

INDIANA BUILDER NEWS

OFFICIAL PUBLICATION OF THE INDIANA BUILDERS ASSOCIATION, INC.

WWW.BUILDINDIANA.ORG

January 2009

Vol. 46, No. 1



IBA offers nationally certified homes through NAHB Green Program

- State program supports national green efforts through education and promotion to members and consumers -

Home buyers in Indiana will soon enjoy more choices if they want to buy a certified green home. The Indiana Builders Association is now affiliated with the NAHB National Green Building Program, or NAHBGreen.

As an affiliate program, IBA will offer national verification and certification services to home builders in Indiana, assuring buyers that their homes meet the strict benchmarks established by NAHBGreen.

"We're very happy to offer this national certification program to consumers," Dennis Spidel, GMB, CGB, CGR, President of the Indiana Builders Association said. "NAHBGreen is a name home buyers can recognize anywhere, and it provides another proven path for consumers who are ready to go green."

To qualify for NAHB Green certification,

homes must meet energy-efficiency benchmarks, which are at least 15 percent more stringent than most building codes - or equivalent to the voluntary Energy Star[®] program from the U.S. Department of Energy and Environmental Protection Agency.

Homes must also meet criteria for water and resource efficiency, indoor environmental quality and lot and site development. They also come with operations and maintenance materials for homeowners to help them maximize the benefits of a green home.

NAHBGreen homes are inspected during



and after the construction process by qualified, third-party verifiers approved by the national program.

As an affiliated program, IBA will also offer educational opportunities for its members, including seminars leading to the NAHB Certified Green Professional[™]

designation and other green-related technology and building science issues.

IBA will also help educate home owners and home buyers on its website and at local home shows across the state.

"We support voluntary, flexible, and technically sound green building because it

works," said Spidel. "This cost-effective national certification through NAHBGreen will provide an additional level of green verification for our home buyers, and more tools for our members. Consumers are seeking greener, more energy-efficient homes. NAHB accelerates the process by providing a cost-effective scoring and rating system - creating an authentically green result."

IBA is hosting Certified Green Building Professional courses across the state throughout the Spring, with a grant from the Indiana Office of Energy and Defense Development. See page 4 for a session in your area. IBA is also hosting a Green Verifier Training Course and an entire track of green seminars at its annual housing conference February 24 and 25 in Indianapolis. See the insert in this issue.

Legislative guide addresses priority issues for home builders

During the 2009 legislative session, lawmakers will debate many issues affecting Indiana's home building industry as well as home builders' ability to provide safe and affordable housing. IBA's legislative goals help protect the men and women who provide housing for Hoosiers, and help Hoosiers in need of housing realize the American dream of homeownership. IBA's Governmental Affairs team will closely monitor the following priority issues impacting Indiana's home building industry, and urge lawmakers and their staff to contact IBA



with questions at 1-800-377-6334.

Legislators, their staff and interested parties are encouraged to contact the Indiana Builders Association for a comprehensive overview of the association's position on issues impacting the industry.

Property Tax Caps in Constitution

IBA joined the Hoosier Property Tax Reform Alliance in 2008 to promote an immediate and lasting change in Indiana's property tax system. The Alliance of diverse taxpayer interests joined forces with others, including the Governor and a bi-partisan group of legislators, to find a permanent and predictable solution to the state's property tax woes. For decades, Hoosiers have undergone the cycle of short-term property tax relief followed by longer-term property tax crisis. The only way to break this cycle is to place permanent limits on property taxes into the State Constitution. To that end, the Alliance supports the effort to place caps on property taxes. Also, a comprehensive approach to local government accountability, the affordability of our homes, and the economic well being of Indiana are at stake.

Unemployment Insurance Trust Fund

The State has announced plans to borrow funds from the federal government for Indiana's Unemployment Insurance Trust Fund as a temporary measure until the legislature can replenish the fund. The declining balance of the Fund is due to a combination of factors, including: no change in the \$7,000 wage base for 25 years; taxes below 1 percent of total wages for over 22 years; maximum weekly benefits increased every year from 1997-2005. IBA supports measures taken to ensure the Fund's solvency but any tax increase must be balanced and not hinder small businesses which seldom draw benefits as compared to larger employers.

Employee Classification

The Indiana General Assembly continues to debate the issue of independent contractors and whether or not those contractors should be employees of the general contractor. The Employee Classification Act attempts to significantly alter the legitimate business practice and use of independent contractors, and assumes that workers on a project are employees of the contractor. Versions of legislation have attempted to implement a vague and confusing definition of "independent contractor" that significantly undercuts traditional methods of defining "subcontractor" status; which involve a more thorough evaluation of the relationship between the worker and the em-

Legislative Guide (see page 17)

IBA moves office



The Indiana Builders Association is relocating. IBA will be in temporary space at 101 W. Ohio Street on the 20th floor until March 1.

Mailing address:
101 W. Ohio St., Ste. 1111
Indianapolis, IN 46204
(800) 377-6334
www.BuildIndiana.org

Register today!



See convention insert.

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Indiana Builders Association
101 W. Ohio St., Ste. 1111
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Indiana Builder News

Official publication of the
Indiana Builders Association, Inc.
101 W. Ohio St., Ste. 1111
Indianapolis, IN 46204
(800) 377-6334

www.BuildIndiana.org
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Published monthly.

Advertising rates available upon request.

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The time to act is now

I recently read an anonymous quote that I feel is fitting for our industry during this economic time - "There is no better time than now. The time to live is now. The time to dream is now. The time to imagine and forget the past is now. The time to shine is now. The time to bleed, sweat, and determine yourself for the things you want, is now."

I would never suggest that we forget the past, but we must focus forward and begin the recovery. I feel strongly about tradition, but feel that nontraditional actions are what will see us through this next year.

As business people, we can and should lead the way in this recovery in Indiana. Interest rates are lower now than when my father bought our first house in 1963. Now is the time to build and remodel houses in Indiana. Fear and uncertainty have all but stalled our economy for no good reason. We need to understand our customers' fears and overcome them. We are united as an industry and by working together we can take the first steps in restarting the housing market in Indiana.

As a member of the builders association you are part of the select group that has made the Indiana Builders Association a driving force in the state. By reading this message, you already know the importance of gathering and sharing information. Your involvement in the association affords you the opportunity to learn and gather information from thousands of other members.

You will receive numerous marketing pieces via e-mail, fax and postal mail this year that inform you of opportunities to learn, network, and gather information. Take the time to review each one and participate in the ones that make the most sense for you, your business, and your success.

Your local, state, and national associations are incredible resources and your attendance and participation at the meetings, educational seminars, and events will provide you the tools to jump start your success in 2009.

The International Builders Show, Jan. 20-23, in Las Vegas, is hosted by your National Association of Home Builders and offers hundreds of seminars and thousands of exhibits for your learning experience. You will walk away reenergized and armed with new ideas. Details at www.BuildersShow.com or 1-800-368-5242.

A nontraditional first this year to be offered by your Indiana Builders Association is a Housing Indiana Legislative Lunch at the Statehouse. Be a part of the thousand builders, remodelers, developers, subcontractors and suppliers who convene at the Statehouse, meeting one-on-one with elected officials. The legislative lunch is set for Monday, Feb. 23, at 11:30 a.m. in the South Atrium of the Statehouse. One of the greatest benefits to membership is our work at the Statehouse. This event is grassroots and our numbers will speak volumes with state senators and representatives. Mark your calendar for this event and let your elected officials know that you will be there to see them. Your involvement will let them know you are committed in restarting the



President's Message

By Dennis Spidel,
GMB, CGB, CGR
Spidel Custom Homes and
The Lakeshore Design Center,
Angola
President,
Indiana Builders Association

economy in Indiana. Details on page 5.

At the state level, you are represented by elected or appointed members from your association to the IBA Board of Directors.

Every local association receives a state director position for every 50 members. These members are state, life and senior life directors and they direct the important issues that affect your business. They review, discuss and vote on critical issues four times a year at quarterly meetings. Find out who your directors are, share your views with them, and encourage them to attend and represent your local association.

Also, join them this year at the Board and committee sessions, as these meetings are always open to all members, with the stipulation that only directors and committee members may vote. The next Board session is being held in conjunction with IBA's

Housing Indiana Legislative Lunch on Feb. 23.

A director photograph will follow the legislative lunch on the south steps of the Indiana Statehouse. I need all 279 directors in this photo. If you are in Florida, book your flights now because it will be cheaper. If you are in Indiana, it will cost even less.

Your state association is hosting its annual Indiana Housing Conference February 24-25 at the Indiana Convention Center in Indianapolis, Indiana. National speakers and exhibits will provide you the tools to shine in 2009. Register today with the

insert included in this issue.

In closing, I urge you to network with each other throughout the state. Share your problems and successes with each other. Band together and move forward in 2009 to

grow and prosper in these challenging times. You will be shocked how people will help you if you reach out to them. This I know to be my greatest benefit of membership in the Indiana Builders Association.

Please introduce yourself at one of these upcoming events.

Have a happy and prosperous New Year.
- Dennis



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www.nuwool.com

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Stephen Robinson,
GMB, CGB, CGR, CAPS

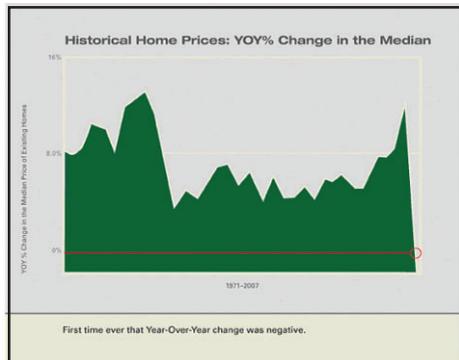


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Congress needs to 'Fix Housing First'

Many in the news media believe the first order of business for the incoming Congress and Administration this January will be to craft a massive and desperately needed new stimulus package to get the economy moving again. Clearly, housing must be a centerpiece of that recovery plan.

