

INDIANA BUILDER NEWS

OFFICIAL PUBLICATION OF THE INDIANA BUILDERS ASSOCIATION, INC.

WWW.BUILDINDIANA.ORG

July / August, 2011



Vol. 48, No. 4



IOSHA to fully enforce fall protection guidelines on October 1st



Members learn about the new fall protection guidelines at a seminar hosted by the Indiana Builders Association recently. MBAH Insurance Risk & Loss Management Specialist Chad Dumbris presented the seminar.

Since 1985, the Occupational Safety and Health Administration (OSHA) has required residential construction workers who are working six feet or more above a lower level to be protected by conventional fall protection, i.e. guardrail systems, safety net systems, or personal fall arrest systems. The use of alternative methods (i.e. slide guards, safety monitoring systems, and warning line systems) is allowed, but as of September 16 the employer has the burden to demonstrate conventional methods are infeasible or create a greater hazard before using alternative methods. Further, if using alternative methods, a site

specific fall protection plan must be written in accordance with OSHA's fall protection regulation (29 CFR Part 1926, Subpart M).

The interim guidelines were scheduled to sunset on June 16, but in early June OSHA announced a three month phase-in period from June 16 to September 15 to give residential construction companies additional time to comply. Indiana Department of Labor Deputy Commissioner-IOSHA Jeffry Carter issued a memo stating IOSHA will commence full enforcement of the directive on October 1.

Carter's memo further states that during

the interim period until that date, construction employers need to be in compliance with the original fall protection guidelines. No citation will be issued for fall protection if the employers are practicing one of the following safety methods:

1. Using conventional fall protection;
2. Having a well-developed and working fall protection plan; and
3. Are in full compliance with the previously existing fall protection guidelines.

Please work with workplace safety consultants or INSafe to ensure your fall protection plans are effective and in compliance.

As part of IBA's Alliance with the Indiana Department of Labor, IBA members receive priority in scheduling a FREE INSafe Safety and Health Consultation. If interested, please complete the online consultation request form at <http://www.in.gov/dol/insafeconsultation.htm>. No fines or penalties will be levied for any safety or health hazards identified during the consultation and your request for consultation will not initiate an IOSHA inspection.

Additional information on fall protection is available at: www.nahb.org/fall_protection; www.dol.in.gov; and www.osha.gov/doc/residential_fall_protection.html.



IBA President Doug Miller, GMB, CGB, CGP, CAPS, discussed housing issues with Lt. Governor Becky Skillman before her presentation to the IBA Board of Directors. Lt. Governor Skillman was the guest speaker at the quarterly meeting.



IBA President Doug Miller, GMB, CGB, CGP, CAPS, (left) presents Brian Keene, GMB, CGB, with a plaque certifying him as a Life Director of the Indiana Builders Association Board of Directors. Keene, owner of Keene Homes in Lafayette, has been active for over 15 years in the association.

Residential energy code public hearing set for September 16th

Indiana began updating its energy codes for commercial and residential construction in 2010 to comply with the American Recovery and Reinvestment Act of 2009 (ARRA). States accepting ARRA funding are required to implement a building energy code (or codes) that meets or exceeds the ASHRAE 90.1-2007 for commercial construction and the 2009 International Energy Conservation Code for residential construction, or achieves equivalent or greater energy savings.

The commercial energy code, 2010 Indiana Energy Conservation Code, 2010 edition (based on ASHRAE 90.1-2007 with Indiana Amendments), became effective May 6, 2010.

On February 16, 2011 the Indiana Fire Prevention and Building Safety Commission filed the Notice of Intent to Adopt a Rule amending the energy conservation provisions of the Indiana Residential Code, 2005 edition (LSA Document #11-84). The State Budget Agency approved the draft of the

proposed rule and its fiscal impact analysis in mid July. The proposed rule will likely be published in the Indiana Register in August and the public hearing will be Friday, September 16 in Indianapolis.

If no major changes are made to the proposed rule as a result of the public hearing, the Commission could approve it at their October 4 meeting making it effective in January or February 2012.

IBA has long supported code proposals that are vetted through the state's code review process, are flexible and account for regional and climactic differences, and do not negatively affect affordability by providing less than cost-effective paybacks. While we recognize that this update is required for compliance with the requirements for grants under the ARRA, with an estimated fiscal impact of nearly \$2,000 per new home, increased energy efficiency requirements will impact affordable housing and cost more up-front for home builders and home buyers.

One way to mitigate the cost of energy efficiency requirements is to allow the performance method of compliance. According to Matthew Brown of Energy Diagnostics, "The performance method makes the code less restrictive while obtaining the same energy performance. Builders save on average \$1,000 per home utilizing the performance option versus the prescriptive option." Since providing builders with the option to use the performance method could decrease the cost of constructing a home to meet the energy efficiency requirements, IBA supports inserting language to include this method in the proposed rule.

The proposed rule and details of the September 16 public hearing will be available in mid August. IBA seeks the support of its members at the public hearing to help make the increased energy efficiency requirements as flexible, attainable, and affordable as possible. For more information, contact Carlie Hopper, Carlie@BuildIndiana.org or (800) 377-6334 ext. 206.

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Indiana Builders Association
101 W. Ohio St., Ste. 1111
Indianapolis, IN 46204



Indiana Builder News

Official publication of the
Indiana Builders Association, Inc.
101 W. Ohio St., Ste. 1111
Indianapolis, IN 46204
(800) 377-6334
(317) 917-1100 Local
(317) 917-0335 FAX
www.BuildIndiana.org
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All six issues published on-line
bi-monthly & in hard copy.

Advertising rates available upon request.

