Indiana Builder News

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Member Rebate Program returns over $68,700 in cash rebates to IBA members

To date, 98 IBA members have split over $68,700 in cash rebates. These rebates were received by members who participated in the Indiana Builders Association's HBA Rebate Program. There are another 750 builder and remodeler members who are eligible to participate in the program.

IBA's HBA Rebate Program is a manufacturers marketing program where builders and remodelers receive cash rebates for using certain manufacturers products in their homes. There are nearly 30 manufacturers currently participating in the program.

To begin taking advantage of the program, a builder or remodeler will register their information at www.hbarebates.com. The registration requests company name, address, phone number, fax, e-mail, type of builder, local builders association, approximate number of projects completed in a typical year, and what participating manufacturers the company currently uses.

Once a member is registered then he can submit claims on a quarterly basis. A project is ready for submission once the entire project is completed. The four-page claim form ask for the member's company name, the project's address, and the project's completion date. The member then completes the information requested per each manufacturer used.

For example, if the builder uses Owens Corning Complete System then the member will list the installer's name and how many square feet were used. Mansfield requests you list only the quantity of the bathtubs, toilets, lavatories, and bidets installed.

Over 70 percent of the builders and remodelers, nationally, have received what they paid in annual dues plus made a profit by participating.

"This is the easiest money I have ever made," commented one participant. "After the job is completed, I simply walk through the home and fill the information out with a paper claim form." Another member commented that he simply prints a claim form and hangs it with his permit information at the construction site and asks each contractor to complete their part when they finish their install. Then all he has to do is take the information back to the office and fax it in.

Other builders who are too busy to do the claims personally are asking employees, parents, significant others, and even their children to fill out the claim form for them - it is simply that easy. Claims may be made on-line or by paper.

Get the most of your membership by taking advantage of this free member only benefit. To register and begin getting your rebates, visit www.hbarebates.com.

IBA Board members participating in the HBA Rebate Program were recognized at the recent meeting. Over $68,700 in cash rebates were returned to IBA members last year. All IBA builder and remodeler members are eligible to participate in the program.

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Tim Eckert awarded IBA's 2012 Associate of the Year & Paul Johnson Excellence in Membership awards

Immediate Past President Will Wright (left) presents Tim Eckert, Weber Concrete Construction, with IBA's 2012 Associate of the Year award and the Paul Johnson 2012 Excellence in Membership award.

At the recent IBA Board meeting, Immediate Past President Will Wright had the privilege of making history by presenting two of IBA's most prestigious awards to the same person, Tim Eckert, Weber Concrete Construction. Eckert received IBA's 2012 Associate of the Year award and the Paul Johnson 2012 Excellence in Membership award.

In 2012 he recruited 17 new members to lead the state in membership recruitment, thus earning him the Paul Johnson Excellence in Membership award. His total Spike credits are 59.

Mike Sievers, from Vincennes, recorded 14 new members and Kenny Reinbrecht, from Haubstadt, recorded 11 new members to achieve the second and third membership recruiter spots in the state.

Eckert's credentials also qualified him for the Associate of the Year. As an associate member he attends almost every function held by the three local builders associations his company is a member of and he constantly talks about the association with every professional he comes in contact with on a daily basis.

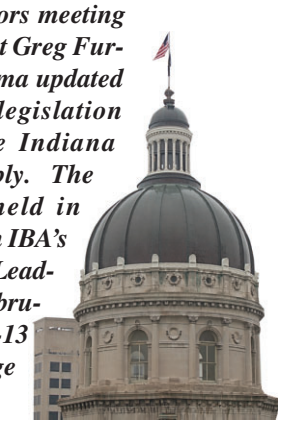
Weber Concrete Construction belongs to the builders associations in Lafayette, Indianapolis, and Howard County.

"Tim's commitment to all levels of the association is extraordinary," commented Will Wright, IBA's 2012 President. "He serves on two local association boards, the state board, and numerous local and state committees."

Eckert is Chairman of IBA's Associates Committee, an IBA Membership Co-Chairman and an IBA Associate Area Vice President.

Speaker Brian Bosma addresses IBA Board

Speaker of the House, Representative Brian Bosma (left), is welcomed to the IBA Board of Directors meeting by IBA President Greg Furnish, CGP. Bosma updated the Board on legislation pending in the Indiana Genearl Assembly. The meeting was held in conjunction with IBA's Legislative and Leadership Day in February. See pages 8-13 for more coverage on the events.



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Steady growth bodes well for all residential housing businesses

President's Message

By Greg Furnish, CGP
Upright Builders, Memphis

President
Indiana Builders Association

I want to personally thank all members who attended the IBA legislative luncheon held recently at the Statehouse. It was a great member turnout, producing an exceptional show of strength. A special thank you also goes out to all of the companies and their representatives who supported the event as sponsors.

As an industry we are beginning the year on an optimistic note as housing starts, home sales, permits and builder confidence have all been trending upwards in most areas throughout Indiana.

Housing emerges from its worst downturn since the Great Depression. With this being said we should see a gradual but steady growth in new home production and sales in 2013 which should bode well for all businesses involved in the residential housing sector.

However, several challenges remain which could affect the pace of the housing recovery and even threaten to halt the upturn in its tracks. Those areas include: a flawed appraisal process that is needlessly killing home sales; a national government that failed in the last hours to reach an agreement forcing us to look up words like sequester; and rising gas prices.

In spite of all of that, we have a tremendous amount of momentum moving in our favor. In 2012 Indiana single-family starts were up 13 percent compared to 2011. 2012 was a record year for economic development in the state of Indiana. And in a recent US Census Bureau News Joint Release with the US Department of Housing and Urban Development the January seasonally adjusted national annual rate of issuance of permits for new home construction rose 1.8 to 925,000, the quickest pace since mid-2008.

As we continue to plan for 2013, I ask all members to promote membership. Our membership committee, being led by Tom Slater, Tim Eckert, and Doug Miller, GMB, CGB, CGP, CAPS, has put together an excellent package for every associate and builder member to use to recruit new members. You can find it at www.buildindiana.org/benefits-state.htm.

I thank you in advance for your efforts to promote membership as it is the lifeblood of our association.

As I conclude, I congratulate Tim Eckert on receiving the 2012 Associate of the Year award and the Paul Johnson 2012 Excellence in Membership award.

I hope everyone has a great Easter with their families. God bless.

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Helping housing in the Indiana General Assembly

Inside the Issue

By Rick Wajda

Chief Executive Officer

Indiana Builders Association

The Indiana General Assembly recently reached the halfway point for business and now bills will face further scrutiny in their opposite house of origin. From a nuts and bolts standpoint, there were over 1,200 bills introduced in the 2013 session of the Indiana General Assembly. Both chambers introduced over 600 bills for consideration. Of the over 1,200 bills introduced, nearly 400 passed their house of origin.