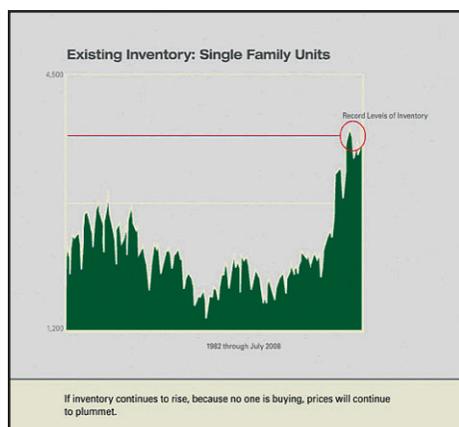
The National Association of Home Builders and many of its members and partners in the residential construction industry have formed a housing coalition called "Fix Housing First" to tell Congress to stimulate the housing industry. I have included information below from the "Fix Housing First" website that outlines the current situation.



Falling home values are at the core of the current economic crisis.

Our nation's economic downturn began with the collapse of Fannie Mae and Freddie Mac in mid-2008. From there, the ensuing bank failures were largely driven by failing mortgages and ensuing foreclosures at rates never seen before. These conditions spawned an unprecedented cascade within the housing market:

- * Home prices and property values dramatically declined (and continue to decline) across the country;
- * Americans are now hesitant to buy homes because they fear prices will not stabilize anytime soon;
- * Net sales have fallen 72 percent from January 2006 to September 2008;
- * Existing home inventory is nearing an all-time high and increasing as foreclosures flood the market;
- * Falling home values translate into less tax revenue for local and state governments, placing a severe crunch on budget for essential services;
- * Thousands (soon to be millions) of jobs across all industries have been lost as a result of the housing crisis; and
- * All sectors of the economy are affected because housing is so central to our daily lives.



Inside the Issue
 By Rick Wajda
 Chief Executive Officer
 Indiana Builders Association

Short-term, targeted incentives will encourage Americans to buy homes again.

Earlier in 2008, Congress took initial steps to stimulate the housing market. Specifically, Congress adopted a measure providing first-time home buyers with a tax credit of up to \$7,500.

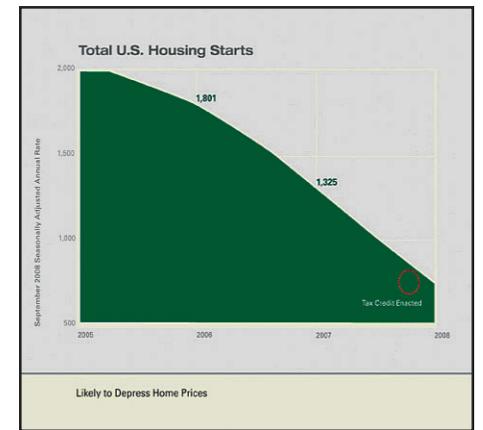
Despite best intentions, the legislation failed to either stimulate or stabilize the market. The measure's failure can be attributed to three core factors:

1. The tax credit was really a loan - recipients are required to pay back the entire amount through \$500 a year payments.
2. The tax credit was only available to first-time home buyers, who represent only 30 percent of all buyers.
3. \$7,500 was not enough to entice those considering whether to buy.

The credit was available beginning April 9, 2008, and expires on June 30, 2009.

The "Total U.S. Housing Starts" chart demonstrates the credit's lack of effect.

Clearly, more needs to be done to stimulate the market. Specifically, Congress



should:

1. Enhance the initial Home Buyer Tax Credit.

Fix Housing (see page 7)

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And for every new propane water heater you install, you may qualify for a rebate up to \$300 from participating Indiana propane dealers. Ask about incentives for other propane appliances as well. For more on tankless water heaters, visit buildwithpropane.com.



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Class dates and locations

- | | |
|--|--|
| ___ Jan. 28 Business Management in Warsaw, IN | ___ March 17-18 Green Building in South Bend, IN |
| ___ Jan. 29-30 Green Building in Warsaw, IN | ___ March 19 Business Management in South Bend, IN |
| ___ Feb. 2-3 Green Building in Jasper, IN | ___ April 21-22 Green Building in Indianapolis, IN |
| ___ Feb. 4 Business Management in Jasper, IN | ___ April 23 Business Management in Indianapolis, IN |
| ___ Feb. 4-5 Green Building in Indianapolis, IN | ___ May 12-13 Green Building in Elkhart, IN |
| ___ Feb. 6 Business Management in Indianapolis, IN | ___ May 14 Business Management in Elkhart, IN |

Registration Form & Payment Information

Green Building for Building Professionals

- ___ \$300/ IBA member
- ___ -\$100 scholarship for IBA members only **this course offering was prepared with the support of the U.S. Department of Energy (DOE) and the Indiana Office of Energy and Defense Development (OED). However, any opinions, findings, conclusions or recommendations expressed herein are those of the authors and do not necessarily reflect the views of the DOE and OED.*
- ___ \$325/ NAHB member ___ \$350/ non-HBA student

Business Management for Building Professionals

- ___ \$175/ IBA member
- ___ \$200/ NAHB member ___ \$225/ non-HBA student
- ___ \$25 additional charge if registering within 14 days of course

Amount Due: \$ _____ (Non-HBA students MUST prepay with credit card or check)
Payment Method: ___ Check Enclosed ___ Invoice (for HBA members only) ___ MasterCard/Visa
 MC/Visa Acct. # _____
 Exp. Date _____ ZIP code for credit card _____

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Return Form to

IBA
 101 W. Ohio St., Ste. 1111
 Indianapolis, IN 46204



Questions

Cindy@BuildIndiana.org
 (800) 377-6334

Green Building for Building Professionals

This two-day course for building professionals discusses strategies for incorporating green-building principles into homes without driving up the cost of construction. Students will learn how green homes provide buyers with better value, lower energy costs, lower maintenance, better indoor air quality and better long-term value. Techniques are also discussed for competitively differentiating your home products with increased indoor environmental quality as well as energy and resource efficiency. *Approved for the CGB, CGA, GMR, and CGP designations.*

Business Management for Building Professionals

Learn the management skills that give industry leaders the edge. This course will give you a solid foundation in those best business practices so valuable to smaller businesses: planning, organizing, staffing, directing and controlling. By using case studies and sample forms, your instructors give you practical and applicable tools for management success. *Approved for the CGB, CGR, CGA, CGP, and CAPS designations. NAHB designation holders are exempt from completing this course to earn the CGP designation.*

Additional graduate information



Graduation Fees: \$145 HBA members/\$245 non-HBA members payable to the NAHB University of Housing.
Annual Renewal Fees: \$50 HBA members/\$75 non-HBA members payable to the NAHB University of Housing.
Continuing education requirements: CGP designates are required to complete twelve hours of continuing education every three years. Six of the twelve hours must be from NAHB University of Housing educational activities. A minimum of eight hours is required to come from green building industry related educational activities.

Cancellation Policy

Written cancellations made prior to 14 days of course will receive a refund less 50% administrative fee. Registrants who fail to attend the course without 14 days prior written notification are liable for the entire fee.

Registration Information (one form per attendee)

NAME	COMPANY		
ADDRESS	CITY	STATE	ZIP
PHONE	E-MAIL	LOCAL HBA	

Hundreds of IBA members to converge on Statehouse for 2009 Housing Indiana Legislative Lunch

Be one of nearly 500 members who attend IBA's Housing Indiana Legislative Lunch on Monday, February 23, 2009 from 11:30-1:00 pm in the South Atrium at the Statehouse.

This is the one opportunity for members to meet with a large number of legislators from across the state and plead the case on issues impacting the housing industry - whether it is on the potential impact of legislation regarding the Unemployment Insurance Trust Fund, employee classification, immigration, or another important issue. With so many pressing issues before the Indiana General Assembly this session, it is imperative that legislators hear about

issues first hand from IBA's membership. IBA's recent successes in the General Assembly have been due to the active membership and grassroots efforts and this event provides the perfect venue to continue legislative efforts. This year legislators will be faced with thousands of pieces of legislation when they return to work on January 7.

IBA needs your help to make the personal connection between issues and constituents. Legislators work on issues they feel are most important and spending a couple of min-



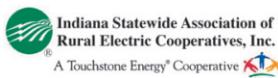
Proactive Politics
By Gretchen White,
Government Affairs
Director,
Indiana Builders Association

utes discussing an issue or two and relating its potential impact to their districts can motivate them to ensure a bill's passage or defeat. The event occurs on a key week during session, the deadline for when pieces of legislation must be passed out of the

House of origin.

The legislative lunch is being held in conjunction with IBA's Annual Housing Conference (formerly *Indiana's Midwest Builders Convention*), February 24-25.

Help make sure IBA's issues are heard at this event by attending. Luncheon cost is \$25. Secure your place at the lunch today by completing and returning the Conference flier inserted in this issue, by calling IBA at (800) 377-6334 or registering online at www.BuildIndiana.org.



Proud Sponsors of IBA's Legislative Lunch



utes discussing an issue or two and relating its potential impact to their districts can motivate them to ensure a bill's passage or defeat. The event occurs on a key week during session, the deadline for when pieces of legislation must be passed out of the



Contact Elected Officials

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Up-To-Date State & Local Government Information

What is voterVoice?

voterVoice is your quick and easy means to communicate with elected officials on both your personal and industry issues.

voterVoice will select your elected officials from your business and home address information. In addition to personally contacting your officials, you will receive alerts from IBA so your voice can be heard on industry issues.

Stay up-to-date. Make your voice heard and join today. All IBA members are eligible to sign up as a FREE member service.



Who Should Register?

ALL IBA MEMBERS SHOULD REGISTER! It is likely you have employees residing and voting in areas you do business, and keeping them up-to-date and informed about candidates and issues in their communities creates a stronger voting block for the industry. After you sign up, encourage your employees to register also!

Easy 3-Step Registration

1. Visit IBA's website:
<http://www.BuildIndiana.org/VoterVoice.htm> - Click on the voterVoice logo.

2. Click on 'New users click here'. Returning users can log in here, as well.



3. Fill out the short user profile and follow the instructions.

voterVoice Registration

- Yes, sign me up today to be proactive at the grassroots level.
- I want to receive future alerts from IBA.