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You are the future of housing

As I pen these comments I am reminded of our nation's Independence Holiday celebration and its' relevance to the "housing industry". The foresight of the founding fathers, the drafters of the constitution and the crafting of the Declaration of Independence were blessed with a clear vision of what our "nation" needed to be, the values that nation would embrace and the "freedom" it would provide.

Irrespective of individual political, religious or moral ideologies, this great "republic" continues to survive, thrive and provide the very freedom in which citizens can live, work, create and prosper. No other free world economy has created so much opportunity and hope for so many people.

In my own family I am reminded of this time and again; my middle daughter travels the world to all corners of the globe. Invariably upon each return, her comments focus on the freedoms American's have and exercise that are all too often taken for granted and the safety our nation and its' laws provide.

As we think about the crafting of the founding documents of this great nation, is it possible to extrapolate that land ownership for the individual was of paramount importance? It is a foregone conclusion.

The housing industry and the ideal of individual home ownership are a direct result of the freedoms our ancestors came to the shores of the "new land" to set in motion.

Thinking a bit more finitely, it is amazing that one home is the beginning of a community; communities with infrastructure grow into villages, towns and ultimately cities. Within those communities the moral fiber of our society is shaped, business begins, social services take shape, religions spawn and government forms. Families create legacies in the communities our industry develops, simply because of the vision of our predecessors and the freedom they saw fit to provide and guarantee for future generations.

If you are asking where I am going with this as you read these comments, a few thoughts linger.

First, housing (you and me as participants) has been "beat up" so desperately that as veterans we do not recognize our industry and how it functions.

Second, we ask if our industry is viable.

Third, we work to redefine the services we provide, the products we craft and we rewrite the paradigm of our business plans.

Fourth, we ask, realistically, can we survive and will housing survive?

What a great time to ask those questions! The month of July when our founding fathers pledged their very lives to get this "republic" formed and moving forward.

To answer the questions; yes, we have all paid a price to get to this moment in history. The change in the business environment has taken its toll; mentally, physically, emotionally and financially. No one has escaped unscathed. I offer that each of us has uttered at some point in our business life, "there is a price to pay for success". At the risk of stating the obvious, climbing



President's Message

By Doug Miller,
GMB, CGB, CGP, CAPS
D.L. Miller Construction,
Elkhart

President,
Indiana Builders Association

the ladder is more rewarding than stepping down a few rungs. Not to diminish our plight, this is just part of the price of admission!

Housing is viable! It's our job to reshape the vision of home ownership and the road traveled to reach the destination. On some days I personally feel like the engineers assigned to build a bridge at an impossible location or bore a tunnel in rock not friendly to the process; overwhelmed but challenged to prevail. It is the challenge that brings out the very best in each of us.

Have we redefined how we serve the public? Absolutely! Do we do business like a couple of years ago; probably not. We do not conduct business the same way month to month. As housing professionals our current game plans can be well thought out, justified and supported with great documentation. But reading any current trade publication will tell you the best laid plans don't necessarily work. The largest of companies are developing strategies enabling their teams to think on their feet, while working through the maze of the "new norm".

I find it interesting that the Case-Shiller study released recently admitted that national trends no longer apply. It's all about

the local market. Seems kind of obvious.

We are surviving and housing is moving forward. At June's board meeting for IBA directors, Lt. Governor Skillman was our featured speaker. In conversation prior to her public comments, she shared with me that one of the best aspects of her job, and I am paraphrasing, is in her travels across the state, with the Hoosiers she has met in communities across Indiana, those individuals have lifted her spirit and reinforced how resilient Hoosiers are.

I echo those sentiments. It is truly a blessing to be able to meet hundreds of members from local builders associations across the state. You have all impacted me this year. The understanding you have of your community, its' needs, how you meet those needs, how you have adapted your business plans and the fun and success you have, motivate and inspire!

Understand this: you are the future of housing in this great state! Job Well Done!

In closing, lets' talk about membership. Membership can no longer be a "maybe I will join if business improves". Every person who participates in this industry must be encouraged and invited to join. Strength is in numbers. As housing moves forward, numbers speak loudly to those who represent us. Membership allows us to function in our communities, while the membership "ship" steers in a common direction with common focus that will yield pro-housing results. Please commit with me in sponsoring one business associate into membership in 2011; our industry is dependent on this!

I trust you will enjoy your vacations, family reunions and holidays this summer. Continue to ask that God will lead and bless our industry!

- Doug Miller



Leaders of the Indiana Builders Association discuss housing issues with Republican candidate for Governor, Mike Pence.



U.S. Congressman Todd Rokita (center) catches up with State Representative Heath VanNatter, CGP, (right), and former Chief of Staff to Congressman Rokita, Scott Bowers. VanNatter, serves as a Trustee to NAHB's BUILD-PAC Committee for Indiana and Bowers now works for the Indiana Statewide Association of Rural Electric Cooperatives.

Building code issues impact housing affordability

“We exist to maintain and develop workable and affordable regulations and laws that enable the citizens of Indiana to own a home.” This sentence was taken from our mission statement at the Indiana Builders Association. Notice the word affordable. Housing affordability is an issue at every price point and very few things in the building process impact housing affordability at every price point more than the residential building code.

The code process has changed over the years and, in my opinion, not to the benefit of housing affordability. Our builders care about safe and affordable housing, but also realize that homeowners should have the choice about certain features put into their homes.

Take for example, any optional upgrade to a new home. If money were no object, *(let me know if you qualify as I have a great business deal for you)*, some homeowners might opt for all the bells and whistles in their houses. For most Hoosiers, however, this is not the case. Hoosiers overwhelmingly want to make the decisions themselves on what features their houses contain. It is the free-market hard at work.