As the bills switch to the opposite house of origin, many will not receive a hearing and the roughly 400 live bills will be reduced down to a couple hundred if history proves correct. Not to say that those bills couldn't end up finding a home in an alternate piece of legislation. As members of the General Assembly debate the merits of the 400 bills in the second half, new language is also eligible to be inserted into existing bills that may not have been considered in the first half of the General Assembly.

For these reasons and many others, it is critical to have a constant presence at the Statehouse to make sure housing is represented and that housing affordability is taken into consideration when Legislators debate these issues of interest to Hoosiers across the state.

One bill that the Indiana Builders Association has been pursuing this legislative session is HB 1359, dealing with age-restricted housing programs.HB 1359 was authored by Representative Huston (R-Fishers) and co-authored in the House by Rep. Truitt (R-West Lafayette); Representative Bacon (R-Chandler); and Rep. Riecken (D-Evansville). The House passed the bill in February by a vote of 79-17.

The Senate will now take up the issue. HB 1359 is being sponsored in the Senate by Senator Merritt (R-Indianapolis) and Senator Broden (D-South Bend).

HB 1359 allows a redevelopment commission to establish a program for age-restricted housing. Indiana law currently does not allow local units of government to create TIF districts for residential developments - currently TIF districts can only be established for commercial redevelopment projects. By giving municipalities the option to establish an age-restricted housing program, the state would be giving local units of government another tool by which they can increase the economic vitality of their communities.

New population projections from the Indiana Business Research Center highlight the impact aging baby boomers will have upon the demographic makeup of Indiana. Statewide, adults age 65 and older made up 13 percent of the population as of Census 2010. This number is projected to grow to 20 percent of the population by 2030. Five of Indiana's metropolitan areas will see increases of more than 80 percent in the population age 65 and older in the next 20 years. In fact, spurred by a relatively strong net in-migration of older adults, the senior population in the Indiana portion of the Cincinnati-Middletown metro will more than double. The fast-growing Indianapolis-Carmel metro - which accounts for more than one-quarter of the state's total population - will see its senior population nearly double over the same period. Only four metros will experience growth in seniors less than 50 percent, ranging from 32.5 percent in Anderson to 48 percent in Kokomo. However, it is worth noting that three of those will experience declines in total population and the fourth (Terre Haute) has total population growth of just a few hundred residents.

Other than HB 1359, the Indiana Builders Association is tracking, monitoring, and/or actively engaged in nearly 100 bills in the second half of the session. Of particular interest to many in the business community is whether or not Governor Pence's 10 percent income tax cut will be included in the final version of the state's budget. All eyes will be on the April revenue forecast to see whether or not Indiana can afford to make the cut over the next budget cycle and beyond.

I think that many Hoosiers would support a cut of state income taxes by 10 percent, assuming the state maintains adequate reserves in its "rainy day" fund and budget forecasts reasonably show enough revenue coming in after the income tax cut is taken into account to cover current and future expenditures. I also have been hearing from many across the state that increasing funding for the state's infrastructure programs and phasing out the state's inheritance tax as quickly as possible is important to grow the economy as well.

Having a budget surplus and debating which taxes to cut or eliminate and how much of an increase in road funding we are going to have are all good problems. Just ask our neighbors to the west. Indiana has been a leader in the past for enacting balanced state budgets, and I am confident our leaders in the Statehouse will continue that tradition.

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IBA's 2013 Local Builders Association Presidents

There are 27 local builders associations in Indiana. Each is led by a volunteer president who is a member of the association.

Deahl

C. Jeffrey Deahl, CGP, Four Seasons Design & Remodeling in Angola, will lead the BA of Northeast Indiana in 2013. Deahl has been in the housing industry for 32 years, building and designing commercial and custom homes in the price range of $500,000 to $750,000. He completes on average five projects annually with 120 over his career. He is an IBA Life Director. He has recorded over 84 Spike credits. His goals during his presidency are to promote professionalism of the housing industry and to educate homeowners on builder standards.

Harter

Brett Harter, CGP, Freeman & Harter Custom Homes in Warsaw, is leading the BA of Kosciusko Fulton Counties this year. He is a single family home builder with 25 years in the industry. His homes range in price from $250,000 to $500,000. He averages four to six homes per year with over 100 during his career. He has served as an IBA State Director for the past two years. During his year as president he plans to work on building membership within his local association, to promote to consumers the honor of owning a home and to sell the importance of building with a member to consumers.

Haste

Andy Haste, Riverside Construction in West Lafayette, is leading the BA of Greater Lafayette. He remodels and renovates residential custom homes kitchens, baths, room additions, and basement finishes. He has been in the industry for 20 years. One of his goals for 2013 is to encourage and inform builder and associate members about solid business practices that can grow their businesses.

Hatfield

Chris Hatfield, Hatfield Building & Remodeling in Greencastle, is the president of the Monroe County Building Association. He is a conventional custom home builder averaging five homes a year in the $50,000 to $100,000 price range. He is a NAHB Spike with over 12 credits. He has received builder of the month two times and the Builder of the Year award from his local association.

Johnson

Lawrence Johnson, CAPS, Mustin Builders in Anderson, is leading the Madison County BA. Johnson is the Vice President of Mustin Builders with over 35 years service to the housing industry. Mustin Builders does residential and commercial building and remodeling as well as light commercial construction. They have produced over 500 units, averaging 15 per year. Their new homes range in price from $150,000 up. He has 80 Spike credits. His goals for 2013 include increasing membership and the association's presence in the community.

Mehringer

Ed Mehringer, Mehringer Bros. Plastering in Jasper, is leading the BA of Dubois County. He has over 25 years experience in the industry, doing plastering, drywall, stucco, EIFS, and carrara finishing. He has served as an IBA State Director for over 10 years. He has 30 Spike credits. His goals in 2013 include sustaining membership and continuing to promote the professionalism of the members of the builders association to the local community.