User Information

First Name _____
Last Name _____
Suffix _____
E-mail _____

Home Information

Address _____
City _____ State _____
Zip _____

Business Information

Your Title _____
Phone _____
Company _____
Co. Address _____
City _____ State _____
Zip _____

Complete and return this form to:
Indiana Builders Association
101 W. Ohio St., Ste. 1111
Indianapolis, IN 46204

Or fill out the form online by visiting IBA's Web site:
www.BuildIndiana.org/VoterVoice.htm

Questions? Call Gretchen at (800) 377-6334

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Krempp Lumber Co.
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Jasper
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Quality Window & Door, Inc.
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1-888-674-0867
qwd-online.com

Roberts Glass & Service, Inc.
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robertsglass.com

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Meet the 2009 presidents of the local builders associations

IBA welcomes the following 2009 local association presidents.

Jerry Breeck, Vectren Energy located in Anderson, will lead the Madison County HBA. Breeck is an industrial account manager for Vectren Energy and has been in the housing industry for 30 years. He has served as a state director for three years.

Donald Eyer, E & R Construction in Terre Haute, will lead the HBA of Greater Terre Haute. Eyer has over 30 years experience in the housing industry as a residential home builder and developer and performing masonry work. In a typical year, he will build seven homes, with over 300 throughout his career. His homes range in price from \$80,000 to \$500,000. He is a NAHB Spike Club member. His goals for 2009 include members working together, sharing information, and building morale and membership.

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 30 years, supplying and installing roofing and siding. His primary goals are to enhance membership benefits, to increase membership and to build the association's community image.

Jeffrey Martin, president of Martin Bros. Contracting, will lead the HBA of Elkhart County in 2009. A member of the housing industry for 26 years, Martin builds custom new homes and remodels, averaging five projects in each area annually. His

jobs range in price from \$200,000 to \$3.5 million dollars. He is a NAHB Spike Club member and the recipient of the BA of Elkhart County's Builder member of the year last year. He plans to encourage members to continue to support each other and their association.

Rick Oakley, CGR, CAPS, president of Creative Interiors/Re-Bath, will lead the Southwestern Indiana Builders Association. Based in Evansville, Oakley has done interior remodeling and bathroom remodeling. He is a NAHB Spike Club member. His goals for 2009 include making SIBA known as a resource for the community.

Pat Richard, CGB, Spire Group in West Lafayette, will lead the BA of Greater Lafayette. He has worked in the housing industry for 19 years performing residential, multifamily, commercial and subcontracting services.

Daniel Schlatter, owner of Inglenook, will lead the BA of Kosciusko-Fulton Counties in 2009. With 10 years residential design and building experience, he works in the \$100,000 to \$500,000 price range. In 2006, he received the Peoples Choice award in the local parade of homes. His goals for 2009 include continuing to promote the quality and value of the builders association.

Pat Smith, president of Build, LLC, will lead the Henry County BA in 2009. An independent sales consultant for quality building materials, Smith specializes in window and doors for new homes, remodeling, and historic restoration. Her goals for

2009 include promoting the association and its economic value to the community.

Dan Study, president of Chapel Homes in Spencerville, will lead the BA of Northeast Indiana. A custom single family builder and builder of Villaminiom Projects, Study has been in the industry for over 25 years. He typically builds 6 to 12 homes per year in the \$200,000 to \$900,000 price range. He also develops some small plats. He is a NAHB Spike Club member. He will focus on membership recruitment and retention in 2009.

Aaron Stolberg, W.S. Homes of Bloomington, will lead the Monroe County BA. Stolberg has been in the housing industry for seven years, building over 125 residential and multi-family units. He was recognized as the "Builder of the Month" three times by his local association and received "Best in Show" twice in the local association's parade of homes. Stolberg has completed two Habitat for Humanity Builder Blitzes. His goals for 2009 are to increase and retain members, and increase revenue through events. "During slow times in the housing market like we are currently experiencing, a membership with your local building association is even more important," said Stolberg. "It is when times get tough that being a member pays off the most."

Dennis Voegerl, CGB, CAPS, Voegerl Construction of Huntingburg, will lead the Dubois County BA. Voegerl has worked in the housing industry for over 25 years and

built more than 125 units in his lifetime, ranging in price from \$250,000 to \$500,000. He has received a distinguished service award from his local association and served as a state director for seven years. Voegerl plans to strengthen member retention and leadership.

Ric Zehr, vice president with North Eastern Group in Fort Wayne, will lead the HBA of Fort Wayne in 2009. Working in residential development for the past 10 years, he plans to develop a long-term strategic plan for the association, increase membership, focus on membership benefits, and increase the advocacy and association's presence in the local community.

Register today for one of IBA's educational opportunities

Certified Green Professional Courses - page 4

Customer Service Course - page 12

Negotiating Course - page 12

IBA's Annual Housing Conference - insert

Fix Housing (from page 3)

* Eligible purchases: Primary residences between April 9, 2008, and December 31, 2009.

* Credit amount: 10 percent of home price capped at 3.5 percent of FHA loan limits (geographically dependent) - ranging between approximately \$10,000 and \$22,000.

* Eliminate the recapture - a true tax credit.

* Monetization: credit available at time of closing.

* Available to all home buyers and not just first-time home buyers.

2. Couple the enhanced tax credit with a below market 30-year fixed-rate mortgage for home purchases.

* 2.99 percent rate available for contracts closed between now and June 30, 2009.

* 3.99 percent rate for contracts closed between June 30, 2009 and December 31, 2009.

3. Continue foreclosure prevention measures to keep people in their homes, help stabilize home prices and bolster the economy.

Together, these measures will stop the fall in home values, encourage people to buy now, create job opportunities in numerous sectors, and energize the broader economy.

Reviving demand will positively affect the global economy.

While housing is at the root of our economic crisis, it can also be the spark that turns the economy around.

A short-term, meaningful tax credit coupled with a below-market mortgage will get homebuyers back in the market quickly. With market activity, housing inventory will drop, stabilizing both home prices and home values. In turn, delinquent mortgages and foreclosures will markedly decline, shoring up financial institutions.

Importantly, a housing stimulus goes well beyond homebuyers. Increased property values positively affect all home owners, restoring consumer confidence to resume normal spending.

In addition, a stable housing market creates millions of jobs across the country in every sector - raw material suppliers, contractors, trades, furniture makers, and much more.

And it will not take long. A short-term housing stimulus will immediately motivate homebuyers and, thus, raise property values and home prices, shore up our financial systems, restore consumer confidence and create job opportunities.

I urge all members of the Association to contact their members of Congress and ask them to support a housing stimulus plan in the next session of Congress. You can learn more about "Fix Housing First" at: <http://www.fixhousingfirst.com/index.php>.

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Purdue University first to offer residential construction graduates in-demand professional designations

Students in Purdue University's residential construction management specialization in the Department of Building Construction Management will be the first in the country to earn professional designations as part of their coursework for a bachelor's degree.

The three designations - chosen because they represent growing needs within the industry - are Certified Aging-In-Place Specialist (CAPS), Certified Green Professional (CGP) and Residential Construction Superintendent (RCS).

The designations were developed by the National Association of Home Builders' University of Housing and Home Builders Institute and are among more than 15 designations related to sales, marketing, lending, design, construction, site management, company management and other areas.

Purdue will receive a two-year, \$100,000 grant from the National Housing Endowment's Homebuilding Education Leadership Program (known as HELP) to provide funding for graduation fees, instructor training and other costs related to implementing the program.

The grant will be announced Jan. 21 at the International Builders' Show in Las Vegas.

The training requirements for each designation will be included within the residential construction management specialization coursework, with the first group of students receiving designations when they graduate in May 2009.

Bruce Silver, president of the National Housing Endowment, the philanthropic arm of the National Association of Home Builders,

said students who earn these professional designations will have a definite advantage in the job market.

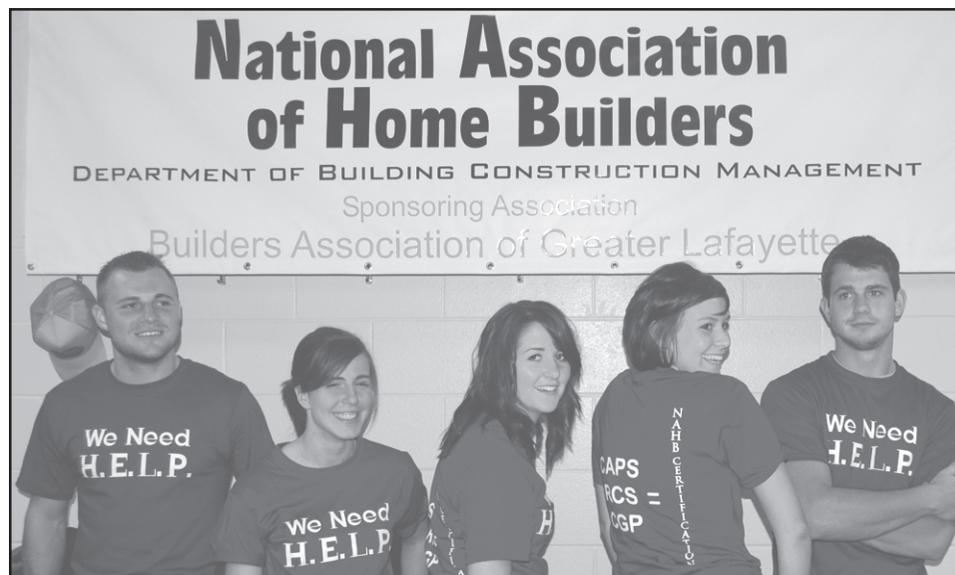
"Our industry struggles in finding managers qualified to work in residential construction, which differs greatly from commercial construction," Silver said. "It can take two to three years for students graduating from a commercial construction program to learn the equivalent of what Purdue is now offering. This is a step in the right direction in attracting the best and the brightest into residential construction."

