

The Indiana Bildor™



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The Only Statewide News Coverage of Residential/Light Commercial Construction



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Wacker Recruits 22 New Members in 2006 to Achieve IBA Excellence Award

- HBA of St. Joseph Valley Records Highest Retention Rate in Indiana, 4th Highest in Nation -

For the past 17 years, the Indiana Builders Association has recognized the outstanding efforts of the one member who recruits the most new members throughout the year and awarded that member the "Paul Johnson Award for Excellence in Membership Recruiting".

Indiana's number one membership recruiter for 2006 is Rob Wacker, a builder member with Windsor Homes by Jeff Gilmore in Ft. Wayne. He is a past president and State Director of the HBA of Ft.



Wacker

Wayne, IBA's second largest local association. He also serves on IBA's Land Use Committee.

Wacker has been an active membership recruiter for years, holding NAHB's Green Spike status with 93 Spike credits recorded to date.

The IBA Board will recognize and applaud Wacker's recruiting efforts at their upcoming Board meeting by presenting him with the coveted "Paul Johnson Award for Excellence in Membership Recruiting." The meeting will be held on Tuesday, May 1, 2007 at the HH Gregg Conference Center in Indianapolis.

Other top membership recruiters in 2006 around the state include: Pete Gray, Executive Homes, Indianapolis, with 21 new members; Ryan Baker, GMB, CGB, Rick Jenkins

Builders and Developers, Terre Haute, with 20 new members; and Linda Rogers, Nugent Builders, South Bend, with 19 new members.

Led by President Linda Rogers, the HBA of St. Joseph Valley retained the most members in Indiana in 2006, recording a 95.2 percent retention rate, the highest retention rate of all of Indiana's 33 local Builders Associations. The association held the fourth highest retention rate in the nation, and the highest retention rate in the nation for associations with 200 to 349 members.

In addition to maintaining their current members, the HBA of St. Joseph Valley also recruited 44 new members while canceling just 12 members for a net gain of nearly 13 percent. Based outside of South Bend, this local is the eighth largest in Indiana with

280 members. The HBA of St. Joseph Valley is Indiana's third oldest Builders Association having received its charter in 1946.

The BA of River Valley, based in Madison, recorded the second highest retention rate of all Indiana's local Builders Associations at 93.3 percent. Chartered in 2004, this local doubled its membership while canceling only one member in 2006.

Chartered 30 years ago, the Vincennes Area BA (VABA) recorded the third highest retention rate in 2006 with 92.7 percent. The VABA recruited eight new members and cancelled only three members for a net gain of 12.2 percent.



IBA Golf Outing Set for May 22nd

The Indiana Builders Association's (IBA's) 2007 Build-PAC Tournament of Champions is set for May 22nd at the Battleground Golf Course in Lafayette, Indiana. The event is held to raise funds for the NAHB Build-PAC, the political action fund for the National Association of Home Builders (NAHB), and the Indiana Builders Association.

"Thanks to the incredible generosity of John Scheumann who is donating the course for the cause," comments Stephen Robinson, CGB, CGR, GMB, CAPS, IBA President, "we are able to raise even more funds to support affordable housing at the federal level."

The NAHB Build-PAC supports campaigns of legislators seeking federal office who support affordable housing and small business initiatives.

"We're asking each member to get involved in proactive political action and to participate as a golfer, a sponsor, or as a Build-PAC contributor," states IBA Golf Committee Chairman Mike Crabb, Pillar Group, Indianapolis. "We are designing a first-class, fun event for everyone. Marvin Windows is our major sponsor and will provide each golfer with a gift." SuperFleet SuperAmerica is a Gold Sponsor.

This year we are at a new location, with two new contests. Golfers can "Beat the CEO", Rick Golf Outing (see page 23)



Certified Aging-In-Place (CAPS) Market Growing in Indiana

- Courses to be held in Evansville in April -

More and more residents want to age in place in their homes and communities; however, most homes are not designed to accommodate the changing needs of people over 65. Fortunately, creative renovations using a variety of products consistent with the principals of Universal Design can make the dream to age in place a reality. All builders and remodelers can drastically increase their business by taking advantage of this growing market.

Renovations to homes to allow for aging in place include installing zero-threshold showers and grab bars, widening doorways and hallways, exchanging door knobs with door levers. Other changes include lowering light switches and thermostats and enhancing the lighting.

Certified Aging-In-Place Specialist
Houses For Living, Houses For Life

CAPS (see page 23)

IBA Statewide Membership Drive

April 25th and 26th are the days set aside for all local associations across the state to participate in a statewide membership drive hosted by the Indiana Builders Association (IBA).