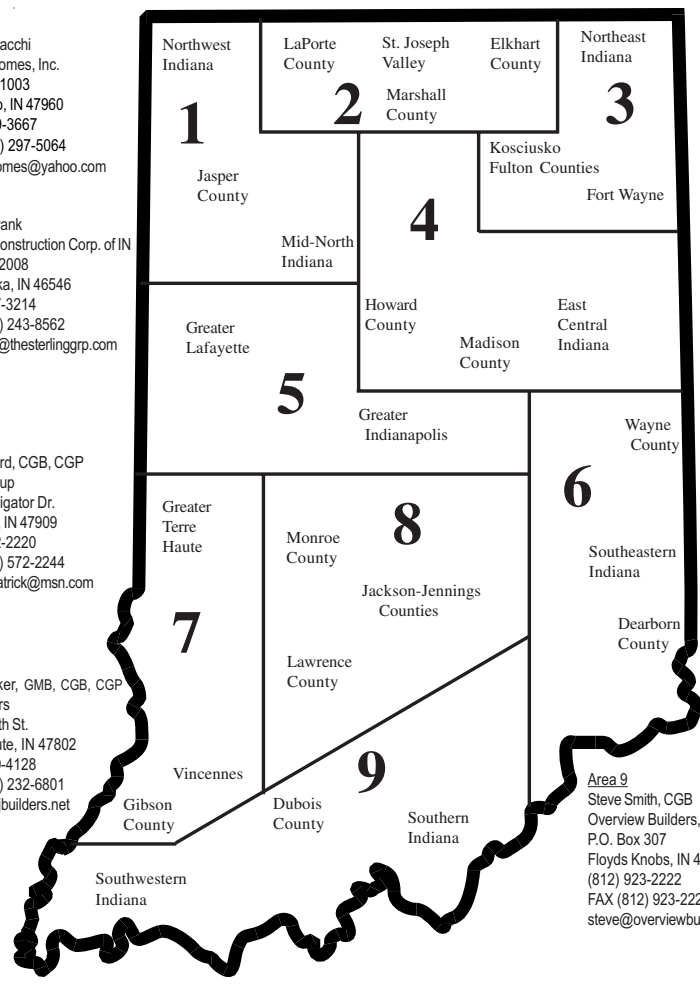
Scheessele

Keith Scheessele, Scheessele & Sons Construction in Newburgh, is the President of the Southwestern Indiana BA. He has been in the industry for over 20 years. The company has been in existence for 61 years. He is a remodeler and home builder, averaging one to two homes per year in the $150,000 to $2 million price range. He is a NAHB Spike member. He has received Remodeler of the year two times. He has served as an IBA State Director for one year. His plans for 2013 include increasing membership by at least 15 percent and doubling membership meeting attendance.

Smith

Stephen Smith, Cooreman Real Estate Group in South Bend, is leading the HBA of St. Joseph Valley in 2013. He has been in the industry for the past seven years. The company develops and brokers land. Projects range from $200,000 to $600,000. He is a NAHB Spike Club member with over 10 credits. He has been an IBA State Director for the past year. His goals include strengthening their local association's Panorama of Homes and increasing public and Realtor relations.

Indiana Builders Association
2013 State Builder Area Vice Presidents



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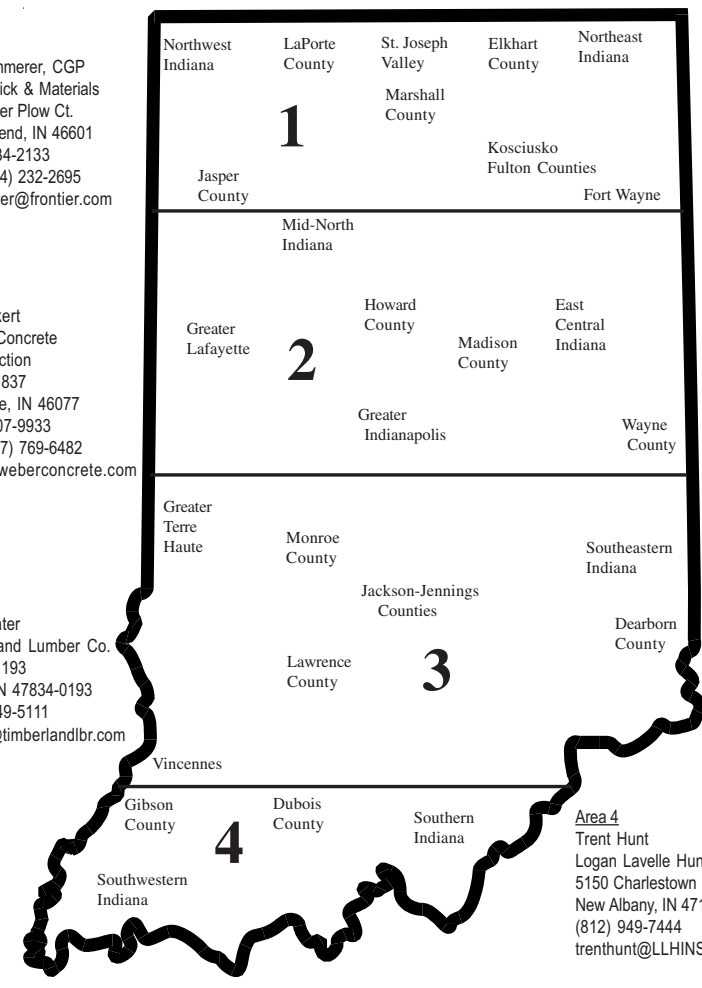
2013 State Associate Area Vice Presidents



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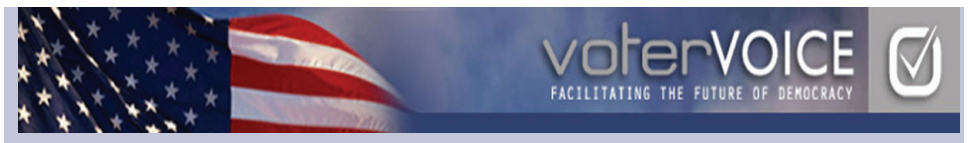

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What is voterVoice?

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.

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Or fill out the form online by visiting IBA's Web site:
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Questions? Call Carlie at (800) 377-6334 ext. 206 or e-mail Carlie@BuildIndiana.org

Building code dispute? We have a solution

Codes Corner

By Carlie Hopper
Regulatory Affairs Director,
Indiana Builders Association

The energy efficiency requirements for one-and two-family dwellings and townhouses became effective on April 5, 2012. During the last year, home builders and building officials have struggled with compliance and enforcement, respectively. Whether it is the new energy efficiency requirements or other areas of the code that home builders and building officials may not see eye to eye on, you should know there is an avenue for settling your disagreements.

Code Interpretations by the Building Law Compliance Officer

Indiana Code 22-13-5 grants the Building Law Compliance Officer (formerly known as the Building Commissioner) in the Indiana Department of Homeland Security the authority to interpret a building law or a fire safety law.

These interpretations may be issued upon the written request of an interested person, which refers to a person that has a dispute with a county or a municipality regarding the interpretation of a building law or a fire safety law.

Further, the Building Law Compliance Officer may issue a written interpretation of a building law or fire safety law whether or not the county or municipality has taken any action to enforce the building law or fire safety law. This means a home builder does not have to wait to be red tagged before requesting a written interpretation.

Finally, a written interpretation binds the interested person and the county or municipality with whom the interested person has the dispute until the written interpretation is overruled by the Indiana Fire Prevention and Building Safety Commission. A written interpretation of a building law or fire safety law binds all counties and municipalities if the Building Law Compliance Officer publishes the written interpretation of the building law or fire safety law in the Indiana Register.