Robert F. Cox, head of the building construction management department at Purdue, said that since the required course content for each of the designations is already included in Purdue's residential construction management specialization program, there will be no additional course requirements for students.

Cox said that even though the economic slowdown has significantly impacted the residential construction industry, Purdue will be poised to meet a need when the industry rebounds. "Anytime there is a lull, that's the best time to educate," he said. "Our students will be uniquely positioned not just to get jobs themselves but also to make a real contribution to the residential construction industry in these three areas that will be in great demand in the coming years."

He said the three-year goal is for 150 students to have obtained all three professional designations.

Purdue's Department of Building Construction Management, established in 1964, offers bachelor's, master's and doctorate degrees and is accredited by the



Purdue Construction Technology students proudly display their shirts, designed to attract attention to their program and their desire to graduate with NAHB designations.



It was a packed room as Purdue University representatives presented their proposal to members of the NAHB scholarship site committee and IBA.

American Council for Construction Education. In addition to residential construction management, the department offers undergraduate specializations in disaster restoration and reconstruction, electrical construction management, mechanical construction

management, demolition construction management, and health care construction management.

For more information, contact Dale Koehler at (765)494-2457 or on-line at koehler@purdue.edu.

Indiana Builders Association & National Association of Home Builders 2009 Calendar of Events

January 1 - April 29	Indiana General Assembly in Session
January 12-16	Indiana Statewide Retention Kick-Off Week
January 20-23	NAHB International Builders Show, Las Vegas, NV
February 23	IBA Board & Committee Meetings, Indiana Convention Center, Indianapolis, IN
February 23	IBA Legislative Luncheon, Indiana Statehouse, Indianapolis, IN
February 23	IBA Green Verifiers Training, Indiana Convention Center, Indianapolis, IN
February 24-25	IBA's Annual Housing Conference, Indiana Convention Center, Indianapolis, IN
March 24	NAHB Legislative Conference, Washington, DC
May 5	IBA Golf Outing, Juday Creek Golf Club, South Bend, IN
May 11-15	Indiana Spring Statewide Membership Drive Week
May 19	NAHB National Membership Day
May 26-31	NAHB Spring Board, Washington, DC
June 8	IBA 2 nd Annual Going Green Conference, Indianapolis, IN
June 9	IBA Board & Committee Meetings, Indianapolis, IN
August 11-15	NAHB EOC Seminar, Louisville, KY
August 24	IBA Codes Conference, Indianapolis, IN
August 25	IBA Board & Committee Meetings, Indianapolis, IN
September 14-18	Indiana Fall Statewide Membership Drive Week
September 16	IBA Codes Seminar - South Region, Clarksville, IN
September 29	IBA Codes Seminar - North Region, Juday Creek Golf Club, South Bend, IN
Sept. 30-Oct. 4	NAHB Fall Board of Directors Meeting, Chicago, IL
October 28-30	National Remodeling Show, Indianapolis, IN
November 5-7	National Conference on Membership, New Orleans
November 16	IBA Education Conference, Indianapolis, IN
November 17	IBA Leadership Training, Board & Committees' Meetings, Indianapolis, IN
TBD - November	NAHB State & Local Government Affairs Conference, TBD

Committees Help Build a Great Association!

Please mark the committee(s) and council(s) you are interested in joining (rank your interests if you do not wish to serve on more than one.)

<input type="checkbox"/> Associates Committee: The Associates Committee provides associate members with a networking tool to support, strengthen, and advance our association and the home building industry. The committee is also responsible for administering the State Associate of the Year and Associate Area Vice Presidents programs. <i>Staff: Cindy Bussell</i>	<input type="checkbox"/> Finance Committee: Studies the finances of the Association, and makes recommendations of financial policy to the Executive Committee and Board of Directors. This committee also prepares the annual budget. <i>Staff: Cindy Bussell</i>
<input type="checkbox"/> Codes Committee: Code experts from around the state convene to discuss the latest developments in building codes. The committee recommends policy to the Board that helps IBA to be proactive with the state building commissioner's office relative to the adoption and implementation of codes. <i>Staff: Carlie Hopper</i>	<input type="checkbox"/> Golf Committee: Produces the annual state golf outing that is designed to raise funds for Indiana to meet its NAHB Build-PAC fund raising goal. <i>Staff: Heather Sturgeon</i>
<input type="checkbox"/> Rural On-Site Wastewater Subcommittee: Monitors regulations concerning rural wastewater issues across the state. <i>Staff: Carlie Hopper</i>	<input type="checkbox"/> Housing Protection Fund: Protects the industry and the affordability of housing. Carefully crafted strategy for legal defense is the product of this important committee. <i>Staff: Rick Wajda</i>
<input type="checkbox"/> Mechanic's Lien: Works on issues involving mechanic's lien. <i>Staff: Gretchen White</i>	<input type="checkbox"/> Land Use Committee: Land developers compare successful strategies from their projects. Competitive guards are relaxed as colleagues network with each other in this intensely regulated business. <i>Staff: Rick Wajda</i>
<input type="checkbox"/> Green Building Committee: Encourages green building initiatives. <i>Staff: Gretchen White</i>	<input type="checkbox"/> Professional Designation Committee: Implements Designation program. <i>Staff: Cindy Bussell</i>
<input type="checkbox"/> Executive Committee: Conducts the affairs of the Association in accordance with the By-Laws, policies, and instructions of the Board of Directors. It is the policy and steering committee of the Association. <i>Staff: Wajda & Bussell</i>	<input type="checkbox"/> Indiana Remodelers: Comprised of remodelers, is unified representation to serve the professional remodeler while providing information and education. <i>Staff: Heather Sturgeon</i>
<input type="checkbox"/> Investment Policy Committee: Reviews the reserve funds of IBA and establishes investments to adhere to the highest possible yield at the lowest possible risk. <i>Staff: Cindy Bussell</i>	<input type="checkbox"/> Membership Committee: Join IBA's team of members who recruit new members into the association. <i>Staff: Carlie Hopper</i>
<input type="checkbox"/> IBA's Educational Scholarship Foundation: Awards scholarships and raises funds. <i>Staff: Cindy Bussell</i>	

Please submit a conflict of interest form along with your committee request.

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

Complete and return to: IBA, 101 W. Ohio St., Ste. 1111, Indianapolis, IN 46204.
 Info@BuildIndiana.org. Questions? (800) 377-6334.

New EPA Lead Hazard Requirement Now In Effect

Beginning December 22, 2008, all contractors or property managers must distribute the EPA's new "Renovate Right" lead hazard information pamphlet before undertaking renovation of pre-1978 residential units or child-occupied facilities, including schools and daycares. Remember to ob-

tain written certification that the notification was received by the unit owner or adult occupant.

To obtain a copy of the "Renovate Right" pamphlet or for information on the new requirements, visit IBA's website www.buildindiana.org, click on the "Codes & Laws" section and select the "EPA Lead

Rule Info".

Under 326 IAC 23-5-2, contractors must also continue to distribute EPA's "Protect Your Family from Lead in Your Home" pamphlet.

For more information, contact Gretchen White at IBA (800)377-6334, Gretchen@BuildIndiana.org.

Gene Glick Endowed Construction Scholarship 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 Con-

struction Technology program at the Purdue School of Engineering and Technology at IUPUI. The application deadline is February 27, 2009.

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.

Visit Indiana's Hospitality Suite at Planet Hollywood Resort & Casino

Monday, January 19
5 to 8 p.m.
and
Tuesday, January 20
5 to 8 p.m.



Jan. 20-23, 2009
Las Vegas

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Indiana builder certifies 8 homes — and counting

Reprinted with permission by the NAHB Green Building Program.

Bob Coolman is a featured speaker at IBA's Annual Housing Conference on February 25 at 2:30 p.m. Speaking on "It's Not Easy Being Green", Coolman will share his firsthand experiences building green. See the Conference flier insert for details and to register.

Bob Coolman likes to tell the story of his mother, a biology teacher, who decided with his father, a farmer, to develop a subdivision on a portion of their land not suitable for cultivation.

This was back in the 1950s, when the term "green building" hadn't been invented yet. As the work began on clearing the property to develop the lots and streets, "My mother literally stood in front of a grove of trees to keep the bulldozer away," Coolman recalled.

Today, Coolman heads Coolman Communities, a Valparaiso, Ind., builder that re-

cently certified its eighth home in the NAHB National Green Building Program. It's the next logical step for the company, which has been experimenting with energy-efficient and green design concepts since the 1972, when Coolman was discharged from the Navy and started building homes.

"We are small-town builders. We had no thoughts about some highfalutin', esoteric concepts of saving the world. We were just trying to figure out how to be responsible, how to sustain a quality reputation and do the right thing," he said. "Our focus was never green design - it was always about creating better neighborhoods."

Like his mother, Coolman's initial focus was preserving trees and open space, but he soon realized that the definition of environmentally friendly development is fluid, at best. His company has been recognized by the Soil Conservation Service for his work on draining swamps - "we didn't call them wetlands then" - and hon-

ored later for creating wetlands where lakes and farmland used to exist. "We've come full circle," he said.

And along the way, he developed a business philosophy that he said has helped him remain successful, even in today's housing market. Coolman expects to build about 25 homes this year, instead of his usual 40 to 50, but that's better than many Indiana builders are doing right now.

His long experience - along with reading the annual NAHB surveys on the costs of doing business in the home building industry as well as learning from other members of his Builder 20 Club - has helped him form this philosophy. "You need to have margins of 18% to 20% just to cover your costs . . . operating margins that allow you to stay in business," Coolman said.

"In small Midwestern towns, the easiest way to get into the building business is to get into the middle market," which in

Valparaiso means homes priced between \$275,000 and \$400,000. In the last three years, builders produced homes for that market at a record - and unsustainable - pace," Coolman said.

