

# INDIANA BUILDER NEWS

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## Survey says 90% of Hoosiers think smoke detectors provide adequate protection

According to a Public Opinion Strategies Survey of 500 likely voters in Indiana conducted January 12-13, 2010:

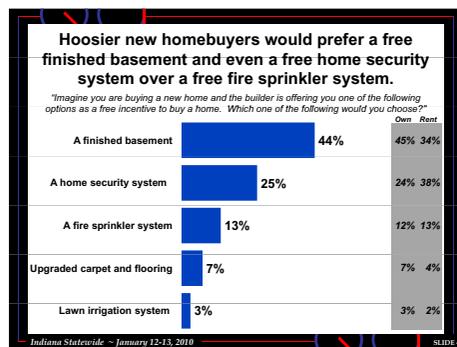
- Nine out of ten Hoosiers believe smoke detectors do an adequate job of protecting their family from house fires.

57% believe that fire sprinkler systems should be optional for homebuyers that want them.

- Hoosier new homebuyers would prefer a free finished basement and even a free home security system over a free fire sprinkler system.

- Almost half of those surveyed do not want a fire sprinkler system regardless of cost.

The home building industry is dedicated to the safety of the communities in which they build. Whenever changes are proposed to the building codes, we make sure that these proposals are necessary and that they are cost effective so that homes stay affordable. Fire sprinklers are expensive to install, can be difficult to maintain and do not represent a cost-effective safety improvement over smoke alarm systems. Indiana Builders Association supports programs that encourage the installation and maintenance of smoke alarm systems in all homes rather than measures to mandate fire sprinkler systems.



The Residential Code Review Committee of the Indiana Fire Prevention and Building Safety Commission, comprised of building officials, home builders, and others from various disciplines related to residential construction and design, carefully weighed the expert testimony provided by the National Fire Sprinkler Association (NFSA), home builders, and building officials and deleted the requirement for fire sprinklers in new home construction by a vote of 18-6. The Commission will have the final say on whether or not sprinklers are mandated for Indiana new homebuyers when it considers the proposed rule later this year.

Please use the results from this survey, and the fire facts below, to educate your local building officials, local elected officials, and your legislators on why home builders say no to mandatory fire sprinkler systems. For a copy of the survey results, contact Carlie Hopper at [Carlie@BuildIndiana.org](mailto:Carlie@BuildIndiana.org) or (800)377-6334 ext. 206.

**Fire Sprinklers** (see page 15)

## General Assembly adjourns for the year

The Indiana General Assembly adjourned for the year on March 13 as Legislators returned home from the short session to begin the campaign season. All 100 seats of the House of Representatives are up for election as are 25 of the 50 Indiana Senate seats.

The Indiana Builders Association monitored and was actively engaged in numerous issues this past session, none more critical than the issue dealing with classification of employees. The Employee Classification Act as it initially passed the House significantly altered the legitimate business practice and use of independent contractors, and assumed that workers on a construction project were employees of the contractor.



This language significantly undercut traditional methods of defining "subcontractor" status; which involves a more thorough evaluation of the relationship between the worker and the employer. IBA specifically requested that federal standards, such as the IRS Code be implemented to determine "subcontractor" status.

SB 23 as amended in the House Labor and Employment Committee also unfairly punished honest contractors by allowing the Department of Labor to shut down a project via a "cease and desist" order upon investigation of a complaint. The bill provided for extreme financial fines and punishments for mere minor violations, re-

**Assembly** (see page 4)

## EPA lead rule goes into effect April 22<sup>nd</sup>

The U.S. EPA's lead-based paint Renovation, Repair and Painting program will become fully effective and enforceable on April 22, 2010. The program impacts renovations and remodeling activities not previously subject to similar regulations. The rule addresses remodeling and renovation projects (including window replacement, painting, plumbing, electrical work, carpentry, etc.) disturbing more than six square feet of potentially contaminated painted surfaces for all residential and multifamily structures built prior to 1978 that are inhabited or frequented by pregnant women and children under the age

of six. Requirements in the rule require firms to be certified with specific tasks to complete, at least one employee to be trained as a certified renovator with specific tasks to perform, work practice standards, recordkeeping requirements, pre-renovation education, and cleaning verification.

Fines for violating the rule can be more than \$30,000 per violation, per day. Despite an attempt by the State Department of Health to run the program, the EPA will be responsible for enforcing and administering the program. It is extremely important that firms comply with all aspects of the program but urge renovators to pay special attention to the recordkeeping requirements as it is foreseeable EPA could request documents and assess violations based on information contained in the files. A sample checklist developed by EPA with documents needed to be retained may be found at <http://www.buildindiana.org/pdf/SampleRRPChecklist.pdf>.

According to Census 2000, Indiana has more than 1.8 million housing units built prior to 1979 that will potentially fall under the rule. IBA strongly encourages all

**Lead Rule** (see page 5)

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## NAHB PRESIDENT BOB JONES, CGB, CGP TO ADDRESS INDIANA BUILDERS BOARD MAY 5<sup>TH</sup>



Bob Jones

The Indiana Builders Association's Board of Directors will convene for a Board and committee session on Wednesday, May 5, 2010 at the Hilton Indianapolis North on the northeast side of Indianapolis. The Board meeting will be at 4 pm with NAHB President Bob Jones addressing the Board.

Jones, a home builder in Bloomfield Hills, Michigan, is the 2010 Chairman of the Board of the over 175,000-member NAHB. He is the president of Robert R. Jones Homes which specializes in land development and the design and construction of single-family luxury homes throughout southeastern Michigan. During his 35-year career, he has earned a reputation for excellence and established a continuing commitment to the home building industry at the local, state and national levels. Visit [www.BuildIndiana.org](http://www.BuildIndiana.org) for additional details on the Board and committee meetings.





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## You CAN do anything you want!

Do as I say! You CAN do anything you want! These two phrases were repeated to me several times by my parents as I grew up. I remember them clearly to this day.

You can analyze each of those statements in different ways. First, "do as I say," I am the boss and you should do as I say. Or you can look at the phrase as an adult telling a child don't make the same mistakes I did and to listen to what I say.

Analyzing the phrase, "You can do anything you want", is easy. Many successful people are examples of this drive. Is this a challenge to do the best you can or is it a



### President's Message

By Andy Place, Sr.,  
CGB, CGP  
Place Builders, South Bend

President,  
Indiana Builders Association

statement of empowerment to work hard for your dreams? It is probably both.

Ok, Andy, this is a builders' newspaper.

Where are you going with this and how does it matter to me and my business?

We all had good, loving, hardworking parents. They lived in simpler times than we do today. Ah, but yes history does repeat itself. We are returning to simpler times where we need to go back to the basics.

Let's not tell our employees, subcontractors and suppliers what to do...let's ask them how we can succeed together. Share your thoughts and dreams. And listen to theirs. Working together we can accomplish so much - we can do anything we want!

Mom and Dad I love you so much and miss you everyday.



Tammy Kitka (left) and Kim Emmert O'Dell, Timberland Lumber Company, did a great job hosting IBA's open house and President Place's reception.