Requesting a Code Interpretation

To assure the Building Law Compliance Officer has the information necessary to issue a written interpretation, please include the following information in your written request:

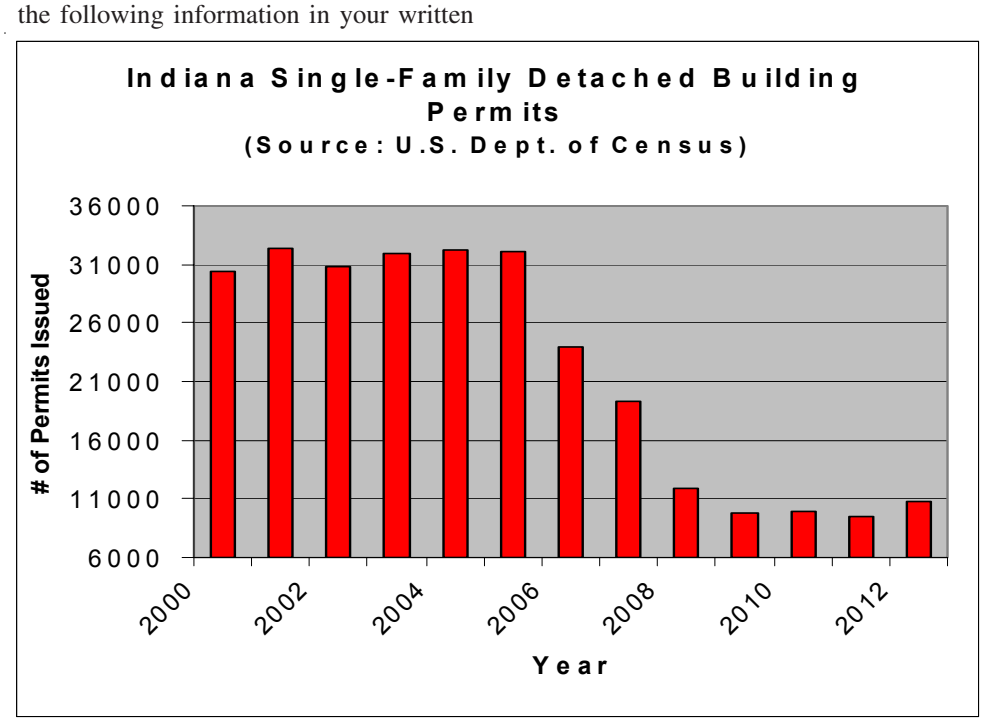
* Name and contact information of the builder (or remodeler, architect, engineer, etc.);
* Name and contact information of the county or municipality in which the project is constructed;
* Problem or concern and identify the specific section(s) of the Code for which the written interpretation is requested; and
* All documents that are referenced should be included with the request, in addition to any other information that could assist the Building Law Compliance Officer in reaching a decision.

Please submit your written request to Dean Illingworth, Building Law Compliance Officer, at 302 West Washington St Room E241, Indianapolis, IN 46204 or dillingworth@dhs.in.gov. Be sure to copy me on your submission at Carlie@BuildIndiana.org.

The Building Law Compliance Officer will research the applicable codes and send a written response to the requestor. While statute does not specify the turnaround time for receiving a response, Illingworth has expressed to IBA staff that he understands the need for prompt replies to requests for a written interpretation and that he will make every effort to render such within two weeks of receipt.

View Code Interpretations

Non-rule policy documents/interpretations of the Indiana Fire Prevention and Building Safety Commission's rules are posted at: http://www.in.gov/dhs/3780.htm and can also be found on the Indiana Register at http://www.in.gov/legislative/register/irtoc.htm.



A halftime update from the Statehouse

Statehouse Scoop

By Tom Havens
Governmental Affairs Director
Indiana Builders Association

The Indiana General Assembly has reached the halfway point in the 2013 legislative session. Following are a few bills of interest that successfully made it through their house of origin and are now moving on to the 2nd house of the General Assembly starting March 4 (e.g., if a bill below started out in the House, it now moves to the Senate and vice versa).

Along with each bill number below is listed the short title as well as the bills' author and sponsor. The first name listed in the parenthetical is the author of the bill (i.e., the author is the legislator whom first filed the bill) and the second name is the sponsor (i.e., the legislator that agreed to carry the bill in the second house). Please feel free to contact me if you have any questions about these or any other bills moving through the legislative process.

HB1084 - Various property issues *(Burton; R-Whiteland: Walker; R-Columbus)*

Makes changes to the mortgage rescue protection fraud act to make it consistent with the credit services organization act and the home loan practices act, including providing that the statute of limitations on filing claims runs for five years from the occurrence of the violation and not from the time the home loan is made. Allows for suspension of a real estate license for an emergency period if the licensee has engaged in material and intentional misrepresentations or omissions. Makes changes to the law governing homeowners associations to make the financial and certain legal records of an association available to members of the association and to the office of the attorney general.

HB1317 - Land banks and tax sale issues *(Clere; R-New Albany: Holdman; R-Markle)*

Establishes the land bank study committee, a legislative study committee to study issues relating to the creation of land banks at the municipal level, including the implications the creation of land banks would have on the current tax sale process.

SB433 - Abandoned property *(Paul; R-Richmond: Hamm; R-Richmond)*

Establishes a procedure to permit a county executive to dispose of certain properties that did not sell at the tax sale to a person able to repair and maintain the properties. Provides that before the county executive may transfer properties that did not sell at a tax sale to a nonprofit corporation, an abutting property owner, or a person satisfactorily able to repair and maintain the property, a person with a substantial interest in the property must be given an opportunity to redeem the property. Requires certain notices concerning demolition and removal under the unsafe building law be served on each person with a known or recorded substantial property interest. Authorizes a municipality or county to bring an action to collect unpaid expenses relating to the abatement of high weeds and grass.

HB1433 - Recording of new lots *(Rhoads; R-Corydon: R. Young; D-Milltown)*

Provides that if an instrument dividing land requires issuance of a new tax identification number: (1) the county auditor may not endorse the instrument; and (2) the recorder may not record the instrument; unless the plan commission executes a written confirmation that the property division complies with local regulations concerning minimum lot frontage, width, and area, and with the subdivision and platting of land. Provides that the plan commission may not charge a fee for issuing a written confirmation. Requires the recorder to record the confirmation as an attachment to the instrument. Provides that these requirements do not apply to a subdivision plat or planned unit development that has already received plan commission approval or plan director approval.

HB1497 - Sewer connections *(Zent; R-Angola: Charbonneau; R-Valparaiso)*

Amends requirements for a not-for-profit sewer utility, a regional sewage district, and a municipally owned sewer utility to require a property owner to discontinue use of a sewage disposal system and connect to a sewer system. Permits a property owner who connects to a sewer system to provide labor and materials to accomplish the connection. Provides that notice requirements for certain construction permit applications apply to sewer and water system construction. Requires that a majority of the trustees of a regional sewer district board must be elected. Requires that a petition to establish a district must be signed by a majority of the owners of property to be served by the district. Repeals authority for a district to foreclose liens. Provides that, after June 30, 2013, a municipality may not require property outside its corporate boundaries to connect to its sewer system.