Coolman decided to aim a little lower and dominate a different niche. "We decided years ago to develop a reputation for responsibly building a quality product in an affordable price range," he said. "We have always focused on ways of using new concepts and technologies - not to produce high-end housing, but to create more sustainable, affordable neighborhoods."

In the 1970s, the company experimented with passive solar techniques and building well-insulated, well-sealed homes. It discovered early on that a tight house needs to incorporate good ventilation to help avoid moisture and indoor air quality issues. "You have to be careful with this stuff because there are 'healthy house' issues that go along with it," he said.

8 homes (see page 11)



IBA's Annual Housing Conference

If your products and services are used in green building and remodeling or provide a solution for one of today's market challenges then you **MUST** be at IBA's Annual Housing Conference!

Exhibitors

- 2-10 Home Buyers Warranty, 46
- AIRVAC, Inc., 45
- Americrawl Inc., 9
- Andersen Windows, F
- Cedar Siding, Inc., 24
- Comcast, 13
- Demilec USA LLC, 50
- Donahue Gas, C
- Drake Products, Inc., J
- Earthlink Solutions, 43
- Enercept, 30
- Fluid & Thermal Systems, Inc., E
- Gates & Sons, Inc., 31
- Grant Communications, 2
- GRK Fasteners, 23
- Indiana 811, 20
- Keller-Rivest, Inc., E
- Kent Heating & Air Conditioning Inc. Geothermal Division, 3-5
- Kinetico Quality Water, 47
- Lee Supply Corp., I
- LP Building Products, 44
- Marvin Windows & Doors, B
- MoFab, Inc., 7
- Monsma Marketing / Dupont Tyvek, 41
- Northwest Geothermal, Wind Power, & Looping Contracting Inc., 3-5
- Paul Davis Restoration, 8
- Raintree Insulation, 11
- Residential Warranty Company, 48
- Seward Sales Corp., A
- Speedway SuperAmerica LLC, 1
- Stone Works, 49
- Sun Windows, Inc., 10
- Timberland Lumber Company, F
- Tranum Insulation, 11
- Tyseal Systems, Inc., 6
- Unique Home Solutions, D
- Vectren Energy Delivery, H
- Vincennes University

Exhibit Show Hours
 Tuesday, Feb. 24 - 12 to 5 p.m.
 Wednesday, Feb. 25 - 10 to 2 p.m.

Exhibit Set-Up Hours
 Monday, Feb. 23 11 to 6:30 p.m.

Exhibit Tear-Down Hours
 Wednesday, Feb. 25 2 to 4:30 p.m.

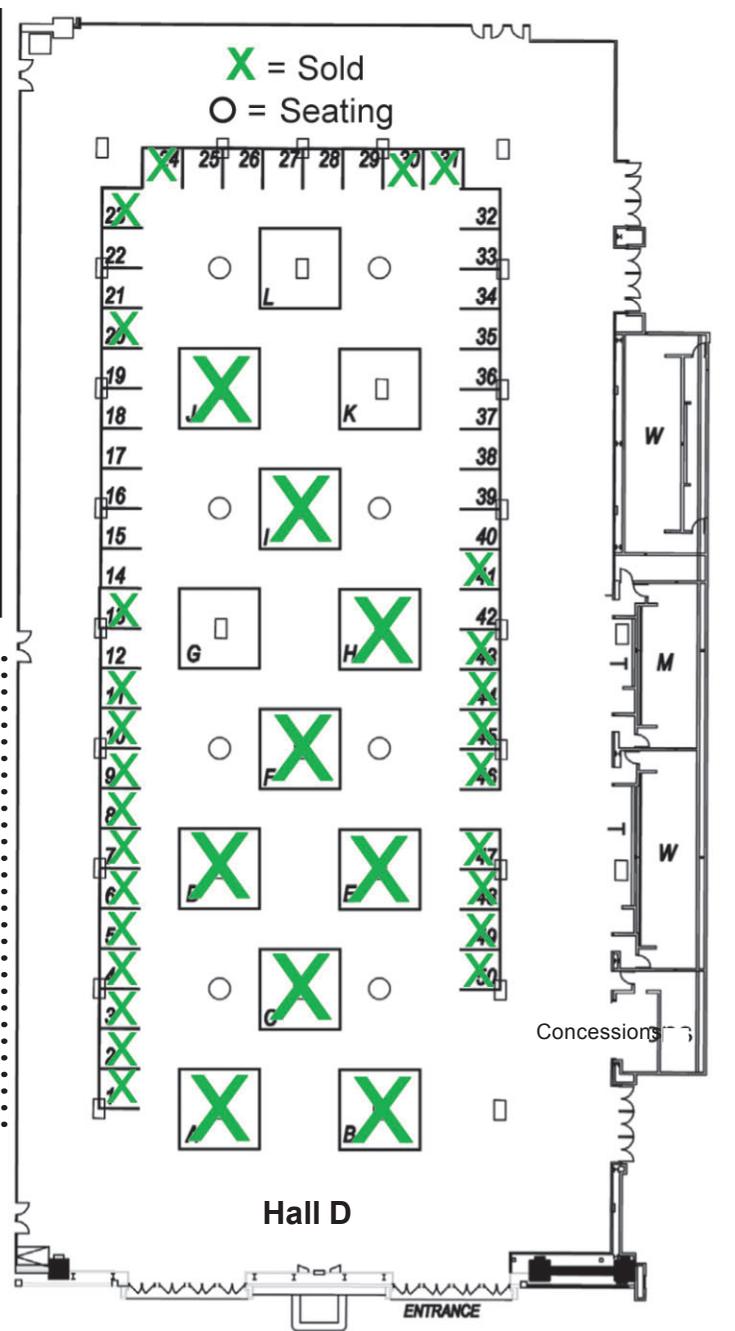
All Exhibit Space Includes
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 2 Tickets to Keynote Session
 2 Seminar Passes
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8 homes *(from page 10)*

The company worked with the city of Valparaiso to incorporate rain gardens in a Traditional Neighborhood Development targeted to entry-level buyers - and that feature, combined with the development's location, made it attractive to move-up buyers as well.

His work with development and landscaping techniques that incorporate native prairie grasses and xeriscaping, avoiding turf grass where possible also helped him with storm water management issues and water conservation. When combined with energy-efficient building practices and indoor environmental quality techniques the company was already using, certifying the home as green was the next logical step, Coolman decided.

A Coolman Communities home was the eighth home in the nation to be certified by the NAHB Research Center, which administers National Green Building Certification for NAHBGreen. Since then, the company has certified seven more. "Our anticipation is that everything we build will be certified from now on," he said.

"Certification fits into our overall business plan. In the marketplace, there are different ways people define themselves as green, but for some reason, the green-built

market is perceived as a much smaller market segment than we feel it needs to be," Coolman said. "Having the NAHBGreen and National Green Building Certification label gives third-party verification to what we have done and what we continue to do.

"I don't know anyone who doesn't want to be green, and it concerns me that people think it costs so much that it's a limited market that can afford to be green. When we think that, all we have done is shoot ourselves in the foot," he continued.

"Nobody is going to come though the door and say, 'I don't want insulation in the walls,' or 'I want the storm water [discharge] shipped down to the next subdivision.' Buyers would like to be green, and in a sustainable house, the lifecycle cost is going to be down and your initial acquisition cost is not going to be significantly different.

"This is part of our business strategy - I'd rather deal with people who are willing to pay for what they get as opposed to [those who are] entirely driven by price. I wouldn't be building green if I didn't think it helped us set ourselves apart - everything we do is about differentiating ourselves from the competition," he said.

That includes experimenting with new technologies, but not incorporating new

products until they can be used in a cost-effective way. "This market won't pay for tankless water heaters - but a modest expense upgrade gets us a water heater that is rated high enough to get what we are looking for, Coolman said. "There are compromises involved and we have to look at how we are spending our customers' money and make sure we aren't spending it foolishly."

The next frontier for Coolman: Seven of the eight certified homes scored at the Silver level, and now the company is ready to

go further. "Our local utility company has come out with a rebate program that allows us to put in higher efficiency heating equipment that makes it economically possible" to score at the NAHBGreen Gold level.

All because of his mother, the biology teacher. "This is where our green DNA began," Coolman said, "when Mother insisted the road had to go around the trees."

Coolman is a past state president and Senior Life Director of the Indiana Builders Association.

		 <p>Marvin Merchandise Visit Booth B to enter!</p>	 <p>Programmable Thermostats Visit Booth H to enter!</p>	<p>(2) \$50 Gift Certificates to Palomino's Restaurant - Indy Visit Booth #48 to enter!</p> 
				 <p>\$500 Grand Prize Bring Ticket to IBA Prize Table to Enter!</p>
 <p>Ornamental Iron Furniture Visit Booth 7 to enter!</p>	 <p>Tyvek^(R) & DuPont^(TM) Outerwear Visit Booth 41 to enter!</p>			 <p>(2) Speedway Gas Cards Visit Booth 1 to enter!</p>

Indiana Convention Center, Hall D, Indianapolis

IBA's Annual Housing Conference Participation Form

Exhibit Space
 20' x 20' Island \$1495 (12 Available, A-L; black carpet included; no pipe & drape)
 10' x 10' Booth \$695 (50 Available; pipe & drape included)
 Booth(s): _____ 1st Choice(s) _____ 2nd Choice(s) _____ 3rd Choice(s)
 Exhibit Furnishing Package x \$162 each (1-6' table skirted, 2 chairs, trash can)
 Carpet (10' x 10') x \$115
 Carpet (10' x 20') x \$195
 Carpet (10 x 30') x \$278
 Electrical Hookup x \$97 each (120 volt, 5 amp single outlet)
Parking Passes (2 per exhibit per day)
 Tuesday Parking Passes x \$10 each
 Wednesday Parking Passes x \$10 each



Indiana Builder News Exhibitor/Sponsor Advertising Rates
 Show Edition & Convention Program (Deadline - Jan. 19)
 Full Page - \$750 Color/\$700 BW
 Half Page - \$500 Color/\$450 BW
 1/4 Page - \$350 Color/\$300 BW
 1/8 Page - \$250 Color/\$200 BW
 3 Editions (Pre, Show, & Wrap-up) (Deadline - Dec. 15)
 Full Page - \$1,950 Color/\$1,800 BW
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 1/8 Page - \$540 Color/\$390 BW

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 Coffee in the morning in seminar area - \$1,000 (2 available)
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 Questions? 1-800-377-6334 or www.BuildIndiana.org

Completion of this form is a binding agreement to participate as identified in IBA's Annual Housing Conference. A minimum of a 50% deposit is required to guarantee exhibit space. Payment in full must be received by Jan. 10, 2009. Written cancellation made prior to Nov. 30, 2008 will receive a refund less 50% administrative fee. Registrants who cancel after Nov. 30, 2008 are liable for the entire fee. Above rates are IBA member rates, non-member rates are an additional 50%. Exhibitors agree to abide by all rules and regulations as established by IBA.