Unfortunately, many product manufacturers have found a way around letting the consumer decide what features are best suited for their house. These manufacturers pull out all the stops to get their product mandated in the International Residential Code. Once their product is mandated in the code, watch the money roll in.

Most states adopt the International Residential Code as-is, no changes. Fortunately for us in Indiana, we have a balanced review committee made up of builders, remodelers, building inspectors, and product manufacturers among others who look over the new code line by line to determine which changes Indiana will adopt and which one's don't suit the state of Indiana, where safety AND affordability are taken into consideration.

Indiana's Residential Code is a minimum statewide code that builders and sub-contractors exceed in some cases every day. But a minimum code is exactly that, the minimum statewide standards for the residential construction industry.

To that end, the Indiana Builders Association Codes Committee is a hard-working group that spends an inordinate amount of time discussing code-related issues and reviewing each and every code change made at the national level.

Their level of concern for the process has reached an all-time high in my tenure with the association and prompted a resolution that was passed by the full IBA Board of Directors at its June meeting that asks the National Association of Home Builders to develop and produce a national, consensus-based, model code for residential construction which:

* Provides minimum requirements for public safety and to safeguard the general welfare through affordability, by



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

regulating and controlling the design, construction, installation, and quality of materials of residential structures.

* Addresses all aspects of construction including structural integrity, fire resistance, means of egress, lighting, electrical, energy efficiency, plumbing, ven-

tilation, seismic design, etc.

* Allows local jurisdictions or state governing bodies to adopt technical amendments based on climate, geological conditions, and resources available to the jurisdiction provided there be no local amendments which make the code more restrictive or housing less affordable.

* Establishes a process for periodic updating of the code not less than every six years.

Indiana Builders Association representatives will present this resolution to the National Association of Home Builders at its Fall Board Meeting in September. I freely admit that this will be a huge undertaking and faces an uphill battle from beginning to end, but the time has

come for someone to stand up for housing affordability and the consumer's choice to determine what type of house they would like to live in.

If I as a consumer want fire sprinklers, I will gladly pay the \$5,000 to \$13,000 to have them installed in my new home as an option. If I want a net-zero energy goal for my new house, then I should be able to choose to spend the upfront \$40,000 cost to meet those thresholds.

The attacks are coming from all angles. We'll fight them off as long as we can, but we need a strong association to be successful. Tell your industry peers what is going on in our industry, and if they are not a member, ask them to join the fight. You're fighting the battles for them, it is time we fight the good fight together.



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Ric Zehr (left) and Joe Zehr (right), of The North Eastern Group, catch up with Rep. Win Moses (D-Ft. Wayne) recently to discuss the legislative session.



Members of the Indiana Builders Association travel to Washington, DC to discuss federal housing issues with Senator Dan Coats (left to right): Mike Bell, GMB, GMR, CGB, CGR, CGP, CAPS; Todd Sears; Senator Coats; Jud Motsenbocker, CGB, CGR, CAPS; and IBA President Doug Miller, GMB, CGB, CGP, CAPS.

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During an event in Indianapolis, IBA CEO Rick Wajda thanks State Representative Suzanne Crouch (R-Evansville) for authoring the property tax deduction bill for unsold inventory during the last session of the Indiana General Assembly.



State Representative Sheila Klinker (D-Lafayette) and IBA CEO Rick Wajda discuss housing issues at an event in Indianapolis.



IBA Treasurer Greg Furnish, CGP, (right), discusses housing issues with State Senator Jim Smith (R-Charlestown) at an event at the Indianapolis Motor Speedway.

Register Today

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- * Golf Outing - page 9

50 percent deduction on spec homes

On July 1 the Spec Home deduction legislation, which passed the Indiana General Assembly a few months ago, went into effect and home builders should plan to utilize it when constructing a spec home in the future.

The language closely mirrors that of the Model Home Deduction except it is specifically for new homes in inventory beginning with the 2012 assessment date.

Similar to the model home deduction, there will be a form forthcoming that must be completed and delivered annually to the county auditor. With the spec home legislation in effect, home builders will be able to take up to three deductions for speculative homes and up to three deductions for



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

model homes which brings the total to six.

The deduction for a spec home is equal to 50 percent of property taxes on the structure (not the land) for the partial assessment and up to three full assessment cycles or until the title is transferred. A builder may

utilize the deduction on up to three spec homes statewide at a time. The language does not allow the home to be considered the owner's regular office space but a builder may store or display material used to promote the real property and may utilize the home as a space for meetings with prospective buyers or lessees.

The Indiana Department of Local Government Finance recently published its intent to adopt rules surrounding the legislation and IBA staff will be on hand throughout the rules process. We all know the industry as a whole is struggling and hope this new deduction will provide an incentive to create jobs by constructing a spec home when the time is right.



Governor Mitch Daniels (R-Carmel) catches up with IBA Government Affairs Director Gretchen White in his office at the Statehouse. Daniels has been a big supporter of affordable housing throughout his term as Governor.

NAHB applauds EPA rejection of renovation clearance testing requirements

NAHB Remodelers commends the U.S. Environmental Protection Agency for rejecting a proposal to add third-party clearance testing to the Lead: Renovation, Repair and Painting Rule (RRP).

The lead rule applies to homes built before 1978 and requires renovator training and certification, following lead-safe work practices, containing and cleaning dust, and record keeping.

"We're pleased that the EPA listened to the concerns of remodelers about the extreme costs the proposed clearance testing would have imposed," said Bob Peterson, NAHB Remodelers chairman and a remodeler from Fort Collins, Colo. "Home owners are saved from spending a great deal of money on lead testing. If remodeling is more affordable, home owners will be able to hire an EPA-certified renovator to keep them safe from lead dust hazards during renovation."