Leaders from nearly all of IBA's 33 local associations will participate in Training Day Sessions to be held March 13th and 14th in Indianapolis. These sessions will provide a guidebook, ideas, and techniques for hosting membership drives that have worked successfully across the country to increase builders associations' memberships from 15 to 50%.

Representatives from The Oliver Group, a Seattle, Washington-based company, will converge in Indianapolis to teach leaders from across Indiana how to increase their membership with their proven DIRECTdrive membership drive program. This program is a two-day, team based, intense, competitive and fun process designed to attract a maximum number of new members in a short period of time. The Oliver Group will also work with each local association to manage the drive and create all materials, handouts, web development and collateral associated with the project.

The team-based membership drive process requires approximately two hours of participation by team members and board members in addition to attendance at a one-hour kick-off party. The local associations will host kick-off parties on April 24th and the drive will take place at local associations across the state on April 25th and 26th.

The IBA agreed to partner with all local associations who opt-in to the membership drive and to pay 50% of The Oliver Group fees.

Associations participating in the statewide membership drive include: Indianapolis, Southwestern, Terre Haute, Ft. Wayne, Madison Co., Southern Indiana, St. Joseph Valley, Marshall Co., Lafayette, Howard Co., Porter Co., Elkhart Co., Kosciusko-Fulton Counties, Muncie, Dearborn County, Henry County, Northwest Indiana, and Northeast Indiana.

For more details on how you can participate, call the IBA office at (800)377-6334.

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**Sales & Marketing & Design
Build Designation Classes to be
Offered in Indianapolis in April
- See page 18 for details -**

Housing and the Indiana General Assembly

By the time you read this article, the Indiana General Assembly will have passed the half-way point for the long budget writing session for 2007. The Indiana Builders Association (IBA) has been actively lobbying on your behalf on numerous pieces of legislation that impact your business and the housing industry as a whole.

I have included below a brief overview of several pieces of legislation that are moving through the process that have a direct impact on your business. Please feel free to call the IBA office at (800)377-6334 or via e-mail at Rick@BuildIndiana.org if you have any specific questions or concerns regarding any piece of legislation being debated in the Indiana General Assembly.

IBA's Governmental Affairs Team and IBA's Senior Officers are constantly discussing and reviewing pieces of legislation and amendments to insure that housing affordability is promoted and protected in any bill that is passed. Affordable housing at all price points is critical to Indiana's continued success in economic development. Regulations and laws should not hamper the building industry's ability to



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

bring a quality, affordable product to the marketplace.

MECHANIC'S LIENS

HB 1163 Subcontractors Liens
(Orentlicher, D-Indianapolis)

<http://www.in.gov/legislative/bills/2007/IN/IN1163.1.html>

Provides that a contractor must pay all subcontractors within five business days after receiving payment from a homeowner or builder. Provides that a builder must disclose to a purchaser all subcontractors used in new home construction. Requires a contractor to provide notice to all subcontractors when the contractor has been paid by a homeowner or builder. Prohibits a subcontractor from filing a lien against a property

if the primary contractor has received full payment for the contract. Allows a subcontractor to file an action against a prime contractor to recover any unpaid claims due under a contract between the prime contractor and the subcontractor.

HB 1163 has received numerous committee hearings over the last two months and IBA has worked with the author and committee members to relay concerns of the industry with the legislation. As of press time, the bill has not moved out of committee for a full House vote. The IBA Mechanic's Lien Task Force is also looking into a model from the state of Utah that would create a state construction registry for consumers and contractors to stay better informed of who is on a jobsite.

GREEN BUILDING

HB 1812 Energy Efficient Buildings
(Pierce, D-Bloomington)

<http://www.in.gov/apps/lisa/session/billwatch/billinfo?year=2007&session=1&request=getBill&docno=1812>

Requires a public works contract that is for the construction of a public building or structure and is entered into after December 31, 2007, to require that the building or

structure must meet at least the silver rating under the United States Green Building Council's Leadership in Energy and Environmental Design (LEED) rating system or an equivalent rating system, such as a Two Globes rating system under the Green Building Initiative's Green Globes rating system. Requires a public works contract that is for the reconstruction, repair, alteration, or retrofitting of a public building or structure and is entered into after December 31, 2007, to require that the building or structure must meet at least the standards for existing buildings under the LEED rating system or an equivalent rating system. Allows a county fiscal body to adopt an ordinance providing a deduction from the assessed value of a newly constructed building or a rehabilitated building that is certified to meet the LEED rating system or an equivalent rating system. Requires the ordinance to specify the amount of the deduction.

HB 1812 passed out of the House Environmental Committee in February and is under consideration in the House of Representatives. The author of the bill and chairman of the committee have addressed sev-

General Assembly (see page 9)

2007 Build-PAC Tournament of Champions

New Location!