IBA Past State President Mike Bell, GMB, CGB, CGR, CAPS, CGP (left), led a toast to IBA President Andy Place, Sr., CGB, CGP, and his wife during the IBA President's Reception. Bell presented Place with an engraved vase and his wife with roses.

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## Get into politics or you may be getting out of the business

Members of the Indiana General Assembly have left town for the year as they head back to their districts for a tough election cycle. The May 4<sup>th</sup> primary is right ahead of us and the November general election is not that far



### Inside the Issue

By Rick Wajda

Chief Executive Officer

Indiana Builders Association

off.

If you listen to the national news, every decision Congress makes today is predicated on how it will impact the November election. Health care, employee free choice act, immigration, cap and trade, and other hot button issues are all being dissected by party leaders to determine how the public will react if these measures are passed in some form or fashion. As I write this article today, the debate rages on with health care and whether or not the House will pass the Senate health care proposal without even voting on it (procedural issue) because the Democrats don't have the votes to pass it otherwise.

Government and actions by the government increasingly have become more a part of our industry on a day to day basis. You may agree or disagree with that philosophy, but the fact remains that you cannot escape the role government plays in your life and your business.

Take for example your state home builders association. Through the end of 2008 and first of 2009, we continued to slash our budget and lay off good employees to make ends meet. Then Congress passed the ARRA act and IBA was awarded a roughly \$21 million dollar weatherization contract for 38 counties. This was a true blessing for the association and the industry when we really needed it. We are now government

## Indiana Builders Charitable Foundation

### Accepting Proposals

The Indiana Builders Charitable Foundation (IBCF) was formed in 1999 by members of the Indiana Builders Association. Its purpose is to provide funding to educational causes that enhance knowledge and understanding of the housing industry and of the career opportunities available within the industry. "We are currently accepting proposals to offer funding assistance to projects that are in line with our purpose," states Charles Pechette, President of the IBCF Advisory Board.

The IBCF is managed by the Central Indiana Community Foundation with direction from the IBCF Advisory Board consisting of Charles Pechette (president); Michael Bell, GMB, CGB, CGR, CAPS (secretary); Rick Jenkins; Bill Roach; Carl Shep-

herd; and Joe Zehr.

contractors and have a model that is being looked at all across the country for weatherization. President Obama recently unveiled his \$6 billion dollar Home Star program designed to provide incentives for homeowners to retrofit their homes with energy efficiency upgrades. The initiative calls for approved certifications or training to be eligible to do the work. The intricacies will all be worked out by government officials and your elected representatives. Get the picture?

I know I preach from time to time on getting involved in the process and the importance of having a strong voice with our elected officials. Your state home builders association was founded nearly 60 years ago on the premise that our industry needed representation in Indianapolis when the General Assembly convened to protect our interests. Now more than ever, we must be vigilant in our quest to protect our interests and our ability to provide the American Dream of homeownership.

However, the association is only as strong as its members. If you the member aren't constantly networking and building relationships with the local council member, county commissioner, State Representative, State Senator, Congressman, etc. how are they to know the importance of our industry?

When the chips are down, can you call your elected official at home and ask them to support or defeat an initiative and they will know who you are? If not, now is the time to volunteer for a candidate's campaign and start to develop that relationship.

I know money is tight, so if you can't contribute, volunteer your time to go door to door or work a phone bank. You never know, you might get a new client out of the deal as well.

This election will go a long way to shaping our country and its economy, don't sit back and let someone else make those decisions for you. Get involved and be heard and most importantly, take the time to vote and make sure your employees do to.

herd; and Joe Zehr.

To date, over \$40,000 has been dispersed to fund projects that meet the foundations mission.

Proposals for funds should include a description of the project, how the educational cause enhances the knowledge and understanding of the housing industry and career opportunities within the housing industry, and the amount of funds needed to accomplish the project.

Send proposals no later than April 15, 2010 to: Indiana Builders Charitable Foundation, 101 W. Ohio Street, Suite 1111, Indianapolis, IN 46204 or by e-mail to Cindy@BuildIndiana.org.

Questions, call Cindy Bussell, IBA Chief Operating Officer, at (800)377-6334 ext. 203.

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## Assembly *(from page 1)*

ardless of whether the employer's conduct was unintentional or willful. The legislation provided that "any interested party" may file a complaint. This provision would have been used to harass an employer with frivolous complaints.

The employee classification issue was at the heart of the final discussions of the 2010 session of the Indiana General Assembly as Republicans and Democrats differed on how to address the issue. In the end, Senate Bill 23 contained language that requires the department of labor to develop guidelines and procedures for investigating questions and complaints concerning employee classification. However, the language exempts residential builders who build less than 25 homes a year from the guidelines and procedures developed under the legislation.

A significant departure from the original language as it passed the House, SEA 23 was a fair compromise to address the issue and gives the Department of Labor the ability to look at the IRS guidelines as it develops procedures for the classification of employees on specific projects.

IBA staff and leadership worked with members on both sides of the aisle to defeat onerous employee classification language from a final draft of legislation and were successful in striking most of the language that was included in legislation as it left the House earlier in the session. Thanks to all the IBA members who contacted their Legislators over the last few weeks and thanks to the legislative leaders who understood the importance of crafting legislation that would not negatively impact the ability of builders and suppliers to carry out their craft each and every day.

The bill also contains a one year delay in the changes to the unemployment insurance trust fund, giving Hoosier businesses more time before the tax increases go into effect.

**Property tax caps goes to voters** - Indiana voters will get the opportunity to decide whether or not the property tax caps should be placed in the state's constitution in November. The Indiana General Assembly overwhelmingly passed HJR 1 which re-

quires, for property taxes first due and payable in 2012 and thereafter, the general assembly to limit a taxpayer's property tax liability as follows: (1) A taxpayer's property tax liability on homestead property may not exceed 1% of the gross assessed value of the homestead property. (2) A taxpayer's property tax liability on other residential property may not exceed 2% of the gross assessed value of the other residential property. (3) A taxpayer's property tax liability on agricultural land may not exceed 2% of the gross assessed value of the property that is the basis for the determination of the agricultural land. (4) A taxpayer's property tax liability on other real property may not exceed 3% of the gross assessed value of the other real property. (5) A taxpayer's property tax liability on personal property may not exceed 3% of the gross assessed value of the taxpayer's personal property that is the basis for the determination of property taxes within a particular taxing district.

**Language allowing the display of political signs passes** - Senate Bill 64 (Delph, R-Carmel) prohibits a homeowners association (HOA) from adopting or enforcing certain restrictive covenants or homeowners association rules concerning the display of political signs passed. The language allows political signs beginning 30 days before and ending 5 days after the date of the election to which the sign relates. The language allows a HOA to adopt and enforce rules restricting the size of a sign, number of signs displayed, and locations.