"Many thanks to Congressional leaders for their support of remodelers and NAHB. Senator Inhofe (R-Okla.), Representative Rehberg (R-Mont.), and Representative Latta (R-Ohio) have been advocates on lead paint regulation issues and we owe them a debt of gratitude for their efforts," said Peterson.

Remodeler members and NAHB staff also worked tirelessly to oppose clearance testing by making visits to the EPA, the White House Office of Management and Budget, giving testimony to Congress, and submitting comments about the potential harm of enacting the clearance testing proposal.

At NAHB's request this regulation was selected for review by the EPA under the Presidential Executive Order for Regulatory Review (Improving Regulation and Regulatory Review, 76 FR 3821 issued on Jan. 21) concerning the impact of federal rules on small businesses and job creation.

The EPA has been under pressure by NAHB and lawmakers about the lack of a test kit that meets the rule's requirements and the agency's actions (such as removing

the opt-out) that have raised the costs of the regulation. Recently, the House Appropriations Committee approved an amendment to cut the EPA's funding for enforcement of the regulation (read more on the NAHB website at www.nahb.org).

Under the lead paint rule contractors have been required to wipe down the project area after completing remodeling or renovation work and match the result to an EPA-approved card to determine whether lead paint dust is still present - a process that EPA says is "effective at reducing dust lead levels below the dust-lead hazard standard."

The proposal would have required contractors to hire EPA-accredited dust samplers to collect several samples after a renovation and send them to an EPA-accredited lab for lead testing. Because of the cost of this as well as the waiting period for test results and the limited number of accredited labs nationwide, professional remodelers were very concerned about home owners' willingness to undergo the process.

"The EPA has maintained its common sense approach to keeping families safe during renovation," said Peterson. "Hiring trained professional remodelers to contain dust, use lead-safe work practices, and clean up has been shown to successfully minimize lead hazards and protect individuals from lead exposure."

Several problems with the rule still remain. The EPA has yet to recognize an efficient, low-cost lead test kit that meets the requirements of the regulation. And last year the agency removed a key consumer choice measure - the opt-out provision - which allowed home owners with no children or pregnant women in residence to waive the rule's requirement.

In this down economy, consumers are still balking at the extra costs of the rule and often choose to reduce the amount of work done on their homes, hire uncertified contractors, or endanger themselves by attempting the work themselves.

For more information about the lead paint rule visit www.nahb.org/leadpaint.



State Senator Doug Eckerty (R-Yorktown) and IBA Government Affairs Director Gretchen White discuss issues facing the home building industry at a recent event in Indianapolis.



U.S. Congressman Mike Pence (R-Columbus) discusses housing issues with IBA Government Affairs Director Gretchen White at a recent event. Pence is seeking the Republican nomination for Governor in next year's primary election.

National Association of Home Builders

What do voters think about housing?

71 percent of voters oppose proposals to eliminate the mortgage interest deduction, and 63 percent oppose proposals to reduce it.

Public Opinion Strategies and Lake Research Partners conducted a survey May 3-9, 2011 on behalf of the National Association of Home Builders. The survey of 2,000 likely 2012 voters has a margin of error of ±2.19 percent.

**Building 100 new homes
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www.nahb.org

Green Week features CGP courses and NEW Advanced Green Building Course

The Indiana Builders Association will offer courses for the Certified Green Professional (CGP) designation and the NEW "Advanced Green Building: Project Management" course October 17 through 21 from 9 to 5 p.m. in Indianapolis.

The week kicks off with "Green Building for Building Professionals" on October 17-18, 2011. Implementing cost-effective green building into your construction practices begins with up-front planning that

examines the whole house and the building science behind it. In this two-day course, you will learn how to apply the ANSI-approved National Green Building Standard™ in the construction of a new home, remodel, site development or multifamily project. With a focus on flexibility and a sound knowledge base, the course provides the tools for a successful green project.

As a graduate of this course, attendees will learn how to:

- * Integrate sound building science prin-

ciples into design decisions and the materials selection process;

- * Incorporate the ANSI-approved National Green Building Standard;

- * Examine specific best green building practices in each chapter of the National Green Building Standard, and

- * Evaluate and sell in the growing green marketplace.

Day 3, October 19, IBA will hold the "Business Management for Building Professionals" course. Attendees will 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, the instructor will provide practical and applicable tools for management success.

As a graduate of this course, attendees will be able to:

- * Discuss common business challenges and learn practical tips and tools to overcome them;

- * Explain the three basic functional areas within a company;

- * List the five main tools used to improve a business;

- * Apply each of the five P's to the three functional areas of the business;

- * Identify methods of recruiting, interviewing, training, and retaining quality personnel, and

- * Apply the key measures of business performance to your own business.

"Advanced Green Building: Project Management", one of four courses required for the Master Certified Green Professional (MCGP) designation, will be held on October 20-21, 2011. This two-day course teaches builders and remodelers how to successfully integrate green building-related tasks and the green home certification process into their project management to create an effective, streamlined process. Using the whole-house approach to building, this course identifies important documents and methods of communication in order to clarify who does what and when. By completing this course, the participant will be able to:

- * Integrate green tasks into project management for a collaborative and more efficient approach toward meeting green standards;

- * Develop an understanding of the fundamental principles of the National Green Building Standard™ and describe the green home certification process;

- * Discuss ways to limit the potential liabilities of green building;

- * Increase the project's bottom line through streamlined management practices, and

- * Improve marketing strategies for selling green.