SB126 - Homeowners association covenants *(Holdman; R-Markle: Carbaugh; R-Fort Wayne)*

Provides that if all the lots included as part of certain homeowners associations are not all subject to the same homeowners association covenants, all the lots may be made subject to new replacement covenants if the homeowners association: (1) distributes to the owner of each lot a proposed set of covenants that would apply to all lots included as part of the homeowners association and a petition to be signed by each lot owner on which the owner indicates whether the owner approves or disapproves of applying the proposed covenants to all lots included as part of the homeowners association; and (2) submits the petitions and covenants to the county recorder if the lesser of: (A) a percentage of lot owners specified in the covenants; or (B) two-thirds of all lot owners; approve of applying the covenants to all lots included as part of the homeowners association. Specifies that homeowners association covenants submitted to a county recorder in accordance with these procedures are considered to be in effect on the date they are recorded. Provides that a replacement covenant does not apply to and is not binding on certain properties in the homeowner's association that meet certain minimum area and size requirements.

Housing starts finally begin to pick up

Single-family housing starts in Indiana finished 2012 on a positive note, according to data released by the U.S. Census Bureau. Indiana pulled 10,781 single-family building permits, a 13 percent increase from 2011, when 9,532 single-family permits were issued. The 10,781 permits issued in 2012 were the most for a calendar year since 2008.

According to Rick Wajda, IBA's Chief Executive Officer, "The 2012 numbers were a step in the right direction, but we have a long ways to go to get back to some sense of normalcy."

The 13 percent increase is a much needed improvement to an industry that has been struggling over the last 5-7 years as building starts have plummeted across the state of Indiana. Home builders across the state were pulling over 30,000 permits a year for single-family residences every year from 2000 through 2005. Now, getting back over the 10,000 threshold is a moral victory more than anything else, but low interest rates and pent up demand for new housing should help Indiana's construction industry get back on its feet.

"Some areas of the state are rebounding better than others, but two main factors continue to have a direct impact on the housing industry. New jobs, creates new housing, which in turn creates more new jobs. If we get our economy going, the housing will follow," commented Wajda. "Many buyers are ready to build and many small businesses are ready to expand, but are holding out until the federal government gets their act together. This uncertainty has the possibility to kill any momentum we have moving forward."

According to data from the National Association of Home Builders, for approximately every 1.5 new jobs created in an area creates the need for one new house. And for every new house that is built in an area, creates the equivalent of 2.5 full time jobs for one year. Not to mention all of the tax revenue generated from the construction of a single-family residence.

See the graph on page 5.

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IBA members meet with state legislators at Legislative Lunch

Legislative Day & Leadership Conference
Presidents' Reception & Board Session

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IBA members meet with state legislators at Legislative Lunch

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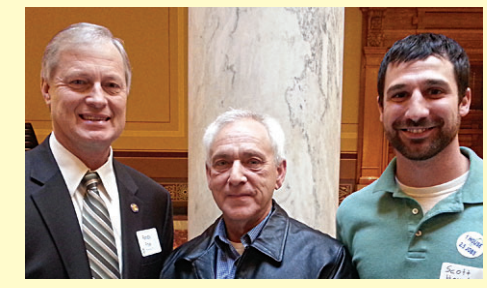

IBA Past President Jud Motsenbocker named 2012 national CGR

IBA Past President Jud Motsenbocker, CAPS, CGR, a remodeler and builder from East Central Indiana with more than 40 years of experience, has been named the 2012 Certified Graduate Remodeler (CGR) of the Year by the National Association of Home Builders (NAHB).

Based in Muncie, Motsenbocker founded Jud Construction, a residential remodeling, repair and new home construction business, in 1968. He is an award-winning remodeler and was named Remodeler of the Year in 1986 and 1997 by NAHB. He was honored with the Foundation Award from Remodeling Magazine in 1998 and was one of the inaugural inductees into the NAHB Remodelors Hall of Fame in 2001.

A Senior Life Director for NAHB and IBA, Motsenbocker has been actively involved at the local, state and national levels. He previously served as president of the Indiana Builders Association and was the board chairman for the Home Builders Institute, the workforce development arm of NAHB.

Motsenbocker is a nationally acclaimed speaker and is a NAHB approved instructor for a wide range of topics.

The CGR Board of Governors presents the CGR of the Year award to an industry professional who best showcases the importance of this designation and promotes professionalism within the remodeling industry. Motsenbocker has been a CGR since 1989 and earned NAHB's Certified Aging-in-Place Specialist (CAPS) designation in 2002. Motsenbocker and other leading industry professionals were recognized at the 2013 International Builders' Show held recently in Las Vegas.

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IBA members get together for networking at IBA Presidents' Reception

The IBA Local Presidents were introduced at the President's Reception (left to right): HBA of Howard County President Mike Ullery, CAPS; HBA of Southern Indiana President Don Thieneman; HBA of St. Joseph Valley President Stephen Smith; BA of Elkhart County President Richard Miller; BA of Dubois County President Ed Mehringer; BA of Greater Lafayette President Andy Haste; BA of Kosciusko Fulton Counties President Brett Harter; Mid-North Indiana BA President Ryan Downey; BA of Northeast Indiana President Jeff Deahl, CGP; HBA of Greater Terre Haute President Brian Cottom; and HBA of Northwest Indiana President Jeff Brant.

IBA President Greg Furnish, CGP introduced his family at the Presidents Reception (left to right): Greg, Shelly, Cameron, Caleigh, Chandler, and Conner.

IBA President Greg Furnish, CGP thanked and asked attendees to do business with the sponsors of the Conference. Sponsors included: Ambassador Sponsors - Marvin, SuperFleet, and Bosma Enterprises; Advocate Sponsors - Frost Brown Todd, Indiana Statewide Association of Rural Electric Cooperatives, and Reese Central Wholesale; Supporter Sponsors - Coronado Stone, North Eastern Group, Vectren Energy Delivery, and Weber Concrete Construction; and Sign Sponsor - CSI Signs.

IBA Vice President Tom Mullen, MIRM, CMP, and his wife, Sarah Huff, catered the Presidents' Reception.

Several members from the HBA of Southern Indiana attended the Reception including (left to right): Brian Walter, Trent Hunt, and Executive Officer Dawn McLean.

HBA of Southern Indiana President Don Thieneman (center) welcomed Butch and Janice Furnish, IBA President Greg Furnish's parents, to the Reception.

Two IBA members Houser Canter (left) and Carl Shepherd did a little work during the Reception.

Picture to left - IBA's Presidents' Reception offered an opportunity for members from across the state to exchange ideas. Pictured here are Dan Losekamp, CGB, CAPS, CGP (left) from the southeast end of the state and Mike Bell from the northwest end of the state sharing information.

The room was packed for IBA's Presidents' Reception with nearly 100 members attending. The event provided an opportunity for members to meet and talk with other members in a casual, relaxed setting. The Presidents' Reception was open to all IBA members from throughout Indiana.