**Changes made to the definition of a homestead** - Language in House Bill 1086 (Welch, D-Bloomington) altered the definition of a homestead to include a deck or patio; a gazebo; or another residential yard structure, as defined by the Department of Local Government Finance (other than a swimming pool) that is assessed as real property and attached to the dwelling. The legislature studied the issue during the interim last fall after legislators learned items such as gazebos and pools on residential property were being charged a higher rate than the structure of the home.

**Legislation regulating appraisal management companies passes** - House Bill 1235

(Barnes, D-Indianapolis) requires appraisal management companies to register with the real estate appraiser licensure and certification board. Provides that an appraisal management company may only hire an independent contractor to perform an appraisal who holds a real estate appraiser license or certificate or a real estate brokers license and is in good standing. The legislation also requires individuals conducting appraisal reviews for an appraisal management company to be a licensed or certified appraiser or a licensed real estate broker.

**Local public question on county zoning does not pass** - Senate Bill 57 (Steele, R-Bedford) originally allowed a county legislative body to adopt a resolution to place a local public question on the ballot concerning whether the county should adopt a comprehensive plan, a zoning ordinance, or both. The bill was amended to remove the provision making the results binding on the county legislative body. The bill did not receive a hearing in the House.

**Lead-based paint legislation dies** - Senate Bill 175 (Miller, R-Indianapolis) included language to require the State Department of Health to administer the EPA lead-based paint Renovation, Repair & Painting Program died after the House failed to adopt the conference committee report. IBA worked with Senator Pat Miller to ensure the Department of Health's program was no more stringent than the federal rule and would have recognized fees previously paid to the EPA for Certified Renovators and Certified Firms. The U.S. EPA will be responsible for administering and enforcing the upcoming program which impacts renovations in housing and child-occupied facilities built prior to 1978.

**Immigration bill dies** - Senate Bill 213 (Delph, R-Carmel) (Boots, R-Crawfordsville) (Kruse, R-Auburn) dealt with unauthorized aliens and never received a hearing in the House of Representatives. The bill would have prohibited a state agency or political subdivision from entering into or renewing a public contract for services with a contractor unless the contract requires the contractor to verify employees through the E-Verify program. The bill would also have made it a: (1) Class A misdemeanor to knowingly or intentionally transport or move; and (2) Class A misdemeanor to knowingly or intentionally conceal, harbor, or shield from detection; an alien, for certain purposes.

**Water nuisance issue dies** - Senate Bill 282 (Charbonneau, R-Valparaiso) dealt with water nuisances and language that moved through the process granted authority to the drainage board to receive complaints concerning, investigate, and order the removal of certain stormwater related nuisances caused by artificial conveyances directed at or near the property line. IBA worked with other interested parties on the issue, but no compromise was able to be reached before the end of the session.

**Net metering dies** - Senate Bill 313 (Merritt, R-Indianapolis) dealt with net metering and would have expanded Indiana utility ratepayers' ability to reduce their bills by generating their own renewable energy. The

bill also would have required an electricity supplier to supply at least 4% of its electricity generated through wind power not later than December 31, 2014. Language passed both the House (HB 1094) and Senate this year, but legislators could not agree on a compromise version of how much credit to offer.

**Property tax deductions for contract purchasers dies** - House Bill 1048 (Cheatham, D-North Vernon) originally would have required contracts for homes to be written by an attorney or be notarized with property tax information to be given to the homeowner. IBA worked with Representative Dave Cheatham to exempt new home construction from the legislation but the bill failed to receive a hearing in the Senate.

**Soil and septic system education and research bill dies** - House Bill 1053 (Kersey, D-Terre Haute) imposed a ten dollar fee on each permit issued by the county health department or the county for the operation, installation, construction, repair, or replacement of a septic system. IBA had concerns about the make-up of the council as well as the need for an additional fee without a clear idea of how the funds would be used. The bill was approved in the House Committee on Local Government but did not receive a hearing in the House.

**Green building mandate dies** - House Bill 1063 (Pierce, D-Bloomington) required certain government buildings to be designed and constructed to achieve or exceed the performance criteria determined under certain rating systems. The bill was never called down for a vote of the full Senate.

**Nuisance actions by community organizations dies** - House Bill 1118 (Day, D-Indianapolis) allowed a community organization (i.e. homeowners association) to bring actions to enjoin, abate and seek other remedies for private nuisances. Among concerns IBA had was language that would have allowed the nuisance to include odors, trash, etc. The bill did not receive a hearing in the Senate.

**Property tax deduction for new homes dies** - Senate Bill 162 (M. Young, R-Indianapolis) established a 100% property tax deduction for a new home, which includes a newly constructed home or an existing home that has not been previously occupied as a residence. Provided that: (1) the deduction applies only if the contracts for construction or purchase and financing are entered into after June 30, 2010, and before July 1, 2011; (2) the deduction period is five years unless the legislative body of the city, town, or county establishes a period of three or four years; and (3) the owner of the new home must apply to the county auditor for the deduction. Directed the department of local government finance to adopt rules.

**Use of engineered lumber placard dies** - House Bill 1316 (Michael, D-Greencastle) would have required a newly constructed Class 1 or Class 2 structure to have a placard affixed to it for the life of the structure that indicates whether the structure uses engineered lumber. This bill was not voted on in the House Local Government Committee.

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## Lead Rule *(from page 1)*

members to continue spreading the word about these new requirements to other renovators in the field and to educate homeowners on the importance of the new rules. The absence of federal outreach on these new requirements may mean lots of folks will be caught off-guard and homeowners likely unaware.

As part of a settlement with environmental groups EPA intends to promulgate rules

## What are the responsibilities of a Certified Renovator?

Certified renovators are responsible for ensuring overall compliance with the Lead-Based Paint Renovation, Repair, and Painting Program's requirements for lead-safe work practices at renovations they are assigned. A certified renovator:

1. Must use a test kit acceptable to EPA, when requested by the party contracting for renovation services, to determine whether components to be affected by the renovation contain lead-based paint.

2. Must provide on-the-job training to workers on the work practices they will be using in performing their assigned tasks.

3. Must be physically present at the work site when warning signs are posted, while the work-area containment is being established, and while the work-area cleaning is performed.

4. Must regularly direct work being performed by other individuals to ensure that the work practices are being followed, including maintaining the integrity of the containment barriers and ensuring that dust or debris does not spread beyond the work area.

5. Must be available, either on-site or by telephone, at all times renovations are being conducted.

6. Must perform project cleaning verification.

7. Must have with them at the work site copies of their initial course completion certificate and their most recent refresher course completion certificate.

8. Must prepare required records.

Source: EPA's Small Entity Compliance Guide to Renovate Right

## What are the responsibilities of a Certified Firm?

Firms performing renovations must ensure that:

1. All individuals performing activities that disturb painted surfaces on behalf of the firm are either certified renovators or have been trained by a certified renovator.

2. A certified renovator is assigned to each renovation and performs all of the certified renovator responsibilities.

3. All renovations performed by the firm are performed in accordance with the work practice standards of the Lead-Based Paint Renovation, Repair, and Painting Program.