The MCGP designation is exclusively for experienced builders and remodelers and comprises a more in-depth study of green building science and methods. In addition to completing the two required courses for the MCGP designation, candidates must have the CGP designation, five years green building experience and have built or remodeled and certified at least three dwellings in a three year period to a recognized local, state, or national certified green residential program.

Take advantage of this full week of green building training. Registration form attached. Questions or to register, contact Carlie Hopper at Carlie@BuildIndiana.org or (800)377-6334 x206.

Green Week



Registration Form

October 17-21, 2011

9 AM - 5 PM

Indianapolis, IN

DAYS 1 & 2
October 17-18

Green Building

Implementing cost-effective green building practices begins with up-front planning that examines the whole house and the building science behind it.

In this two-day course, you will learn how to apply the ANSI-approved National Green Building Standard™ to a project. With a focus on flexibility and a sound knowledge base, the course provides the tools for a successful green project.

DAY 3
October 19

Business Management

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, you will have practical and applicable tools for management success.

DAYS 4 & 5
October 20-21

Advanced Green Building: Project Management

This two-day course teaches builders and remodelers how to successfully integrate green building-related tasks and the green home certification process into their project management to create an effective, streamlined process.

Using the whole-house approach to building, this course identifies important documents and methods of communication in order to clarify who does what and when.

Registration Fees & Payment Information

Green Building, October 17-18

\$325/IBA Member / \$350/NAHB Member / \$375 non-HBA member

Business Management, October 19

\$200/IBA Member / \$225/NAHB Member / \$250 non-HBA member

Advanced Green Building: Project Mgmt, October 20-21

\$325/IBA Member / \$350/NAHB Member / \$375 non-HBA member

\$40 National Green Building Standard (required)

Amount Due*: _____ (must be pre-paid)

Payment Method: Check Enclosed MasterCard/Visa

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Exp. Date _____ Zip Code of Billing Address _____

Signature _____

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Questions?

Call Carlie Hopper at (800) 377-6334, ext. 206 or Email Carlie@BuildIndiana.org

*Late Registration & Cancellation Policies

A late registration fee of \$25/course applies to registrations within 14 days of the course. 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

FAX

E-MAIL

LOCAL HBA



Habitat for Humanity affiliates and staff from the Indiana Builders Association joined Rep. Ed Clere (seated left) and Rep. Heath VanNatter, CGP, (standing right), for a bill signing with Governor Mitch Daniels (seated center). Governor Daniels held a public bill signing for HEA 1180 which allows Habitat for Humanity to continue providing zero interest mortgages across the state. Many of the local affiliates were in jeopardy of losing their ability to provide these mortgages due to recent federal legislation.



A delegation from the Southwestern Indiana BA met recently with State Representative Ron Bacon (R-Chandler) (left to right): Vice President Kenny Reinbrecht; Past President Steve Heidorn, CGB, CGR, CAPS, CGP; Representative Bacon; and Executive Director Bill Pedtke.

IBA Board to meet September 19th

The Indiana Builders Association Board of Directors will convene for their fall session on Monday, September 19, 2011 at the Hilton Indianapolis North.

Directors and committee members from throughout Indiana will convene to discuss housing and association policy during committee and the Board meetings.

A schedule of meetings is below.

All meetings will be held at the Hilton Indianapolis North, 8181 N. Shadeland Avenue, Indianapolis, IN 46250.

A limited number of overnight accommodations are available at a discounted rate of \$89 plus tax at the Hilton. Hotel accommodations may be made on-line at: http://www.hilton.com/en/hi/groups/personalized/I/INDINHF-BUILD2-20110918/index.jhtml?WT.mc_id=POG or by calling 1-800-HILTONS and identify that you are with the Indiana Builders Association.

Strategic Plan 2011 - 2013

Mission Statement

The Indiana Builders Association, Inc. (IBA) is a resource for our members, the general public, elected officials and regulatory bodies; we exist to maintain and develop workable and affordable regulations and laws that enable the citizens of Indiana to own a home.



Government Affairs

Expand efforts to reach a broader audience.

Increase participation and involvement in PAC.

- ◀ Become the information resource for government officials on housing.
- ◀ Preserve and expand relationships with government officials.
- ◀ Encourage members to serve and run for local and state boards and commissions.
- ◀ Grow PAC funds to maximum.
- ◀ Define key alliance/members of coalition.

Communications

Raise awareness of the value of home ownership. Increase member awareness of the value of benefits.

- ◀ Develop a public relations and social media strategy.
- ◀ Rebrand with NAHB logo initiative.
- ◀ Design a new interactive Web site with member forum and blogs.
- ◀ Design effort to be the established "go to" resource statewide for building industry matters.
- ◀ Formulate PR campaign to reframe the home ownership benefit discussion.
- ◀ Produce and send marketing collateral that explains the value of IBA accomplishments.
- ◀ Organize a statewide Housing Summit to set an annual agenda (include the media, government, etc.).
- ◀ Preserve and expand current communication methods such as Indiana Builder News, legislative/regulatory report, leadership directory, presence of staff at local meetings.

Membership / Education

Continue to be the primary information resource provider statewide.

- ◀ Promote continuing education and review licensing.
- ◀ Explore potential for additional designation programs.
- ◀ Create a membership DVD that explains the benefits of national and state.
- ◀ Expand networking time for committees and councils to exchange best practices and resources.
- ◀ Encourage SPIKE follow up.

Operations

Broaden and enhance organizational capacity and effectiveness.

- ◀ Review and update the entire board structure including life directors.
- ◀ Update the bylaws as needed to comply with state law and organizational changes.
- ◀ Explore business opportunities for members and for IBA.
- ◀ Maintain appropriate staff level to ensure IBA mission is met while maintaining the balance between operations and reserves.