IBA graduates four Graduate Master Builders



Rob Froehlich (left) is congratulated by David Compton, IBA's 2008 president and land acquisition instructor, for obtaining his Graduate Master Builder (GMB) designation.



IBA Treasurer Doug Miller, CGB, CGP, CAPS (left) and Doug Sutton, instructor (center), congratulate Bruce Saylor for receiving his Graduate Master Builder (GMB) designation. Saylor becomes one of only 2,000 nationwide to hold the GMB designation.



Doug Sutton (right), instructor, congratulates Brad Horner for obtaining his Graduate Master Builder (GMB) designation.



Chuck Breidenstein (right), instructor, congratulates Jon Guy for receiving his Graduate Master Builder (GMB) designation.

Exceptional Customer Service Builds Business

Negotiating Skills Spell the Difference Between Profit and Loss

Customer Service

February 12, 2009, 9:00 a.m. - 5:00 p.m. Central Time

Make your business grow by keeping your clients happy during and after the sale. This course teaches you how to manage every phase of customer interaction from the initial contact through construction, the warranty period, and beyond. Keep your customers satisfied with planning, execution and follow-up of your projects and they'll be spreading good news about you and your company for a long time to come. As a graduate of this course, you will be able to: Understand customer expectations & behaviors; set appropriate service criteria; establish & communicate quality standards; administer the customer service process; know and fulfill your obligations for warranty service, and enhance your repeat and referral sales. *Designation Credit: CGA, CGB, CGR, Master CSP. Continuing Education Credit: CAPS, CGA, CGB, CGR, GMB, CSP, Master CSP, CMP, MIRM*

Negotiating Skills

February 13, 2009, 9:00 a.m. - 5:00 p.m. Central Time

Every day requires negotiation with customers, employees, subcontractors, suppliers, and government officials. Your negotiation skills could spell the difference between profit and loss. In this course you'll learn strategies for specific negotiating situations and develop the skills to get the results you want through exercises and role-playing. As a graduate of this course, you will be able to: Demonstrate effective communication skills for negotiations; use the constructive approach to negotiations; apply five key concepts in each phase of negotiation; plan for and conduct effective negotiations, and use the negotiation process in different settings. *Designations: CGA, CGR, GMB. Continuing Education Credit: CAPS, CGA, CGB, CGR, GMB, CSP, Master CSP, CMP, MIRM*

Instructor: Jerry Eisner. With over 30 years of management experience, including managing one of the nation's largest, local consumer shows in Tulsa, Oklahoma and the nation's largest local trade show in Fort Worth, Texas, Jerry has proven customer service and negotiating skills.

Questions? Cindy@BuildIndiana.org
(800) 377-6334
Cell (317) 250-3128

Class Location:

The Legacy Hall
1356 W. Lincolnway
Valparaiso, IN
46385
(219) 464-2944

Return Form:

IBA
101 W. Ohio St.,
Ste. 1111
Indianapolis, IN
46204

Registration Fees & Payment Information

___ February 12 Customer Service
___ February 13 Negotiating Skills

___ x \$195 for IBA Member
___ x \$220 for NAHB Member
___ x \$245 for non-HBA Member
___ x \$25 Additional Charge if Registering Within 14 Days of Class

Presented by



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

Registration Information (one form per attendee)

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

Payment required before or at time of class.

Cancellation Policy: Written cancellations made prior to 14 days of course will receive a refund less 50% administrative fee. Registrants who fail to attend the course without 14 days prior written notification are liable for the entire fee.

Codes Corner

ICC Appeals Board rejects NAHB's request

The ICC Appeals Board rejects NAHB's request to set aside a previous vote to mandate fire sprinkler systems in all one- and two-family homes. NAHB's appeal was presented at a hearing Dec. 11 and cited procedural problems including how the vote was cast, how advocates funded the vote turnout and whether all voting members were appropriately vetted for eligibility. The appeals board decided to recommend that the mandate should remain, as approved, in the 2009 Edition.

However, the panel recommended that the ICC should address at least two of the concerns that NAHB brought to the table in its appeal: the growing use of third-party funding to influence voting at code hearings and the procedures and policies dealing with the requirements for ICC Governmental Members and their voting representatives.

Matt Sigler, member of NAHB's Fire Sprinkler Response Task Force, said this appeal "has gotten the attention of the ICC and they will be examining the underlying issues that led to the NAHB appeal being filed. That's what is needed long-term and that's what was accomplished."

"We are pleased that the Appeals Board members recognized many of our concerns and voted to bring them to the Code Council's Board of Directors," NAHB Chairman Sandy Dunn said. "Home builders are dedicated to the safety of the communities in which we build. As a society, we cannot afford to deny needed housing for the sake of new requirements without proven benefits. For these two reasons, NAHB disagrees with fire sprinkler mandates in all one- and two-family homes and supports programs that encourage the installation and maintenance of smoke alarm systems in all homes. Our members will continue to advocate for cost-effective construction and life safety measures through the model code process that will provide safe, decent and affordable housing."

For more information contact Steve Orłowski at NAHB at (800)638-5242, x8303.

Mark your calendar:

Celebrate Cinco de Mayo by golfing with members!

May 5, 2009

BUILD-PAC Golf Outing

Juday Creek Golf Course, South Bend, IN



Take advantage of every business contact available

Written by Ken Schmitt, Aurora Cabinet Company and Drake Products, 2009 Associates Committee Chairman.

We have all heard the phrase and seen the logo, "Do Business With A Member," but what does it really mean?

Builders and associates each put a different meaning to it. Unfortunately, some associates see it as a guarantee of getting business from builders, not realizing they still have to earn the business to get the builder to buy from them.

There is another opportunity of "Doing Business With A Member" that is often overlooked. The ratio of associates to builders is 2:1. Associates should market to other associates – and do business with other associates. My company hosts our local Associates Council meeting at our business on several occasions. Hosting burgers and brats on the grill for all the Associates attending the meeting provides us a great avenue to build relationships with other associates.

Once associate members are introduced to our business, they turn to us with their own personal business, as well as refer business to us. After all, Associates are consumers also.

I recently heard an Associate member tell how she and her husband were looking at building a new house. They had seen a model home built by ABC Builders that

they really liked. The problem was, ABC Builders wouldn't take her calls or let her do a presentation for them. She wasn't demanding their business, she just wanted to make a sales call. As a result, they went to XYZ Builders because they had a similar floor plan, had allowed her to make a presentation and had treated her with respect. The kicker was that XYZ Builders had not bought any thing from her at that time, but they had allowed her to make a sales call and had listened to what she had to offer.

Sooner or later, associates need products and services too. As a builder, are you looking at associates as possible future consumers or as that pain in the neck that keeps

trying to call on you?

There are hundreds of associates out there that offer products and services that are totally different from what you do. If you sell siding and gutters and need a new driveway, do you "Do Business With a Member" or do you pull out the yellow pages and pick the one with the best ad? Someday, that concrete guy

may need your product or service and will probably remember the driveway he did for you.



IBA new member who receives a \$100 Sears gift card this month...

Michael Hodgson
of Lafayette



www.searscommercial.com
(800) 359-2000

Year-to-Date New Members as of Nov. 08

Local HBA	Y-T-D New Members
Greater Indianapolis	120
Elkhart County	92
Northwest Indiana	52
Porter County	48
Greater Terre Haute	41
Greater Lafayette	33
Southern Indiana	27
Monroe County	26
Southwestern Indiana	25
Kosciusko-Fulton Co.'s	25
Fort Wayne	22
Dubois County	20
St. Joseph Valley	20
LaPorte County	15
East Central Indiana	11
Wayne County	11
Dearborn County	10
Southeastern Indiana	10
Lawrence County	8
Northeast Indiana	7
Howard County	5
Jasper County	5
Marshall County	5
Madison County	4
Gibson County	4
Henry County	4
Jackson-Jennings	3
Grant County	2
River Valley	2
Vincennes Area	1
At Large Members	0
North Central Indiana	0
Whitley County	0
Indiana	658

Retention Rate as of Nov. 2008

Local HBA	Retention Rate
Monroe County	84.8%
Dubois County	84.8%
Elkhart County	80.4%
Grant County	78.9%
Lawrence County	78.0%
Northeast Indiana	77.9%
North Central Indiana	77.3%
Kosciusko-Fulton Co.'s	76.6%
Wayne County	76.4%
East Central Indiana	75.6%
Marshall County	75.0%
Greater Indianapolis	74.4%
Jackson-Jennings	73.7%
Howard County	73.6%
LaPorte County	72.3%
Porter County	71.2%
Southwestern Indiana	70.4%
Fort Wayne	70.3%
Northwest Indiana	68.1%
St. Joseph Valley	67.1%
Vincennes Area	66.0%
Jasper County	61.9%
Greater Lafayette	61.3%
Greater Terre Haute	59.3%
Dearborn County	58.6%
Gibson County	53.6%
Southern Indiana	53.3%
River Valley	51.9%
Southeastern Indiana	50.0%
Henry County	45.5%
Madison County	39.5%
At Large Members	9.1%
Whitley County	4.8%
Indiana	69.3%

Membership Standings November 2008

Local HBA	Total Members
Greater Indianapolis	1029
Elkhart County	428
Fort Wayne	414
Northwest Indiana	389
Southwestern Indiana	381
Southern Indiana	313
Greater Terre Haute	265
Porter County	248
St. Joseph Valley	236
Kosciusko-Fulton Co.'s	218
Greater Lafayette	209
Dubois County	165
Howard County	139
Monroe County	132
Northeast Indiana	127
East Central Indiana	104
Dearborn County	92
LaPorte County	75
Vincennes Area	63
Wayne County	53
Marshall County	47
Lawrence County	40
Jasper County	31
Jackson-Jennings	31
Southeastern Indiana	24
Madison County	21
Gibson County	19
Henry County	19
North Central Indiana	17
Grant County	17
River Valley	16
Whitley County	1
At Large Members	1
Indiana	5364

NAHB addresses state of housing and the economic crisis

At the National Association of Home Builders Winter Executive Board meeting held recently, the main focus was on the state of housing and the economic crisis we all are facing.