4. Pre-renovation education requirements of the Lead-Based Paint Renovation, Repair, and Painting Program are performed.

5. The program's recordkeeping requirements are met.

Source: EPA's Small Entity Compliance Guide to Renovate Right

with changes to the rule for the next several years so it will be important to stay up to date on the latest requirements and stand ready to submit comments on how additional changes can impact your business. IBA is here to help guide sort through the requirements and alert members of any changes. Please do not hesitate to e-mail Gretchen@buildindiana.org or call (800) 377-6334 ext. 205 with any questions or if you have been visited by the enforcement agents.

### Brief Summary of the Rule

Please visit <http://www.buildindiana.org/epaleadrule.htm> for important EPA documents on the rule.

### 1. Training and Certification

Beginning in April 22nd, firms working in pre-1978 homes will need to be certified. Along with the firm certification, an employee will also need to be certified as a Certified Renovator. This employee will be responsible for training other employees and overseeing work practices and cleaning. The training curriculum is an eight-hour class with two hours of hands-on training. Both the firm and Certified Renovator cer-

tifications are valid for five years. A Certified Renovator must take a four-hour refresher course to be recertified.

### 2. Work Practices

Once work starts on a pre-1978 renovation, the Certified Renovator has a number of responsibilities. Before the work starts this person will post warning signs outside the work area and supervise setting up containment to prevent spreading dust. The rule lists specific containment procedures for both interior and exterior projects. It forbids certain work practices including open flame or torch burning, use of a heat gun that exceeds 1100°F, and high-speed sanding and grinding unless the tool is equipped with a HEPA exhaust control. Once the work is completed, the regulation specifies cleaning and waste disposal procedures. Clean up procedures must be supervised by a certified renovator.

### 3. Verification and Recordkeeping

After clean up is complete the certified renovator must verify the cleaning by matching a cleaning cloth with an EPA verification card. If the cloth appears dirtier or darker than the card the cleaning must be repeated.

A complete file of records on the project must be kept by the certified renovator for three years. These records include, but aren't limited to: verification of owner/occupant receipt of the Renovate Right pamphlet or attempt to inform, documentation of work practices, Certified Renovator certification, and proof of worker training.

### 4. Exemptions

It is important to note that these work practices may be waived under these conditions:

\* The home or child occupied facility was built after 1978.

\* The repairs are minor, with interior work disturbing less than six square feet or exteriors disturbing less than 20 square feet being exempt.

\* The homeowner may also opt out by signing a waiver if there are no children under age six frequently visiting the property, no one in the home is pregnant, or the property is not a child-occupied facility. EPA has proposed removing this opt-out from the rule.

\* If the house or components test lead free by a Certified Risk Assessor, Lead Inspector or Certified Renovator.

# Certified Lead Renovator Training Classes

Beginning April 22, 2010, if your company engages in remodeling and repair/maintenance, electrical work, plumbing, painting, carpentry, or window replacement that disturbs 6 square feet or more of paint per room inside, or 20 square feet or more on the exterior of a home, child care facility or school built before 1978 then you must have at least one worker from your firm be a certified lead renovator.

**Fines can be up to \$32,500 per day, per violation!**  
**Can you afford not to comply?**

The training will focus on new work practices and important information needed to comply with the U.S. Environmental Protection Agency's Lead-Based Paint, Renovation, Repair, and Painting Program which goes into effect April 22, 2010.

Attend the full-day training class and receive a certification good for five years.

Class sizes are limited so REGISTER today.

### Registration Information

- April 1, 2010 in Terre Haute **Sold OUT**
- April 6, 2010 in Indianapolis **Sold OUT**
- April 7, 2010 in Indianapolis
- April 13, 2010 in Indianapolis
- April 14, 2010 in Indianapolis

Exact locations will be identified on registrants confirmation letters.

Name \_\_\_\_\_  
 Company \_\_\_\_\_  
 Address \_\_\_\_\_  
 City, State, Zip \_\_\_\_\_  
 Phone \_\_\_\_\_ FAX \_\_\_\_\_  
 E-mail \_\_\_\_\_

### Payment Procedure

Total Amount Due \$ \_\_\_\_\_  
 Check Enclosed  
 MC/Visa # \_\_\_\_\_ Exp. Date \_\_\_\_\_ Zip \_\_\_\_\_ Signature \_\_\_\_\_

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



Hosted by the  
Indiana Builders Association



Sponsored by the  
SuperFleet SuperAmerica

### Schedule

8:00 am - 5:00 pm  
includes a one-hour lunch  
on your own break

### Class Fee

\$225 for IBA members  
\$250 for non-members

**Complete and return to**  
Indiana Builders Association  
101 W. Ohio Street, Ste. 1111  
Indianapolis, IN 46204  
FAX (317) 917-0335  
Heather@BuildIndiana.org

### Questions?

1-800-377-6334  
ext. 207

Certain previous EPA approved training courses may qualify you to take only a 1/2 day course. You may research on the EPA web site. If you qualify for the 1/2 day refresher course, please contact IBA.



**THE NEW  
ALL ULTREX SPECIAL SIZES**

**Dealer locations:**

**Brands, Inc.**  
1425 California St.  
Columbus  
812-379-9566  
BrandsLumber.com

**Bushey's Window & Door**  
1701 Fairfield Ave.  
Ft. Wayne  
260-456-1247  
Busheys.net

**Carter Lee Lumber**  
1717 W Washington St.  
Indianapolis  
317-639-5431 Ext. 271  
CarterLee.com

**Garage Doors of Indianapolis**  
5041 W 96th St.  
Indianapolis  
317-217-1995  
DoorsToday.com

**Quality Window & Door, Inc.**  
27888 C.R. 32 W  
Elkhart  
1-888-674-0867  
QWD-Online.com

**Roberts Glass & Service, Inc.**  
7707 Records St.  
(Just off of Pendleton Pike  
Between Franklin & I-465)  
Indianapolis  
317-542-0693  
RobertsGlass.com

**The Lakeshore Design Center**  
613 W Maumee St.  
Angola  
260-668-1070  
Spidel.com

 **Integrity**  
from **MARVIN**  
Windows and Doors  
Built to perform.  
www.integritywindows.com

**Model home deduction saves builders thousands**

**I**n response to IBA's successful lobbying efforts in the Indiana General Assembly, the Indiana Department of Local Government Finance has released a memorandum and form for builders to fill out to claim a property tax deduction for the 2008 payable 2009 tax year for a model/spec home.

Visit IBA's website to download the application at [http://www.buildindiana.org/pdf/](http://www.buildindiana.org/pdf/ModelHomeActApplication.pdf)

[ModelHomeActApplication.pdf](http://www.in.gov/dlgf/files/090528-Rushenberg-Memo-Model-Residence-Deduction-for-the-2008-Assessment-Date.pdf).

A memo with additional details is available online at <http://www.in.gov/dlgf/files/090528-Rushenberg-Memo-Model-Residence-Deduction-for-the-2008-Assessment-Date.pdf>.

The form is also available on-line at [http://www.in.gov/dlgf/files/State\\_Form\\_53947.pdf](http://www.in.gov/dlgf/files/State_Form_53947.pdf).