Committee Members

Chairman: Greg Furnish, CGP, Memphis
 Ryan Baker, GMB, CGB, CGP, Terre Haute
 Mike Hannigan, Jr., Indianapolis
 Steve Heidorn, CGB, CGR, CAPS, CGP, Chandler
 Brian Keene, GMB, CGB, W. Lafayette
 Doug Miller, GMB, CGB, CAPS, CGP, Elkhart
 Tom Mullen, MIRM, CMP, CGB, CGP, Indianapolis
 Andy Place, Sr., CGB, CGP, South Bend
 Linda Rogers, Granger
 Dennis Spidel, GMB, CGB, CGR, CGP, Angola
 Heath VanNatter, CGP, Kokomo
 Will Wright, Carmel
 Joe Zehr, Ft. Wayne

www.BuildIndiana.org
1-800-377-6334

BOARD SCHEDULE

8:00 - 9:30 am
 Executive Committee Mtg.

9:30 - 11:00 am
 Local Presidents' Council / AVP's
 Rural On-site Wastewater Sub.
 Local Executive Officers'

11:00 - 12:30 pm
 Housing Protection Fund Board
 Remodelers'
 Membership & Associates

12:30 - 1:30 pm
 Lunch on your own with
 colleagues

1:30 - 3:00 pm
 Land Use Committee
 Green Committee
 Codes Committee

3:00 - 3:15 pm
 Executive Committee

3:15 - 4:45 pm
 Board of Directors' Meeting

BOARD MEETING SPONSOR



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The New Castle Area Career Programs building trades class recently held an open house showcasing their largest, most sophisticated home to date.



This 4,500-square foot home was constructed by 34 New Castle Area Career Programs building trades high school students during the 2010-2011 school year under the instruction of Trevor Stout, high school building trades teacher and member of the Henry County Builders Association.



State Representative Randy Frye (R-Greensburg) and IBA Government Affairs Director Gretchen White discusses the state of the housing industry at a lunch in Indianapolis.

IBA's 2011 Annual Golf Outing



Thursday, September 29, 2011
Idle Creek Golf Course, Terre Haute



Registration - 10:00 am
Shotgun Start - 11:00 am

Dinner & Awards Immediately Following

A day of fun, golf & supporting affordable housing



Register Today!

IBA's 2011 Golf Outing

Major Sponsors



Rick Jenkins & Idle Creek Golf Club

Lunch, Beverage Cart, Hole & Cart Item Sponsor



Beverage Cart Sponsor AFLAC

Hole Sponsor Stone Mill Hardware

- x \$100 per golfer - includes green fees, cart, refreshments, favors, lunch, dinner, & awards
- x \$15 per golfer - includes string, team skin* & door prize ticket

*Entire team must participate to be included in skins pot

- x \$1,500** Gold Key supporter - includes NAHB Gold Key Club, foursome, hole sponsor

**must be paid by personal check

- x \$_____ NAHB Build-PAC supporter (non-golfer) - includes promotions

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

Players _____

All golf registrations on a first-come, first-served basis. No refunds for inclement weather. 50% cancellation fee.

Major Sponsor



Payment due prior to or at outing. If personal check make payable to NAHB Build-PAC. If corporate check make payable to IBA.
 Questions or to pay with credit card, call Heather at (800) 377-6334 ext. 207.
 Complete and return to: IBA, 101 W. Ohio St., Ste. 1111, Indpls., IN 46204
 Heather@BuildIndiana.org * FAX (317) 917-0335

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- Hole Sponsor \$100
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- Door Prize Sponsor - donate door prize(s)

Voters strongly support politicians who embrace pro-housing policies, mortgage deduction, poll finds

Nearly three out of four American voters believe that it is reasonable and appropriate for the federal government to provide tax incentives to promote homeownership, a sentiment that cuts across partisan and regional lines across the country, according to a recent poll conducted on behalf of the National Association of Home Builders (NAHB). Further, an overwhelming majority of respondents oppose eliminating the mortgage interest deduction and would be less likely to support a candidate for Congress who wants to do away with this vital tax incentive.

“Despite the current housing downturn, Americans still see homeownership as a core value and a key building block of being in the middle class and creating strong jobs in their communities,” said Celinda Lake, president of Lake Research Partners, which conducted the survey along with Public Opinion Strategies. “The bottom line: The bipartisan consensus outside the Beltway is that owning a home remains an essential part of the American Dream and voters would strongly oppose any efforts by lawmakers to increase barriers to homeownership.”

Two thousand likely 2012 voters were surveyed from May 3 through May 9 to assess the public’s attitude in the wake of the

Great Recession towards housing, the mortgage interest deduction and the value of homeownership. The survey included data from key political “swing areas,” broken out by House Republican freshmen seats, National Journal political analyst Charlie Cook’s swing House and Senate seats, and Washington Post reporter Chris Cillizza’s presidential toss-up states. Among the poll’s key findings:

* 73 percent of all respondents - both owners and renters — believe the federal government should provide tax incentives to promote homeownership. This support for housing runs strong among all party affiliations, with 79 percent of Democrats, 71 percent of Republicans and 68 percent of Independents agreeing with this statement.

* 76 percent of respondents among the Cook Report’s key Senate races, 75 percent of voters in the Cook Report’s swing House districts, 75 percent among Cillizza’s presidential swing states and 71 percent of voters residing in GOP House freshmen districts voiced their support for the federal government to provide tax incentives to encourage homeownership.

* 71 percent of voters oppose proposals to eliminate the mortgage interest deduction, and 63 percent oppose efforts to reduce it. A majority are also against elimi-

nating the deduction for interest paid on home equity loans, ending the deduction for interest paid on a second home, limiting the deduction for those earning more than \$250,000 per year or capping the deduction for home owners with mortgages over \$500,000.