INDIANA BUILDERS ASSOCIATION

RESOLUTION

Endorsing G. Granger MacDonald, Candidate for NAHB Third Vice Chairman

WHEREAS, Granger MacDonald is a Builder and Developer with active projects across the State of Texas, utilizing his experience in single family construction, multifamily construction, and land development; and

WHEREAS, Granger MacDonald is a member of the National Association of Home Builders (NAHB), currently serving as a Senior Life Director of NAHB in his 33rd year of service on the NAHB Board, has served several terms on the Executive Board, having served as a National Area Chairman for Area 12, Moderator of the National Area Chairmen, NAHB State Representative for Texas, and numerous other committee and council memberships; and

WHEREAS, Granger MacDonald served as President of the Texas Association of Builders in 2010, and continues to actively serve that association as a Life Director; and

WHEREAS, Granger MacDonald has been the recipient of Robert J. Corletta Award for achievement in affordable housing, and the Daniel B. Grady Award for excellence in multifamily housing; and

WHEREAS, Granger MacDonald has demonstrated leadership in NAHB through his chairmanship of the State & Local Government Affairs and Federal Government Affairs committees, as well as the Multifamily Council, Housing Credit Group, and Build-PAC; and

WHEREAS, Granger MacDonald has demonstrated his support of the growth of NAHB through his attainment of Life Spike status for recruitment and retention; and

WHEREAS, Granger MacDonald has consistently shown his commitment to the Housing Industry in his local community, the State of Texas, and throughout NAHB;

NOW, THEREFORE, BE IT RESOLVED that the Board of Directors of the Indiana Builders Assoc. hereby endorses G. Granger MacDonald as a candidate for the office of Third Vice Chairman of the National Association of Home Builders for 2014, and pledges its full support to his campaign.

Adopted this 27 day of February, 2013

Signed: [signature], CEO Attest: [signature], COO

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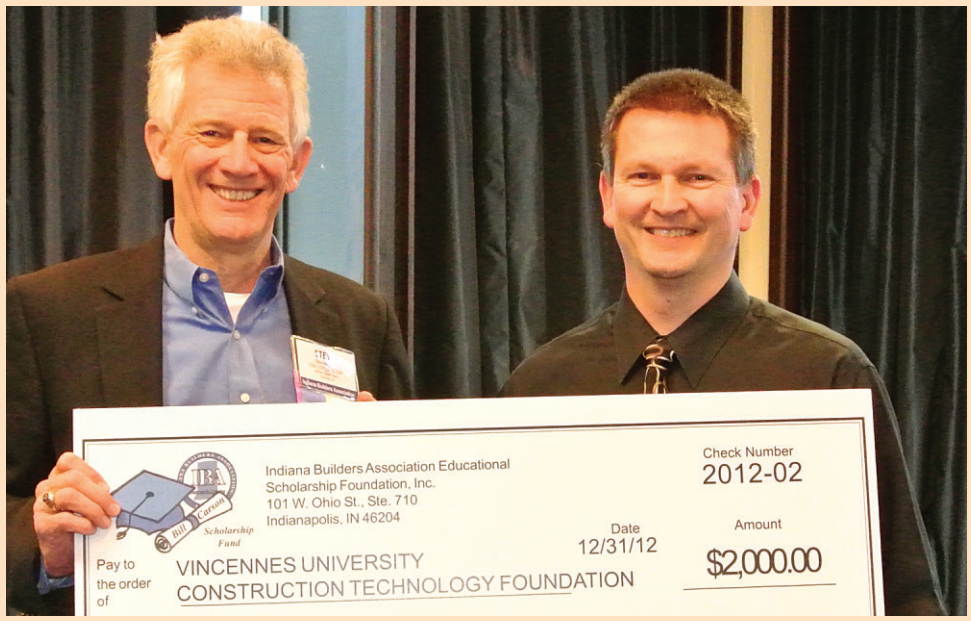
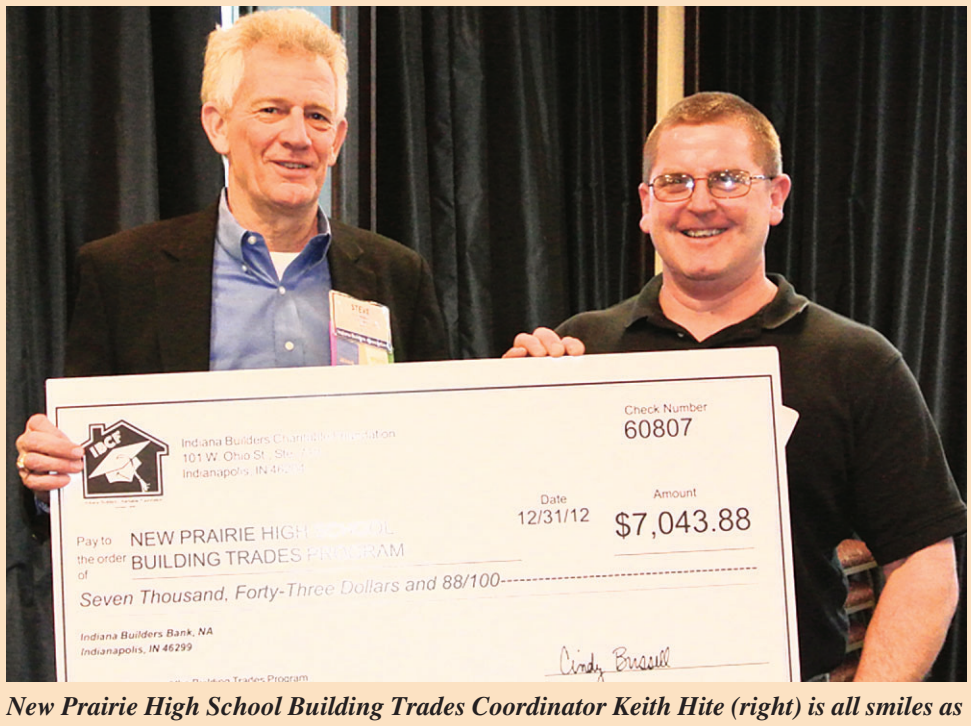
IBA Board is updated by Speaker Bosma and inducts two Life Directors

Speaker of the House Brian Bosma addressed the IBA Board at its recent meeting. Speaker Bosma updated the board on housing and business legislation currently being considered by the Indiana General Assembly. Bosma has been a friend to housing during his time in office.

Paul Wyman, The Wyman Group, positively changed the outlook for members who attended his seminars at IBA's Leadership Conference. The first seminar challenged members to look at their personal and business lives in a more confident light. The second seminar taught them how to properly use Roberts Rules of Order.



Chairman of IBA's Educational Scholarship Foundation Board Steve Heidorn, CGR (left) presents a check to Vincennes University Representative Rich Welage at the recent Board meeting. The monies will go toward scholarships for students participating in the VU Construction Technology Program.



New Prairie High School Building Trades Coordinator Keith Hite (right) is all smiles as he accepts a check from the Indiana Builders Charitable Foundation representative Steve Heidorn, CGR. The monies will be used to support the school's building trades program.