**Housing Trends & Forecasts**  
featuring housing guru



**Edsel Charles**



Hosted by the Indiana Builders Association

Wednesday, May 5, 2010

9:30 - 11:30 am

Hilton Indianapolis North  
Indianapolis, Indiana

Topics include:

- Housing Forecast for 2010, 2011 & 2012 •
  - Interest Rate History and Forecast •
    - Inventory Changes •
  - Appraisal Issues and Solutions •
  - Advanced Lending Methods •
  - Housing Industry Direction •
- Demographic changes that will affect builders now •

Approved for 2 hours of continuing education credits for NAHB professional designations.



**Meeting Location & Hotel Accommodations:**

Hilton Indianapolis North  
8181 N. Shadeland Avenue, Indianapolis, IN 46250  
Discounted room rate: \$99.00

All meetings will be held at the Hilton Indianapolis North, located at the intersection of I-69 and 82<sup>nd</sup> Street on the northeast side of Indianapolis. A limited number of overnight rooms are available on a first-come, first-served basis at \$99 single/double. You must call KIM WELCH direct at (317)845-7818 or e-mail Kim.Welch@hilton.com and identify you are with the Indiana Builders Association to receive this rate.

**Edsel Charles** is the founder of MarketGraphics Research Group, Inc., one of the largest, new home market research companies in the US. After building over \$100,000,000 of new single-family homes, he started MarketGraphics. Clients include 6 of the top 10 builders, developers, banks, utility companies, Realtors, appraisers and city governments.

MarketGraphics currently gathers housing, employment, and economic data in 21 states with audits encompassing approximately 13.5% of all the housing starts in the nation, 24,000 subdivisions, and 2,500,000 homes and lots.

**Housing Trends & Forecasts Seminar Registration Form**

Name \_\_\_\_\_  
 Company \_\_\_\_\_  
 Address \_\_\_\_\_  
 City, State, Zip \_\_\_\_\_  
 Phone \_\_\_\_\_ FAX \_\_\_\_\_  
 E-mail \_\_\_\_\_  
 Additional Registrants \_\_\_\_\_

**Complete and return to:**  
Indiana Builders Association  
101 W. Ohio St., Suite 1111  
Indianapolis, IN 46204

**Questions?**  
(800) 377-6334 ext. 207  
or (317) 917-1100 ext. 207  
FAX (317) 917-0335  
Heather@BuildIndiana.org

**Payment Procedure:**

\_\_\_ x IBA member company @ \$25 per person  
 \_\_\_ x Non-IBA member company @ \$50 per person  
 Total Amount Due \$ \_\_\_\_\_  
 \_\_\_ Check Enclosed \_\_\_ MC/Visa \_\_\_ Will pay on-site  
 MC/Visa Number \_\_\_\_\_  
 Expiration Date \_\_\_\_\_  
 Signature \_\_\_\_\_

Confirmation letters will not be sent for this seminar

Registrants who fail to attend the conference without 14 days prior written notification are liable for the entire fee. No refunds for cancellations.



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IF YOU THINK YOU KNOW ALL THE REASONS TO USE INTEGRITY. **THINK AGAIN.**



Integrity windows and doors are loaded with reasons why you should use them on your projects. The first being, they're made with Ultrax, a proprietary pultruded fiberglass material that's eight times stronger than vinyl and as strong as steel. No matter how you look at it, they're the toughest most durable windows you can install.



So the next time you're looking for windows and doors for an upcoming job, pick Integrity, for all the right reasons.



At Integrity, we approach every aspect of our business – especially our impact on the environment – by asking how we can do things better. Then we do it.

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# IBA members meet with Legislators







# UNLIMITED TIME OFFER:



Norbord recently asked the NAHB Research Center to compare the air leakage between horizontally installed panels and vertically installed TallWall. With up to a 60% reduction in air infiltration, there was no comparison – TallWall won hands down. TallWall stretches from floor framing to top plate, making mid-wall horizontal joints a thing of the past. Plug the holes in your building strategy. Build vertically, with TallWall.

**BUILD ENERGY EFFICIENCY INTO EVERY HOUSE.  
TAKE OUR WORD FOR IT OR TAKE THEIRS. READ  
THE NAHB-RC REPORT AT [TALLWALLOS.B.COM](http://TALLWALLOS.B.COM)**



Also available in either FSC or SFI CoC

# News From Around the State



IBA President Andy Place, Sr., CGB, CGP, (left) installed the BA of Greater Indianapolis officers at their black-tie event, (second from left to right): Vice President Geoff Horen, CAPS, Secretary Teri Tillery, Treasurer Brian Adams, and Parliamentarian Tom Bedsole.



Mike Smith, CGA, CGP, (left), Monsma Marketing, is awarded the 2009 Associate of the Year for the BA of Elkhart County by 2009 BAEC President, Jeff Martin, GMB, CGB, CGR, CAPS, CGP.



BA of Greater Lafayette President Pat Richard, CGB, CGP (right) presents Tom Andrews, CGP, Henry Poor Lumber, with the BAGL Associate of the Year award.



IBA President Andy Place, Sr., CGB, CGP, (right) congratulates Dan Wolf, Bedrock Builders, for being elected President of the BA of Greater Indianapolis.



The HBA of Southern Indiana recently discussed their next community outreach program to help a family with a special needs child live more comfortably with a bedroom and bathroom that will accommodate the child's special needs (left to right) are: Greg Furnish, CGP, IBA Secretary; Dawn McLean, Executive Officer; Mark Werncke, President; Ty Romeo, board member, and Ken Smith, State and National Life Director and PAC Chairman.



IBA state associate area vice president Tim Eckert (left) welcomes IBA President Andy Place, Sr., CGB, CGP, to the BA of Greater Lafayette's membership meeting.



Burke Jones (center) serves on the Indiana Fire Prevention and Building Safety Commission representing volunteer fire departments and was the guest speaker at a recent BA of River Valley meeting. Officers of the Madison-based local are (left to right): Larry Childress, President; Bill Webster, Treasurer; Jones; Ralph Lee, Vice President, and Sara Day, Secretary.



Picture at Left: BIA of Northwest Indiana and Porter County BA 'Builders Panel' for 2010 are (top row, left to right) Rick Wajda, IBA CEO; John Kremke; Robin Verta, BIA President; Bryce Pickering; and John Rosmantz; (bottom row, left to right) Brad Ericks; Frank Morin and Andy Place, Sr., CGB, CGP, IBA President.

## Members of the Indiana Builders Association gather at the International Builders Show in Las Vegas



Vincennes Area BA President Brian Lindsey, GMB, CGB, CGR, CGP, presents Shirley Rose with her 5-year service award pin from the IBA Executive Officers Council. Thanks Shirley for your GREAT service to the association.



# 'Grow, Educate, Engage and Retain'

Hello Indiana Builders Association Members! Breakthrough events are happening! FYI, at the membership committee meeting in February a brilliant event occurred: The associate and membership committee's joined forces for the foreseeable future. The "common goal"—building membership by strengthening existing relationships while educating members not only on the value of membership at the local level but the real value of membership with the Indiana Builders Association.