* By a more than two-to-one margin (57 percent to 26 percent), voters said they would be less likely to vote for a candidate who supports eliminating the mortgage interest deduction. These figures held firm across the political spectrum, with 63 percent of Republicans, 56 percent of Independents, 55 percent of Democrats and 61 percent of tea party supporters saying they would be less likely to support a candidate who favored killing the deduction.

* 58 percent of voters residing in House GOP freshmen districts, 58 percent in the Cook Report’s House swing districts, 56 percent among the Cook Report’s Senate toss-up races and 54 percent of voters living in Cillizza’s presidential swing states said that they would be less likely to vote for a candidate for Congress who proposed to eliminate the mortgage interest deduction.

* Even when told that getting rid of the mortgage interest deduction would help ease the federal budget deficit, 65 percent of voters opposed any proposal to abolish the housing tax provision. This strong consensus cuts across partisan lines, with 69 percent of Republicans, 69 percent of Independents and 59 percent of Democrats opposing eliminating the deduction.

* Saving for a downpayment and closing costs is the biggest barrier to homeownership.

Among voters who are aware of proposals under consideration by Washington

policymakers to raise the downpayment requirements for a home loan, 92 percent believe it will make it more difficult to buy a home. Six federal agencies are proposing a national standard to require a minimum 20 percent downpayment, which would be opposed by households most likely to be affected - mortgage holders and renters ages 18 to 54. Among voters in these age groups, 59 percent of renters and 58 percent of those holding a mortgage oppose adding that obstacle to buying a home.

“The polling found that there is a significant disconnect between Washington policy makers and the nation’s electorate when it comes to the mortgage interest deduction, the importance of homeownership and the need to keep housing a national priority,” said Neil Newhouse, a partner and co-founder of Public Opinion Strategies. “The Administration and some in Congress are floating plans to curtail or even abolish the mortgage interest deduction and impose changes that would make it much more difficult and expensive to get a home loan. This is in direct opposition to the views of most Americans, who want the government to encourage growth in the housing market and to maintain tax incentives to keep housing affordable.”

The polling data also shows:

* 75 percent of voters say that owning a home is the best long-term investment they can make.

* 73 percent of voters who do not now own a home say that it is a goal of theirs to eventually buy a home.

* An even greater percentage of home owners - 95 percent - say they are happy with their decision to own a home, and be-

Voters (see page 11)



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Registration opens September 1 for NAHB’s 2012 Convention

NAHB’s Convention, the International Builders’ Show (IBS), is the largest annual building industry tradeshow in the country and takes place February 8-11, 2012 in Orlando, Florida.

Of the more than 47,000 home building professionals who attended IBS 2011, many came to improve their knowledge by attending one of the 200+ educational sessions. Others came to meet old friends and make new connections. Some networked the old-fashioned way, sharing business cards at social events, while others used technology - like the more than 100 attendees of IBS 2011 who snacked, partied, tweeted and chatted at NAHB’s first-ever “tweet-up.”

Still others invested their time learning about the latest products on display from the 1,137 exhibiting companies, at The New American Home and the U.S. Department of Energy Solar Decathlon house. There were also opportunities to rub elbows with Ed Sanders and Tracy Hutson from the

hit show, Extreme Makeover Home Edition - not to mention chances to win some of the more than \$40,000 in cash prizes given away throughout IBS week.

If you’ve never been to IBS, you owe it to yourself to try it. If you’ve been before, it’s time come again, because when we all come out of today’s troubled housing market (and we will come out of it), you’ll be better positioned to pick up new customers and grab a bigger slice of the market.

The Indiana Builders Association room blocks have been assigned to two hotels, the Embassy Suites Hotel International Drive South/Convention Center (\$199 plus tax) and the Peabody Orlando (\$259 plus tax). Availability of rooms at these low rates is limited at each hotel.

Mark your calendar today to go on-line to register and secure hotel accommodations on September 1.

This information, as well as show details, is available at www.BuildersShow.com.

Voters *(from page 10)*

lieve that owning their own home is important.

“Those in Congress who believe that homeownership and housing choice should no longer be national priorities would be well-served to study the results of this poll and hear what the American people think,” said NAHB Chairman Bob Nielsen, a home builder from Reno, Nev. “To put it another way, America’s voters have spoken. If Congress abandons policies to support the goal of homeownership and to keep housing affordable, lawmakers could be in for a rude awakening in the 2012 elections.”

To view the poll slides, please go to www.nahb.org/voterpoll.

This national survey of 2,000 likely 2012 voters was conducted May 3-9, 2011 by Public Opinion Strategies of Alexandria, Va., and Lake Research Partners of Washington, D.C. It has a margin of error of +2.19%.

Public Opinion Strategies is a national political and public affairs research firm based in Alexandria, Va. Founded in 1991,



State Representative Eric Koch (R-Bedford) and Monroe County Building Association member Tracee Lutes discuss housing issues at a recent local meeting in Bloomington.

it has conducted more than 6 million interviews with voters and consumers in all 50 states and over two dozen foreign countries.

Lake Research Partners is a leading public opinion and political strategy research firm providing expert research-based strategy for campaigns, issue advocacy groups, foundations, unions and non-profit organizations.



Lieutenant Governor Becky Skillman (center) was thanked for speaking at a recent Monroe County Building Association luncheon by Local President Dan Killion and Executive Officer Nancy Baldwin.