“Fix Housing First” is a main thrust for which congress is being pressed to pass a meaningful housing stimulus package. Because of the proprietary nature of the plan details are confidential but we will be receiving a weekly status report of the progress of the plans implementation. These results will be published in the IBA weekly updates.

The NAHB budget for 2009 was also discussed in detail. At the Fall Board meeting the budget was approved by the Board



National Report
By Tom Mullen,
MIRM

NAHB Area 9 Vice
President,
Indiana Builders
Association

knowing the conditions might and probably would change. The budget committee was to meet and by the Winter Executive meeting make known what the projected deficit would be. The 2008 year is expected to come in approximately three million

dollars on the plus side due to NAHB staff cutting wherever possible and the Builders Show doing better than expected.

The 2009 budget will experience less revenue from the Builders Show. Attendance is expected to be lower and the revenue from exhibitors will also be down due to many companies downsizing their booth space. Membership is also expected to decrease as the economy continues to worsen. To control possible losses, NAHB is cutting 52 staff positions and cutting back wherever else they can while minimizing disruptions in service. This reduction amounts to some eleven million dollars.

2009 IBS Update: Earl Sharp, Conventions Committee Chairman, briefed the lead-

ership on the approaching 2009 IBS. He noted that in spite of the challenges with the economy, the Show has nearly 1,700 exhibitors committed and it is certain to be the place to be for builders and remodelers. The job at hand now is driving attendees to this critical event. In an effort to further entice visitors to the Show, NAHB has re-structured the education fees associated with the Show allowing attendees to purchase tickets to individual educational sessions rather than committing to the full education fare. This is anticipated to be a huge benefit to attendees. Additionally, to encourage international attendance, those individuals who sign up to attend the Show at the full non-member rate will become international members of the association. Register today at www.buildersshow.com.

AD&C Credit Crunch and OTS Forum: Joe Robson, 2009 Chairman-Elect reported that NAHB’s surveys show that this is a dire problem confronting the membership. NAHB has been taking this information directly to the Administration, to Congress, and to banking regulators. In response to this outreach effort, the regulators issued a joint statement urging banks to lend to creditworthy borrowers on Nov 12, 2008. On Nov 19, 2008 the NAHB leadership team participated in a joint forum with the Office of Thrift Supervision and major bank groups. The Regulators appear to be hearing the challenges and solutions at hand. These efforts will continue. For more information, contact Dave Crowe at (800)638-5242, x8383.

Fire Sprinkler Mandates: Sonny Richardson, Fire Sprinkler Strategic Response Task Force Chairman, shared the Task Force findings with the Executive Board. The efforts of the Task force in part resulted in NAHB filing an appeal to ICC on Oct 30 calling for its Board of Directors to: 1) Set aside the results of the ICC Final Action on RB64 and RB66 and call for reconsideration during the 2009/2010 ICC Code Development Cycle. 2) Take immediate action to eliminate the influence of third-party funding in the voting process and 3) Undertake corrective action to ensure that the ICC governmental consensus process is a fair and balanced process by restoring the principle of balance of interest in the selection of Governmental Member Voting Representatives. In a letter to ICC, the Washington Association of Building Officials noted that “special interests dictated the outcome of the code changes” that will allow sprinkler manufacturers and installers “to reap millions, if not billions, of dollars in profits.” Other similar letters are anticipated expressing similar concerns from other similar organizations.

The ICC Appeals Board rejected NAHB’s request to set aside a previous vote to mandate fire sprinkler systems in all one- and two-family homes. The appeals board decided to recommend that the mandate should remain, as approved, in the 2009 Edition. For more information, visit www.nahb.org/sprinklers, www.nahb.org/nbnsprinklers, or contact Steve Orłowski, (800)368-5242, x8303.

INDIANA BUILDER NEWS

OFFICIAL PUBLICATION OF THE INDIANA BUILDERS ASSOCIATION, INC.

www.BuildIndiana.org

2009

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- **Indiana Builder News** is the **official** and only **publication** of the Indiana Builders Association.
- It is **distributed monthly** to Indiana's builders, developers, remodelers, trade contractors, and building suppliers.
- Each issue is **packed with building industry information** from the national, state, and local levels, allowing all professionals to stay up to date on building industry happenings.
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March 2009	February 27
April 2009	March 20
May 2009	April 17
June 2009	May 22
July 2009	June 19
August 2009	July 17
September 2009	August 21
October 2009	September 25
November 2009	October 16
December 2009	November 20
January 2010	December 18



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The Staff

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 • 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.)

News from around the state



Joann Stohler presents Don Young, Young's Title Company, with the East Central Indiana BA's Associate of the Year award.



Jeff Hunter presents Juli Metzger with the East Central Indiana BA's Builder of the Year award.



IBA CEO Rick Wajda (right) and Rep. Win Moses (D-Ft. Wayne) recently discussed housing issues and the upcoming session of the Indiana General Assembly. Rep. Moses will Chair the House Commerce, Energy, Technology & Utilities Committee in 2009.



East Central Indiana BA Executive Officer Clara Livingston (center) and Sandra Barrett congratulate Alan Simmons on his presidency for 2009.



Bill Carson (left), IBA Chairman Emeritus, and State Representative Randy Borrer (R-Ft. Wayne) discuss housing issues.



Marshall County HBA President Dave VanVactor (center) and IBA's 2008 Remodelers Chairman Al Eisenhower, GMB, GMR, CGR, CAPS, CGP, (right) welcome the 2008 IBA President Dave Compton to their annual holiday membership meeting.



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www.lockhartcadillac.com

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Once a new member's membership is processed by a local builders association and submitted to the National Association of Home Builders and the Indiana Builders Association, the member's information will be forwarded to these companies. New members may call the number listed by each benefit for complete details. Must be redeemed by March 31, 2010 unless noted otherwise. Must be redeemed by new member or employee of new member company. Does not apply to renewed or reinstated members.

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Legislative Guide *(from page 1)*

ployer. IBA specifically requests that federal standards, such as the Fair Labor Standards Act or IRS Code be implemented to determine "subcontractor" status in any legislation debated by the General Assembly and will oppose any attempt to reclassify independent contractors as employees.



Rick Wajda
CEO

Green Building

Green building has become a national media highlight over the last year as many citizens inquire about green building techniques and products. IBA initiated a Task Force in 2007 and is currently working with our National Association of Home Builders on a voluntary ANSI-certified green building program. The IBA will support legislation offering tax incentives to build more energy-efficient housing. However, the IBA will oppose any effort to mandate an alternative standard such as LEED for residential or commercial buildings.

* There are alternative standards besides LEED available to use as a model for energy efficient or green building.

* Voluntary standards better serve taxpayers and the community versus mandates.

* Green building must remain voluntary - building science in this area is still evolving.

* Negative impact on housing affordability if mandated in building code.

Overview of Other Issues Affecting Home Builders

Below is a more complete listing of issues and policies that affect the 5,000 member companies of the IBA.

Construction Codes & Standards

- Statewide Building Code
- Building Code Mandates
- Building Permit & Inspection Fees
- Green Building
- Fire Sprinklers

Energy & Environment - Onsite Sewage Disposal Systems; Combined Sewer Overflows

- Mold Remediation
- No More Stringent Than Corresponding Federal Provisions
- Water Pollution Control Board Membership
- Wetland Mitigation
- Lead Paint

Business Regulation

- Economic Development
- Impact Fees
- Foreclosure Issues
- Homeowners Associations
- Home Inspectors
- Mechanic's Lien
- Home Warranties

Labor Immigration

- Right to Work
- Workforce Training
- Employee Classification
- Unemployment Insurance Trust Fund

Land Development

- Smart Growth
- Farmland Preservation
- Retention Ponds
- Voluntary Annexation
- Private Property Rights
- Eminent Domain
- Planning & Zoning
- Archeology

Taxation

- Property Tax Caps
- Model/Speculative Home Exemption
- Real Estate Transfer Tax



Gretchen White
Government
Affairs Director

- School Funding
- Age Restricted Housing Incentives
- TIF Districts

Insurance

- Workers' Compensation
- Medical Insurance
- Title Insurance

For more details, contact IBA's CEO Rick Wajda, Government Affairs Director Gretchen White or Regulatory Affairs Director Carlie Hopper at (800) 377-6334.