It is my privilege to partner with Lori Lewis, chairperson of the Associates committee in this undertaking. I can tell you that prior to the February meeting; I knew that the complexion of both committees will be forever changed based merely on the phone and email conversations Lori and I shared. The crux of the mindset was to set a common goal that energizes membership; provide educational opportunities; engage our members (i.e. get you involved rather than setting on the sidelines) while retaining members.

To that end, I want to thank those of you attending the February Committee meeting. Your input, insights, outside the box thinking, high level of care and understanding and commitment as we move forward will benefit this great association. I extend an open invitation to all members to participate with us as we move forward and join us with your time and talents serving on this committee.

To be more definitive, as IBA moves forward, our credo "Grow, Educate, Engage



*Indiana Builders Association's*  
**Membership Movement**  
Doug Miller, GMB, CGB, CGP, CAPS  
DL Miller Construction  
Membership Chairman

and Retain" will be our roadmap. Let's talk about each point briefly.

**Grow:** Seems obvious doesn't it, you grow or you shrink, wither and go away. Given the history of IBA, withering and going away is not an option. So we build!

At the risk of being redundant, building is the process of sponsoring and recruiting members. Each member is responsible!

Recruiting works by sharing our personal perspective and experience with those involved in housing who are not currently members.

Growth comes as a positive response to participating in the process of maintaining our businesses, networking and business to business opportunities. Growth also comes from a simple desire to be around other individuals who maintain a "positive mindset", who are committed to developing a plan to move forward in the face of adversity. Growth is about establishing relationships.

**Educate:** Now is not the time to sit back, relax and enjoy the ride. Now is the time to

grind it out, get in a few faces and make things happen. Education works the same way.

You and I have the obligation to continually communicate the net results of being involved. Most recently, due to the active participation of many members working with our staff, fire sprinklers in residential housing has been temporarily sidelined, storm water runoff in subdivisions that affect neighboring properties was denied and onerous provisions of "employee classification" were removed.

In addition, the state offers classes from the NAHB University of Housing that raise the level of performance for the housing industry that can result in the CAPS, CGP, CGB, GMB, CGR, GMR, and CGA designations.

IBA sponsors lead renovator training around the state which prepares remodelers to adhere to the federal mandate.

Weatherization training has been immensely valuable in providing not only jobs for you, but increased value and energy efficiency for Indiana homeowners.

**Engage:** You are IBA's most valuable asset! And your membership is your most valuable business tool! I realize comfort level has everything to do with participation in any organization we choose to belong to.

Frankly speaking, your return on your membership and the continued health of your business will grow by your participation on a committee, by becoming a state director or simpler yet, by responding with your business perspective and expertise

when a call to action is sent from IBA's Governmental Affairs team.

Your voice and your participation are vital to the continued success of IBA. It will also speak volumes to your clients when they see how your involvement raises your level of performance.

**Retain:** Simply, we ask you to maintain your membership! Period! I personally thank you for your continued support, understanding that paying that membership fee and especially your PAC contribution requires budgeting and planning. Thank you for understanding the value of that support, so that staff can carry out the job they have been empowered and directed to do.

I don't know what prompted this last thought, but I began asking myself; "When was the defining moment that most shaped and influenced IBA"? My conclusion; the day the original group gathered, defined the mission of IBA, created the formula for implementation and moved forward. Historical, as we look back, wasn't it? Think about how that decision has impacted the success of affordable housing in this great state! Awesome!

Think about this: IBA was contemporary and relevant when founded, and it is contemporary and relevant today because of the composition of its members: YOU! My question: Why wouldn't you want to be a member?

To reiterate my offer: Help us with membership; join the committee; let's take it from mundane to over the top effective.

Hope to see a lot of new faces at the Board and Committee meetings in May!

## Membership Summary by State for Indiana for 02/28/2010

Base Date: 12/31/2009

Assn No.	Co ID	Name	Bldrs	Assoc	Affl	February Total	Dec-09 Total	Gain (Loss) Y-T-D	Gain (Loss) YTD%	NPD	Cancellations		Transfers		Reinstatement		Annual Retn Rate	New Members	
											February	Y-T-D	IN	OUT	February	Y-T-D		February	Y-T-D
1500	650	Indiana BA	0	0	0	0	0	0	0.0%	0	4	4	4	0	0	0	-400.0%	0	0
1504	34	Madison County Chapter	7	18	0	25	25	0	0.0%	0	1	3	0	0	1	2	61.9%	1	1
1508	22	Monroe County Building Association	37	79	0	116	119	-3	-2.5%	3	0	3	0	0	0	0	78.9%	0	0
1511	23	BA of Dubois County	54	97	0	151	154	-3	-1.9%	8	5	7	0	0	0	2	87.7%	0	2
1512	24	BA of Elkhart Co	82	274	0	356	357	-1	-0.3%	16	6	9	0	0	0	0	70.5%	3	8
1519	357	North Central Indiana Chapter of NAHB	0	0	0	0	4	-4	-100.0%	0	0	0	0	4	0	0	0.0%	0	0
1522	87	Dearborn Co HBA	10	39	0	49	54	-5	-9.3%	2	4	6	0	0	1	1	58.2%	0	0
1523	93	East Central Indiana Chapter	0	0	0	0	0	0	0.0%	0	0	0	0	0	0	0	0.0%	0	0
1524	414	Southwestern Indiana Builders	98	241	0	339	337	2	0.6%	9	6	10	0	0	1	4	78.0%	2	8
1528	183	HBA of Fort Wayne	82	253	0	335	341	-6	-1.8%	12	4	11	0	0	1	2	75.9%	2	3
1530	512	Gibson Co Chapter	5	11	0	16	16	0	0.0%	3	0	0	0	0	0	0	71.4%	0	0
1532	184	HBA of Howard County Inc	27	86	0	113	115	-2	-1.7%	6	3	4	0	0	1	1	74.3%	1	1
1534	131	BA of Laporte County	23	44	0	67	72	-5	-6.9%	3	0	5	0	0	0	0	80.0%	0	0
1535	185	Lawrence County Chapter	8	26	0	34	33	1	3.0%	1	0	0	0	0	0	1	71.8%	0	0
1536	132	Southeastern Indiana chapter	7	8	0	15	22	-7	-31.8%	1	7	7	0	0	0	0	42.3%	0	0
1540	133	BIA of NW Indiana	56	173	7	236	233	3	1.3%	8	8	12	0	0	2	8	52.3%	2	7
1541	25	BA of Kosciusko-Fulton Counties	42	124	0	166	172	-6	-3.5%	7	7	10	0	0	0	0	69.3%	3	4
1544	134	BA of Greater Indianapolis	253	437	0	690	692	-2	-0.3%	23	11	39	0	0	10	26	64.0%	3	11
1548	26	BA of Greater Lafayette	40	121	0	161	167	-6	-3.6%	5	4	7	0	0	0	1	69.6%	0	0
1550	298	Jasper County HBA	9	18	1	28	29	-1	-3.4%	4	1	3	0	0	0	1	58.3%	0	1
1552	186	Grant County Chapter of NAHB	0	1	0	1	2	-1	-50.0%	0	1	1	0	0	0	0	8.3%	0	0
1554	676	Marshall Co Chapter	11	23	0	34	34	0	0.0%	5	0	0	0	0	0	0	74.4%	0	0
1556	332	East Central Indiana Builders Association Inc	12	60	2	74	75	-1	-1.3%	2	0	4	0	0	2	3	66.7%	0	0
1563	457	Vincennes Area Chapter	16	39	0	55	56	-1	-1.8%	3	3	3	0	0	0	1	72.7%	0	1
1564	733	BA of Porter County	44	170	0	214	208	6	2.9%	9	9	14	0	0	7	7	64.5%	9	13
1566	187	HBA of Southern Indiana	55	173	0	228	238	-10	-4.2%	9	6	14	0	0	2	3	61.5%	1	1
1570	483	Wayne County BA	5	23	0	28	30	-2	-6.7%	2	1	2	0	0	0	0	51.0%	0	0
1572	27	BA of Northeast IN	27	56	0	83	88	-5	-5.7%	6	3	5	0	0	0	0	61.6%	0	0
1574	549	Jackson-Jennings Builders Association	9	12	0	21	22	-1	-4.5%	7	0	1	0	0	0	0	63.3%	0	0
1576	539275	River Valley Chapter of NAHB	6	13	0	19	19	0	0.0%	1	2	4	0	0	0	2	66.7%	0	2
1578	188	HBA of St Joseph Valley	53	135	20	208	205	3	1.5%	7	1	3	0	0	1	2	73.2%	2	4
1582	189	HBA of Gr Terre Haute	53	160	0	213	214	-1	-0.5%	9	14	14	0	0	1	11	67.9%	0	2
1590	795	Whitley Co Chapter	0	0	0	0	0	0	0.0%	0	0	0	0	0	0	0	0.0%	0	0
1598	550	Henry County Chapter	4	7	0	11	11	0	0.0%	2	0	0	0	0	0	0	61.1%	0	0
<b>Indiana Totals:</b>			<b>1,135</b>	<b>2,921</b>	<b>30</b>	<b>4,086</b>	<b>4,144</b>	<b>-58</b>	<b>-1.4%</b>	<b>173</b>	<b>111</b>	<b>205</b>	<b>4</b>	<b>4</b>	<b>30</b>	<b>78</b>	<b>67.7</b>	<b>29</b>	<b>69</b>