TOP Member Recruiters for 2011

(as of June 30, 2011)

- Ben Houser, Valparaiso, 27
- Andy Place, Jr., South Bend, 10
- Dan Study, Spencerville, 9
- Geoff Horen, CAPS, Indianapolis, 6
- Grant Giese, CGP, CGB, Lafayette, 5
- Dave Poe, Floyd's Knobs, 5
- Craig Yoder, Fort Wayne, 5
- Chris Doncaster, Elkhart, 4
- Trent Hunt, New Albany, 4
- Sean Miller, Evansville, 4
- Deb Plue, Lafayette, 4

IBA new members who receive a \$100 Sears commercial credit...

Sam Beachy of Nappanee - **April**

J. David Thorne of Bedford - **May**

Lance Dabrowski of Highland- **June**

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Membership Summary by State for Indiana for 06/30/2011

Base Date: 12/31/2010

Assn No.	Co ID	Name	Bldrs	Assoc	Affl	June Total	Dec-10 Total	Gain	Gain	NPD	Cancellations		Transfers		Reinstatement		Annual Retn Rate	New Members	
								(Loss) Y-T-D	(Loss) YTD%		June	Y-T-D	IN	OUT	June	Y-T-D		June	Y-T-D
1500	650	Indiana BA	0	0	0	0	0	0	0.0%	0	0	0	0	0	0	0.0%	0	0	
1504	34	Madison County Chapter	8	14	0	22	25	-3	-12.0%	0	3	7	0	0	0	1	64.3%	1	3
1508	22	Monroe County Building Association	34	77	0	111	113	-2	-1.8%	4	3	12	0	0	0	3	84.5%	0	7
1511	23	BA of Dubois County	53	92	0	145	148	-3	-2.0%	3	2	13	0	0	2	6	93.3%	0	4
1512	24	BA of Elkhart Co	70	244	0	314	331	-17	-5.1%	7	13	37	0	0	0	0	81.2%	1	20
1522	87	Dearborn Co HBA	11	26	0	37	48	-11	-22.9%	3	5	20	0	0	0	6	72.7%	0	3
1524	414	Southwestern Indiana Builders	80	198	0	278	287	-9	-3.1%	4	11	36	0	0	0	9	78.6%	0	18
1528	183	HBA of Fort Wayne	67	222	0	289	298	-9	-3.0%	7	21	48	0	0	4	20	84.6%	2	19
1530	512	Gibson Co Chapter	1	6	0	7	11	-4	-36.4%	2	0	6	0	0	0	1	37.5%	0	1
1532	184	HBA of Howard County Inc	16	53	0	69	85	-16	-18.8%	1	11	20	0	0	0	4	71.9%	0	0
1534	131	BA of Laporte County	25	40	0	65	70	-5	-7.1%	2	3	14	0	0	0	4	75.3%	0	5
1535	185	Lawrence County Chapter	8	12	0	20	26	-6	-23.1%	2	5	11	0	0	0	1	46.9%	0	4
1536	132	Southeastern Indiana chapter	5	4	0	9	10	-1	-10.0%	0	1	6	0	0	0	1	14.3%	0	4
1540	133	I BIA of NW Indiana	0	0	0	0	144	-144	-100.0%	0	0	0	0	0	0	0	0.0%	0	0
1541	25	BA of Kosciusko-Fulton Counties	35	100	0	135	154	-19	-12.3%	3	10	35	0	0	2	8	77.0%	2	8
1544	134	BA of Greater Indianapolis	196	316	0	512	539	-27	-5.0%	70	21	144	0	0	0	93	70.9%	0	24
1548	26	BA of Greater Lafayette	32	96	0	128	149	-21	-14.1%	3	19	37	0	0	0	3	64.8%	3	13
1550	298	Jasper County HBA	5	9	0	14	15	-1	-6.7%	0	0	7	0	0	0	3	47.4%	0	3
1554	676	Marshall Co Chapter	8	19	0	27	31	-4	-12.9%	2	1	9	0	0	0	2	64.9%	0	3
1556	332	East Central Indiana Builders Association Inc	7	32	1	40	54	-14	-25.9%	2	2	27	0	0	5	10	51.5%	0	3
1563	457	Vincennes Area Chapter	11	27	0	38	47	-9	-19.1%	1	5	15	0	0	0	5	78.3%	0	1
1564	733	Home Builders Association of Northwest Indiana	65	218	5	288	184	104	56.5%	10	37	130	0	0	5	44	40.8%	9	46
1566	187	HBA of Southern Indiana	40	131	0	171	196	-25	-12.8%	4	13	48	0	0	1	6	69.2%	3	17
1570	483	Wayne County BA	7	11	0	18	21	-3	-14.3%	0	6	9	0	0	2	3	52.4%	2	3
1572	27	BA of Northeast IN	21	42	0	63	67	-4	-6.0%	1	10	14	0	0	0	1	69.9%	0	9
1574	549	Jackson-Jennings Builders Association	5	10	0	15	17	-2	-11.8%	0	1	2	0	0	0	0	83.3%	0	0
1576	539275	River Valley Chapter of NAHB	5	5	0	10	11	-1	-9.1%	2	0	3	0	0	0	2	50.0%	0	0
1578	188	HBA of St Joseph Valley	42	122	22	186	191	-5	-2.6%	6	9	29	0	0	3	6	81.0%	1	18
1582	189	HBA of Gtr Terre Haute	46	124	0	170	177	-7	-4.0%	11	13	35	0	0	0	15	77.7%	0	13
1598	550	Henry County Chapter	3	4	0	7	5	2	40.0%	0	0	4	0	0	0	4	55.6%	0	2
Indiana		Totals:	906	2,254	28	3,188	3,454	-266	-7.7%	150	225	778	0	0	24	261	72.3	24	251

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