NAHB State Representative Mike Bell (left) received Senior Life Director status and a blazer from IBA President Greg Furnish, CGP at the recent Board meeting. Bell is owner of Bell Construction based in Westville, Indiana. He attended his 80th State Board meeting thus reaching Senior Life Director status on the IBA Board. Depending upon the frequency of Board sessions, this effort required 20 to 25 years to attain. Bell serves as the spokesman for IBA at the national level serving on the NAHB Executive Committee, the NAHB Area Vice Presidents Council, and the NAHB Board of Directors. At the state level, he is a past state president, serves on IBA's Executive Committee, Nominating Committee, Remodelers, OSHA Committee, Educational Scholarship Foundation Board, and Indiana Builders Charitable Foundation Advisory Board. He has nearly 350 Spike credits.

Indiana's NAHB State Representative Mike Bell (right) congratulated Steve Dean, Ryland Homes, for receiving a national award for his outstanding work-site safety program. Dean was awarded a 2012 Safety Award for Excellence (SAFE) at the IBS national convention. Dean serves as Vice Chairman on IBA's Codes Committee.

IBA President Greg Furnish, CGP (left) presents Life Director status and a plaque to Frank Rhoades, CGA. Rhoades, president of E.F. Rhoades & Sons, runs the company's Cottage Watchman Security division. He owns E.F. Rhoades & Sons with his brother, Dean, and his two sons, Jason and Nathan. He began his career in 1982 and joined the Builders Association of Kosciusko Fulton Counties in 1996. He is a local precinct committeeman. He has served on the local builders association board longer than he has served on the state board, which is at least ten years. Rhoades attended his 40th State Board meeting, which qualified him for this elite status.

IBA President Greg Furnish, CGP presented the IBA Executive Officers Five Year Pin of Service to his local association EO Dawn McLean. In addition to the years of service, he thanked McLean for her incredible and tireless help in successfully dealing with the numerous challenges surrounding the Henryville tornado tragedy last year.

IBA's Legislative Day, Leadership Conference and Board session drew nearly 150 members from throughout the state. The event included lunch with state representatives, motivational and educational workshops, a networking reception, numerous committee sessions, and a presentation from Speaker of the House Brian Bosma at the board meeting.

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What does being an 'associate' member really mean?

A testimonial from Tim Eckert, Weber Concrete Construction. Weber Concrete Construction is a member of the Indianapolis, Lafayette, and Howard County builders associations.

During the last few years the value of being an involved member of my local builders associations has become apparent.

In the early stages of being an associate member it seemed like every meeting was another opportunity to solicit a different builder to do business with. After all, one of the mantras is "Do business with a member" right? So it seems logical the builder wants to give the new associate an opportunity to sell to them every time they're together.

It really isn't that way. The builder wants to do business with a member they know and have a respect for their company and how the associate presents their self and their company. It may be a long time before there is ever even a need for your product.

The builder is probably working with another company that has solidified the relationship with professionalism and hard work over the long term. That company is probably a member in good standing at the local too. Why should they switch? Because you are offering a cheaper price or you are such a nice person? If they would change to you for that why wouldn't they change again when the next nice guy shows up offering an even cheaper price? That is not a winning proposition.

It takes being there when you are needed because someone has stubbed their toe, so to speak, or because the builder has more work than the other supplier can handle right now.

It's because you have been at a committee meeting every month for a year and your personal integrity shows or you have been to a few golf outings and you did not try to sell the customer and in so doing you sold yourself.

Being a member of the builders association is a way of life and is the life blood of this industry. We all can work 60 plus hours a week and still have more to do at our real jobs. But if you have a desire to really succeed put in a few more hours per month at your local builders association and you will see some real success over time.

It took about four years before it felt like all my hard work paid off. There were sales in the beginning, I'm not saying there weren't, but as involvement turned into commitment it turned into referrals and builders wanted to do business with us because we did stay and worked at being true to our builders associations even and particularly through the lean years of recent times.

Actually now it all seems easy. It wasn't, but it feels that way now. By adopting this same attitude and role for yourself and your company you will have the same success. Get involved, become committed, be successful...just do it!

Membership Summary by State for Indiana for 01/31/2013

Base Date: 12/31/2012

Assn No.	Co ID	Name	Bldrs	Assoc	Affl	January Total	Dec-12 Total	Gain (Loss) Y-T-D	Gain (Loss) YTD%	NPD	Cancellations January	Cancellations Y-T-D	Transfers IN	Transfers OUT	Reinstatement January	Reinstatement Y-T-D	Annuall Retn Rate	New Members January	New Members Y-T-D
1500	650	Indiana BA	1	0	0	1	2	-1	-50.0%	0	1	1	0	0	0	0	0.0%	0	0
1504	34	Madison County Chapter	9	10	0	19	19	0	0.0%	2	0	0	0	0	0	0	81.0%	0	0
1508	22	Monroe County Building Association	29	70	0	99	102	-3	-2.9%	7	3	3	0	0	0	0	85.3%	0	0
1511	23	BA of Dubois County	57	104	0	161	158	3	1.9%	3	2	2	0	0	0	0	96.5%	5	5
1512	24	BA of Elkhart Co	58	214	0	272	274	-2	-0.7%	8	5	5	0	0	0	0	83.9%	3	3
1522	87	Dearborn Co HBA	7	22	0	29	30	-1	-3.3%	4	2	2	0	0	1	1	61.1%	0	0
1524	414	Southwestern Indiana Builders	79	192	0	271	271	0	0.0%	7	3	3	0	0	1	1	83.3%	2	2
1528	183	HBA of Fort Wayne	69	205	0	274	282	-8	-2.8%	19	8	8	0	0	0	0	83.2%	0	0
1530	512	Gibson Co Chapter	0	0	0	0	4	-4	-100.0%	0	4	4	0	0	0	0	0.0%	0	0
1532	184	HBA of Howard County Inc	18	53	0	71	70	1	1.4%	2	0	0	0	0	0	0	88.7%	1	1
1534	131	BA of Laporte County	21	39	0	60	61	-1	-1.6%	0	1	1	0	0	0	0	76.2%	0	0
1535	185	Lawrence County Chapter	6	16	0	22	20	2	10.0%	4	2	2	0	0	3	3	75.0%	1	1
1536	132	Southeastern Indiana chapter	7	10	0	17	19	-2	-10.5%	0	2	2	0	0	0	0	68.8%	0	0
1541	25	BA of Kosciusko-Fulton Counties	34	89	0	123	127	-4	-3.1%	6	6	6	0	0	2	2	85.8%	0	0
1544	134	BA of Greater Indianapolis	166	270	0	436	427	9	2.1%	17	17	17	0	0	17	17	77.8%	9	9
1548	26	BA of Greater Lafayette	36	90	0	126	126	0	0.0%	8	0	0	0	0	0	0	77.1%	0	0
1550	298	Jasper County HBA	3	7	0	10	8	2	25.0%	0	0	0	0	0	2	2	42.1%	0	0
1554	676	Marshall Co Chapter	9	21	0	30	30	0	0.0%	1	0	0	0	0	0	0	89.3%	0	0
1556	332	East Central Indiana Builders Association Inc	7	23	1	31	34	-3	-8.8%	1	3	3	0	0	0	0	79.4%	0	0
1563	457	Vincennes Area Chapter	10	56	0	66	66	0	0.0%	0	1	1	0	0	1	1	90.7%	0	0
1564	733	Home Builders Association of Northwest Indiana	52	174	8	234	239	-5	-2.1%	11	9	9	0	0	0	0	72.9%	4	4
1566	187	HBA of Southern Indiana	41	120	0	161	163	-2	-1.2%	5	3	3	0	0	0	0	82.7%	1	1
1570	483	Wayne County BA	10	14	0	24	24	0	0.0%	4	0	0	0	0	0	0	70.4%	0	0
1572	27	BA of Northeast IN	19	37	0	56	58	-2	-3.4%	3	3	3	0	0	1	1	77.8%	0	0
1574	549	Jackson-Jennings Builders Association	6	12	0	18	18	0	0.0%	1	0	0	0	0	0	0	88.9%	0	0
1578	188	HBA of St Joseph Valley	35	103	21	159	163	-4	-2.5%	4	4	4	0	0	0	0	79.0%	0	0
1582	189	HBA of Gtr Terre Haute	55	115	0	170	168	2	1.2%	25	1	1	0	0	1	1	83.7%	2	2
1588	967603	Mid North Indiana Chapter	10	23	0	33	33	0	0.0%	0	0	0	0	0	0	0	0.0%	0	0
Indiana		**Totals:**	**854**	**2,089**	**30**	**2,973**	**2,996**	**-23**	**-0.8%**	**142**	**80**	**80**	**0**	**0**	**29**	**29**	**80.7**	**28**	**28**