Carlie Hopper
Regulatory
Affairs
Director

IBA's ANNUAL HOUSING CONFERENCE
February 24-25, 2009
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IBA introduces Area Vice Presidents jurisdictions



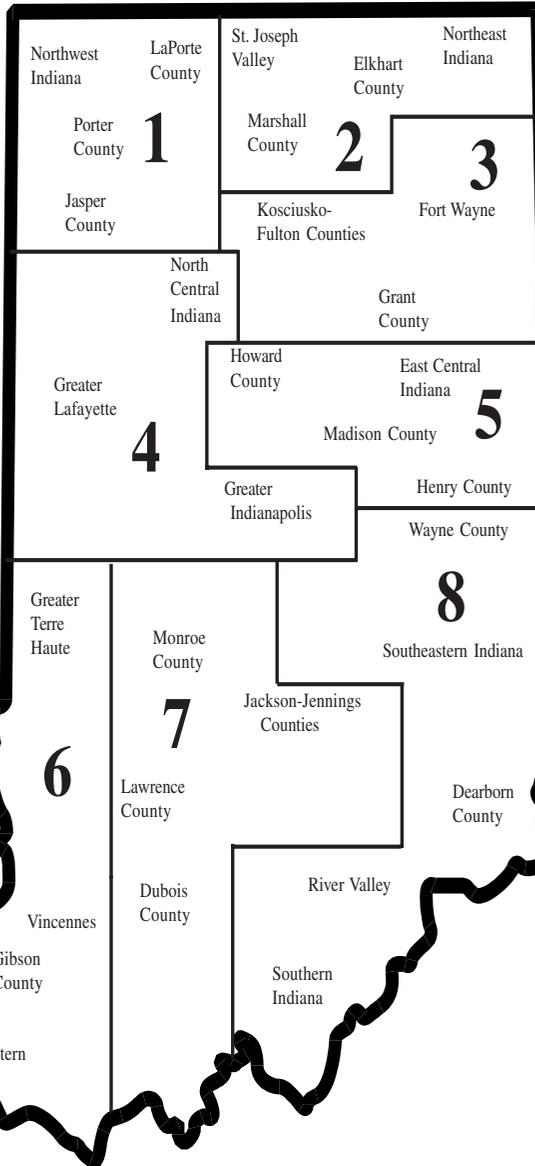
IBA's Board recently elected the 2009 Builder Area Vice Presidents (left to right): Ken Phillips, CGR, CAPS, CGB, CGP; Dan Losekamp, CGB, CAPS; Linda Rogers; Jim Klotz; Tina Bernacchi; Heath VanNatter, CGP; Ryan Baker, GMB, CGB, and Tim Chesna, CGP (not pictured).



IBA's Board elected the following individuals to represent IBA at NAHB (left to right): Jud Motsenbocker, CGR, CAPS, Alternate BUILD-PAC Trustee; Tom Mullen, MIRM, CGB, CGP, NAHB Area 9 Vice Chairman; Stephen Robinson, GMB, GMR, CGB, CGR, CAPS, CGP, NAHB BUILD-PAC Trustee; Tom Slater, Associate National Director; Andy Place, Sr., Alternate National Director; Heath VanNatter, CGP, NAHB BUILD-PAC Trustee; and John Linn, Alternate Associate National Director.

2009 State Builder Area Vice Presidents

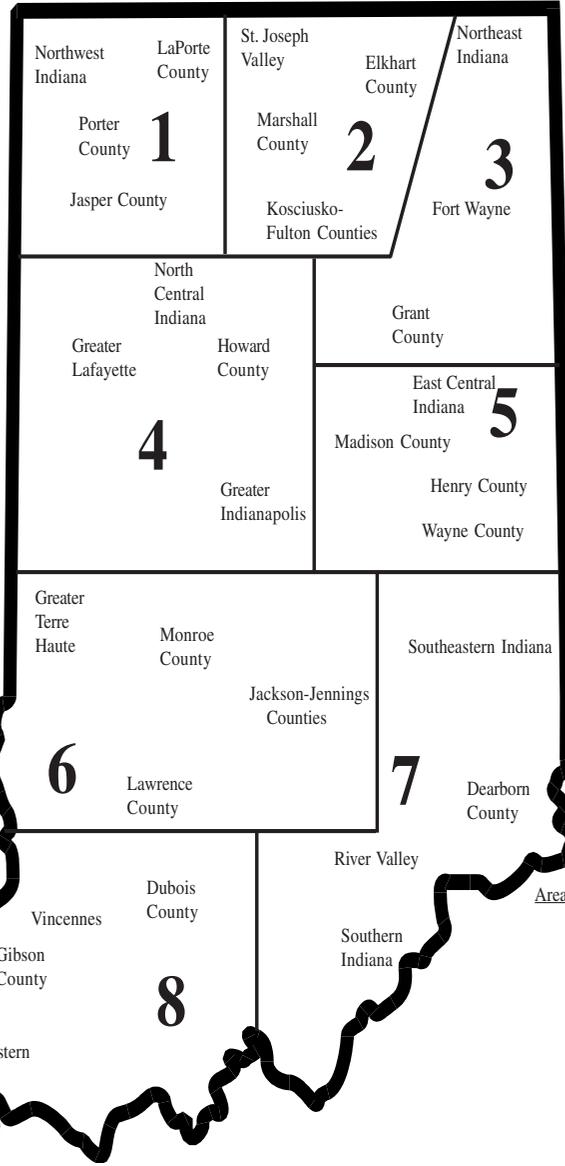
- Area 1**
Tim Chesna, CGP
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550 E. 150 N.
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(219) 548-5956
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rbaker@rjbuilders.net
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linda@judaycreek.com
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comcast.net
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- Area 2**
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& Door
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adifwi@verizon.net
- Area 5**
Chuck Zimmerman
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IBA'S ANNUAL HOUSING CONFERENCE

February 24-25, 2009

Indiana Convention Center, Indianapolis, IN

State IBA board of directors to meet in February prior to Annual Conference

The Indiana Builders Association's board of directors will convene for their winter Board meeting at 4:30 p.m. on Monday, Feb. 23 at the Indiana Convention Center in downtown Indianapolis.

This board of directors' session precedes the opening of IBA's Annual Housing Conference, hosted by IBA, on Feb. 24 to 25.

Prior to the meeting, IBA will host a Housing Indiana Legislative Lunch in the South Atrium of the Statehouse. "It is imperative that we make a statement with hundreds of builders, remodelers, developers, suppliers, and subcontractors, converging on the Statehouse for this luncheon," said Dennis Spidel, GMB, CGB, CGR, IBA President. "We must have grassroots participation with our legislators in order to continue maintaining housing affordability in Indiana." The luncheon is from 11:30 a.m. to 1 p.m.. Cost is \$25 per person.

Register by calling IBA at (800)377-6334.

Immediately following the luncheon, all State, Life, and Senior Life Directors will convene on the south steps of the Statehouse for a directors photograph.

Several committees will meet in conjunction with the board meeting and all members are invited to attend the meetings of their choice. See the list below. All meetings will take place at the Indiana Convention Center, 100 S. Capitol Ave., Indianapolis, IN 46225.

Members do not need to make reservations for the board meeting; attendance will be taken at the door for IBA records.

Hotel accommodations may be available at the Indianapolis Marriott Downtown, 350 W. Maryland St., Indianapolis, IN 46225. Rate \$153 plus tax. Reservations can be made at www.indymariott.com, the group code is buibuia or by calling (877)640-7666. Rooms are limited and cannot be guaranteed, as all room requests are filled on a first-come, first-

serve basis. Any rooms unreserved after January 23 will be returned to the hotel and the discounted rate may not be available.

Questions? (800) 377-6334



COMMITTEE MEETINGS
February 23, 2009
 9:00 - 10:00 am
 Executive Committee
 10:00 - 11:00 am
 Local Presidents Council
 Local Executive Officers' Council
 Area Vice Presidents Meeting
 11:30 - 1:00 pm
 Housing Indiana Legislative Lunch
 1:00 - 5:00 pm
 NAHB Green Verifier Training
 1:10 - 1:30 pm
 State Directors Photograph
 2:00 - 3:00 pm
 Rural On-site Wastewater
 Investment Policy Committee
 Green Building Committee
 Membership Committee
 3:00 - 4:00 pm
 Remodelers'
 Codes Committee
 Land Use Committee
 Associates' Committee
 4:00 - 4:30 pm
 Executive Committee
 4:30 - 6:30 pm
 Board of Directors' Meeting

**Travis Beckman Memorial
 Texas Hold 'Em Tournament**

Tuesday, February 24, 2009
 5:30-6:00 p.m. Registration
 6:00-11:00 p.m. Tournament
 Indianapolis Marriott,
 350 W. Maryland Street, Indianapolis

Entry Fee
 \$100 per player
Rebuy
 \$50 per player

Entry fee includes
 \$1,500 worth of chips
 and finger food.

Cash Bar.

Rebuy includes
 \$1,500 worth of chips
 (only one per player)

**Don't play but want to
 contribute to a great cause?
 Become a Scholarship Supporter.
 Donor levels identified below.**

To Register & Questions
 (800) 377-6334

Payout
 \$2,500
 1st - \$1,000
 2nd - \$500
 3rd - \$400
 4th - \$300
 5th - \$200
 6th - \$100

Proud Sponsor

 Frost Brown Todd LLC
 ATTORNEYS

**Proceeds Benefit IBA's
 Educational
 Scholarship
 Foundation, Inc.**

Gaming License Application Pending.

**Register Today
 for the Housing Indiana
 Legislative Lunch**

**Feb. 23, 2009
 11:30 a.m.
 South Atrium,
 Statehouse**

Call 1-800-377-6334

Tournament being held in conjunction with IBA's Annual Housing Conference
www.BuildIndiana.org
 1-800-377-6334

Texas Hold 'Em Tournament Participation Form

<input type="checkbox"/> Entry Fee - \$100	<input type="checkbox"/> Scholarship Supporter - \$2,500	<input type="checkbox"/> Flush Donor - \$250
<input type="checkbox"/> Prepay for Rebuy - \$50	<input type="checkbox"/> Four of a Kind Donor - \$1,000	<input type="checkbox"/> 3 of a Kind Donor - \$100
<input type="checkbox"/> Non-Playing Guest - \$35	<input type="checkbox"/> Full House Donor - \$500	<input type="checkbox"/> Other \$ _____

Name _____ Company _____
 Address _____ Phone Number _____
 City, State, Zip _____ FAX Number _____
 E-mail _____

All monies for the event must be paid with check, cash, or debit card. Make payable to: IBA, 101 W. Ohio St., Ste. 1111, Indianapolis, IN 46204. Cindy@BuildIndiana.org.



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