# Complete the Census 2010 so Indiana gets its fair share

**M**ark your calendar today for Census Day on April 1st as a reminder to take ten minutes and complete the 2010 Census questionnaire. The U.S. Census counts every resident in the United States as mandated by the Constitution to take place every ten years and personal information is kept confidential. Census data impacts all levels of government, political representation, and the home building industry by forecasting future housing needs and land use. The data will also assist with planning government budgets and school funding. The Census is the only uniform Federal questionnaire sent to everyone in the U.S. every ten years and needs to reflect an accurate count.

Following the Census 2000, \$388 million in federal grants shifted to states with the biggest estimated population increases based on the census. The Indiana Department of Administration Commissioner Mark Everson has said that each person who returns that questionnaire can secure up to \$1,200 in federal funds for the persons local community. With the Federal government dispersing more than \$400 billion in funds to states each year for items such as neighborhood improvements, public health and education it is important Indiana re-



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

ceives its fair share.

Funding at the state level is also dispersed based on population counts and can impact how much money your area receives in future budget cycles. According to the Census Indiana website, examples of revenues dispersed based on population counts from census data include: gaming revenue, cigarette tax fund, excise tax revenue, local road and streets accounts, rural development fund, motor vehicle highway account fund, distribution of money from the Indiana library and historical board to eligible public library districts, evaluation of enterprise zone applications, establishing priorities for community residential facilities, and issuance of permits by the alcohol and tobacco commission.

Many businesses will also analyze data

when determining future economic development opportunities. Businesses sometimes use data to identify the size of their market, evaluate new business opportunities, select the most appropriate locations for their operations, make investment decisions, and assess the labor supply. Economic indicators, such as per capita GDP and unemployment rate, are also reinforced by data obtained from the questionnaire.

In addition to public funds and implications for businesses, the Census also impacts your representation at all levels of government. At the federal level, data helps determine the number of electoral votes Indiana will have to cast in presidential elections. Legislative districts, determined at the state level, will be redrawn based on populations to determine boundaries. Locally, school districts and Ivy Tech Community College service areas are tied to the population count.

With so much on the line for Indiana, please remember to return the questionnaire and be counted. Remember after Census 2000 Indiana lost a seat in the U.S. House of Representatives and if you decide against returning the questionnaire, you not only put funding in jeopardy but also the volume of your voice during elections.

## Home Buyer Tax Credit Expires April 30

### Who is Eligible

\* First-time home buyers, who are defined by the law as buyers who have not owned a principal residence during the three-year period prior to the purchase, may be eligible for up to an \$8,000 tax credit.

\* Existing home owners who have been residing in their principal residence for five consecutive years out of the last eight and are purchasing a home to be their principal residence ("repeat buyer"), may be eligible for up to a \$6,500 tax credit.

\* All U.S. citizens who file taxes are eligible to participate in the program.

### Income Limits

\* Home buyers who file as single or head-of-household taxpayers can claim the full credit (\$8,000 for first-time buyers and \$6,500 for repeat buyers) if their modified adjusted gross income (MAGI) is less than \$125,000.

\* For married couples filing a joint return, the combined income limit is \$225,000.

\* Single or head-of-household taxpayers who earn between \$125,000 and \$145,000, and married couples who earn between \$225,000 and \$245,000 are eligible to receive a partial credit.

\* The credit is not available for single taxpayers whose MAGI is greater than \$145,000 and married couples with a MAGI that exceeds \$245,000.

### Effective Dates

\* The eligibility period for the tax credit is for homes purchased after the date the legislation was enacted, and before May 1, 2010. However, home purchases subject to a binding sales contract signed prior to April 30, 2010 will qualify for the tax credit provided closing occurs prior to July 1, 2010.

### Types of Homes that Qualify

\* All homes with a purchase price of less than \$800,000 qualify, including newly-constructed or resale, and single-family detached, townhomes or condominiums, provided that the home will be used as their principal residence. Vacation home and rental property purchases do NOT qualify.

### Tax Credit is Refundable

\* A refundable credit means that if the amount of income taxes you owe is less than the credit amount you qualify for, the government will send you a check for the difference.

\* For example: A first-time buyer who qualifies for the full \$8,000 credit who owes \$5,000 in federal income taxes would pay nothing to the IRS and receive a \$3,000 payment from the government. If you are due to receive a \$1,000 refund, you would receive \$9,000 (\$1,000 plus the \$8,000 first-

time home buyer tax credit).

\* Another example: A repeat buyer who owes \$5,000 would pay nothing to the IRS and receive \$1,500 back from the government. If you are due to get a \$1,000 refund, you would get \$7,500 (\$1,000 plus the \$6,500 repeat buyer tax credit).