What does membership in the builders association really mean?

Written by Doug Miller, GMB, CGB, CGP, CAPS, IBA Membership Co-Chairman.

Hello fellow members! It is my good fortune to serve as a co-chairman on the membership committee with Tom Slater and Tim Eckert for 2013. A recent meeting with Chief Operating Officer Cindy Bussell and this group could be likened to a "Hoosier farmer" preparing his ground prior to "planting season". Farmers know that preparation of the seed bed along with proper nutrition during the growing season, combined with the right amount of water will yield a good "harvest". A great deal of "tilling" was completed mentally and the "seed of membership" currently in use was tested on a number of fronts. The defining factor of the meeting was the "seed of membership" in a home builders association has always been a "hybrid seed" and will need to be even more as housing continues to recover and membership increases.

So what are we talking about here? We are talking about membership, the reasons IBA was established, not only the needs but the expectations of return on membership investment, and the path to a healthy membership whose collective voice is "educated and loud" in keeping housing affordable for Hoosiers.

First, some 60 plus years ago a group of housing professionals gathered together to form the Indiana Builders Association. The common goal espoused was to keep housing affordable for Hoosiers while being housings lead advocate in the state. Members, whether we recognize it outright or it's hidden in some other motive, advocacy for present and future housing needs is the number one reason we are members. The course of housing cannot be left to chance. If you are reading this you have survived and thrived thru a historical down turn; you have elected not to let "chance" determine your future, so why be silent on the very industry that houses our own families.

Second, by virtue of your membership investment, every member is involved 24/365 in advocacy. The portion of membership dues that open the door to national membership, support the efforts of leadership in Washington. The NAHB board of directors and committees work relentlessly throughout the year to key in on immediate topics that impact this industry while planning and building a foundation for continued growth in home ownership.

The very same can be said for leadership and the board of directors serving the Indiana Builders Association. What we as members often fail to recognize is the direct impact the efforts of both these associations have on home ownership (translation: jobs and business for members and non-members alike).

Third, it's ok to admit that as members we are busy multi-tasking to run our downsized businesses. For that very reason, understand that at various times every member can be involved as an advocate for issues directly impacting housing at that moment or for future planning for housing. At other times, without thought being given, another member is doing the very same thing. The net result is a better building environment in which our businesses function while improving our capacity to better house Hoosier families. The point: every member is vital to the team! Everyone has an impact!

Fourth, what does "federation" mean? fedúerúaútion (Noun): 1. A group of states with a central government but independence in internal affairs. 2. An organization or group within which smaller divisions have some degree of internal autonomy. This word is used to describe NAHB and IBA. In my estimation the second definition seems to be the most descriptive as to how both Federations function. The reason for the discussion is this: our membership makes us part of a much larger picture. In understanding that, we begin to understand how every piece of the puzzle must be in place to get the desired result. The national, state, and local builders associations are federations with housing advocacy as their driving force; embrace this concept.

Fifth and last, history teaches and informs. We can only imagine what the state of housing might be in Indiana without the guiding wisdom and mission statement of the Indiana Builders Association. Decades of sound leadership have been a win, win for Hoosiers. Join the membership team in rebuilding our locals. Join us in remembering and creating history as housing continues to recover! Join us for results!

The membership committee is asking all current members to commit to a three year plan to grow membership. The points outlined today are key to understanding involvement and commitment to membership. Membership in this federation is a "hybrid seed", working for a desired result: affordable housing and jobs!

IBA Member Rebate Program

www.HBArebates.com

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

We're happy to introduce the IBA Member Rebate Program, a free member benefit, aimed at increasing your bottom line. For the minimal effort of informing us about the products you use, and telling us when you close on a home or project, you'll be putting money back in your pocket. When you participate in the IBA Member Rebate Program, every home you build can earn you rebate checks! Remember, both Builders AND Remodelers qualify for the IBA Member Rebate Program. **Over 70% of the Builders & Remodelers who participated last year received back in rebates more than they paid in annual dues to the Association!**

EXCLUSIVE PRICING FOR INDIANA BA MEMBERS

Since 2007 many HBA Chapters have partnered with NPP to offer members discount pricing on several products and services. NPP negotiates the rates, and makes them available to member firms throughout the country.

This program is entirely free, and there is no obligation to purchase. To access the savings, register with NPP at **www.mynpp.com**. Listed below are some of the discounts available to participating HBA Chapter members:

Many Indiana BA members are already saving time and money through the NPP program.

To access the discount pricing, register with NPP. Signing up is free and easy.

HOW TO REGISTER

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

For more information about the program, feel free to contact NPP:

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- $20 Unlimited Wireless E-mail feature on corporate lines
- Variable discounts on phones

Verizon Eligibility Requirements: Each Member must be a construction company, heavy highway, concrete, remodeling company or other trade craftsman (e.g.: a subcontractor such as an electician or plumber whose primary trade is within the construction industry).

e-Cycle Recycle. Recover. Protect.
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- Additional 10% for members

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STAPLES Advantage
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EarthCam Webcam Technology
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