\* All qualified home buyers can take the tax credit on their 2009 or 2010 income tax return.

### Payback Provisions

\* The tax credit is a true credit. It does not have to be repaid unless the home owner sells or stops using the home as their principal residence within three years after the purchase.

Visit [www.federalhousingtaxcredit.com](http://www.federalhousingtaxcredit.com) for more detailed information on the new tax credit or contact Gwyn Donohue at 800-368-5242 x8447 or via e-mail at [gdonohue@nahb.com](mailto:gdonohue@nahb.com).

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### Contact Elected Officials

### Make Your Voice Heard

### Up-To-Date State & Local Government Information

### What is voterVoice?

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

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

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

**ALL IBA MEMBERS SHOULD REGISTER!**

### voterVoice Registration

Yes, sign me up today to be proactive at the grassroots level.

I want to receive future alerts from IBA.

### User Information

First Name \_\_\_\_\_  
Last Name \_\_\_\_\_  
Suffix \_\_\_\_\_  
E-mail \_\_\_\_\_

### Home Information

Address \_\_\_\_\_  
City \_\_\_\_\_  
State \_\_\_\_\_ Zip \_\_\_\_\_

### Business Information

Your Title \_\_\_\_\_  
Company \_\_\_\_\_  
Phone \_\_\_\_\_  
Co. Address \_\_\_\_\_  
City \_\_\_\_\_  
State \_\_\_\_\_ Zip \_\_\_\_\_

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

*Or fill out the form online by visiting IBA's Web site:*  
[www.BuildIndiana.org/VoterVoice.htm](http://www.BuildIndiana.org/VoterVoice.htm)

*Questions? Call Gretchen at (800) 377-6334*

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Presenting a fantastic seminar on "Surviving and Thriving" were (left to right): Joe Zehr, Kathy Mackey, IBA President Andy Place, Sr., Ric Zehr, and Donnie Stash, CGP. They discussed how they adjusted their business models to be successful within the changing economic times.

## Fire Sprinklers (from page 1)

### Fire Facts:

**Fire fatalities have steadily decreased over the past two decades.**

In 1979 the number of fire deaths was 5,998. By 2001 it fell to 3,326, a decline of 44.5 percent. Accounting for the increase in the U.S. population by 60 million, the fire death rate per million persons (FDPM) fell from 26.7 to 11.7, a decline of over 56.2 percent. In 2008, 28 Indiana residents and 0 firefighters died as the result of fires - 20 fewer deaths than in 2007. In addition, residential fires in Indiana have decreased each year for the last three years from 6,652 in 2006 to 6,620 in 2007 and 6,493 in 2008.

**Why the decrease in residential fire deaths?** Increased fire protection and fire prevention education. Even as today's homes get older, they continue to offer fire protection because of previous code provisions for fire separation, fire blocking and draft stopping, emergency escape and rescue openings, electrical circuit breakers, capacity and outlet spacing, and the reduced need for space heaters in energy efficient homes. The concerted efforts of fire fighters, home builders, educators, and safety advocates to provide fire prevention education is a practical, effective and proven approach to reducing home fires.

**Smoke detectors save lives.** Over 90 percent of the occupants survived fires that were reported to have occurred in homes equipped with hard-wired, interconnected smoke alarms from 2000-2004.

Costs vary significantly, ranging from \$2.66 per sq. ft. to \$6.88 per sq. ft., depending on a home's location, layout, number of stories and access to water - particularly in rural parts of Indiana where many homes are on wells.

31,000 to 81,000 Indiana households will be priced out of the market for a new home if the price of a new home increases by \$5,000 to \$13,000, which is the estimated cost of installing a sprinkler system.

Requiring fire sprinklers will not decrease taxes or fees and has a negligible effect on insurance rates resulting in almost no pay-back, if any.

**When given a choice, homeowners are not likely to install sprinklers.** In a national survey of 800 likely voters to determine some of their opinions regarding residential fire sprinklers, 89 percent said that smoke detectors already do an adequate job of protecting them in their homes and 28 percent do not want sprinklers at all, even if they were provided free of charge.

**Water damage can be a significant problem.** Sprinklers will discharge water until the fire department has been notified, arrives on the scene, evaluates and determines the structure is safe, and then locates and turns off the water supply.

**Maintaining a residential fire sprinkler system is not the same as maintaining a smoke alarm system.** The sprinkler valves must be checked to verify the system is activated. The heads must be checked to make



Participants in the signing ceremony for the Indiana Department of Labor & Indiana Builders Association Alliance Agreement are (front row, left to right): Mike Bell, GMB, CGB, CGR, CGP, CAPS; Commissioner Lori Torres; IBA's 2009 President Dennis Spidel, GMB, CGB, CGP; and Deputy Commissioner Sean Keefer, (back row, left to right): Gretchen White, Deputy Commissioner Jeff Carter, and Rick Wajda.

sure they are clear of obstacles. If a backflow prevention device is installed, an annual inspection will be necessary. Sprinkler pipes in the antifreeze-type systems installed in colder climates should be emptied then refilled with an antifreeze solution every winter, and monthly inspections and tests of all the water flow devices, pumps, air pressure and water level must be performed.

**Residential fire sprinklers do not have a measurable track record.** There is no study that shows how long sprinkler systems will last. After smaller recalls by other companies in 1998 and 1999, a major fire sprinkler manufacturer recalled 35 million fire sprinkler heads in 2001 and any requirements that the manufacturer notify owners of homes where these defective heads have been installed have now expired.



Mike Bell, GMB, CGB, CGR, CGP, CAPS, IBA OSHA Safety Committee Chairman, watches as Indiana Department of Labor Commissioner Lori Torres signs an alliance agreement with the Indiana Builders Association.

## IBA warming the hearts and homes of Indiana hoosiers with energy program

The Indiana Builders Association is warming the hearts and homes of Indiana hoosiers as they proceed to provide home energy conservation measurers in 3,334 homes across Indiana.

IBA is a subgrantee of the Indiana Housing and Community Development Authority (IHCDA) to administer the Indiana Home Energy Conservation Program to thousands of Indiana residents, with over \$21 million dollars to be spent on energy conservation measurers in 38 counties across Indiana.

IBA is contracting with independent auditors and contractors to perform the home energy conservation measures. Those interested in contracting with IBA for the Home Energy Conservation Program must

submit information, enter into an agreement with IBA, and supply additional information (such as proof of insurance, training certificates, etc.) before being eligible for work.

Anyone interested in performing auditing and/or contracting services for IBA must complete the proposal request on-line at [www.IBAEnergy.org](http://www.IBAEnergy.org). Auditors also need to complete and submit all documents required on the Auditor Contract Checklist also available at [www.IBAEnergy.org](http://www.IBAEnergy.org). Contractors need to complete and submit all documents required on the Contractor Contract Checklist also available at [www.IBAEnergy.org](http://www.IBAEnergy.org).

Visit [www.IBAEnergy.org](http://www.IBAEnergy.org) for more details.

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