Tuesday, May 22, 2007
Battle Ground Golf Club
Lafayette, Indiana

10:30 a.m. Registration, Driving Range, Lunch, & Putting Contest
 12:00 p.m. Shotgun Start
 5:00 p.m. Dinner & Awards

"Take a Swing at Politics"

The Indiana Builders Association is hosting a first-class golf tournament and reception to raise funds for the IBA and for the NAHB Build-PAC.

Major Sponsors

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Why Support Build-PAC?

* Protect housing interests on the federal level. * Stop anti-growth legislation. *
 * Supporting "pro-business" & "pro-housing" candidates for elective office is critical to the success of maintaining housing affordability. *

Participation & Sponsorship Form

Golfer Registration

(Includes green fees, cart rental, refreshments, lunch, favors, dinner, & awards)

___ \$600 foursome ___ \$160 one golfer (includes string and door prize ticket)

___ \$60 (includes strings / skins / door prize ticket for team)

Players _____

Team/Company _____

Contact Name _____

Address _____

City, State, Zip _____

Phone _____ FAX _____

All golf registrations on a first-come, first-served basis, and only guaranteed with payment. No refunds for inclement weather. 50% cancellation fee. No refunds within 10 days of event.

Gold Key PAC Sponsor

___ \$2,000 (Gold Key Club, Bronze Sponsor, Foursome - \$1,000 must be paid by personal check)

Please complete & return to: Indiana Builders Association, Inc.,
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Questions? Call Brooke at (800) 377-6334 ext. 107 * In Indianapolis 236-6334
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 ___ Other \$ _____

NAHB Build-PAC Clubs

(Contributions to NAHB Build-PAC Clubs must be personal funds & include recognition and signage at the event, recognition in "The Indiana Bildor" newspaper, and admittance to the dinner, but does not include golf)

Capitol Club ___ \$5,000 Annually
 Platinum Club ___ \$2,500 Annually
 Gold Key ___ \$1,000 Annually
 Dollar-A-Day ___ \$365 Annually
 The Hundreds Club
 ___ \$100 ___ \$ _____ Other
 Indiana's Champions Club
 ___ \$20 ___ \$ _____ Other

Payment Options

Corporate checks make payable to IBA.
 Personal checks make payable to NAHB Build-PAC.

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The Delicacy of Maintaining Housing Affordability

Salutations everyone! Has another month already come and gone? Last month it was an AFC Championship, then a Super Bowl championship, then a blizzard and an arctic weather front. This alone would be enough to overwhelm and fill the days for the average person, yet in the midst of this whirlwind we have the Indiana General Assembly meeting for a long session this year.

As we see almost every year, there are several bills introduced in the Indiana General Assembly that do nothing to facilitate the continued robust development of housing in Indiana. What we have seen is several bills that directly impact the building and remodeling industry. IBA is currently working with interested parties on a bill that would change the already existing mechanics lien rules to make it a criminal act to not pay your subcontractors within five days of getting paid on a job, whether you have a dispute with them or not. There have been bills proposed that would create recording fees for real estate transactions and school impact fees. Our industry must continue our vigilance to keep Indiana a strong state for affordable housing.

We can be proud that our state has one of the highest home ownership rates in the world — in addition to being one of the most affordable housing states in the nation. This is a product of previous legislatures understanding the importance of housing affordability.

We have seen a softening in the markets in Indiana of about 15 to 20 percent in the last year. We have had a number of challenges as a state for job retention and business development statewide. The last thing that we need to see right now are things that put even more pressure on business owners and investors.

My involvement in the Indiana Builders Association and National Association of Home Builders has afforded me the opportunity to learn more about energy efficiency, best building practices, green building and remodeling. I champion these causes because we as contractors can make a difference by offering our customers an option in how their project is constructed. Many of you have been in classes and seminars that I have written and taught on the subjects and you understand my passion for these topics. There has to be some balance and thought to the process of making these things come into fruition. These areas need to be market driven. The consumer should ask for it and the market should be met as the demand requires. Proper education must take place on the consumer, installer, supplier, and designer side of the equation. There must be a reasonable return on the investment. These measures should not be mandated from the Legislature.

We have a series of processes in Indiana for energy efficiency and codes. We were the first state in the nation to adopt a statewide universal building code in the early seventies. The Indiana Builders Association was instrumental in making the statewide code a reality. We have long held in Indiana that the codes process should have



President's Message

By Stephen

Robinson,

GMB, CGB, CGR, CAPS,

New Castle

President,

Indiana Builders Association

public comment, thoughtful process, and reasonable codes for safety and affordability. We have always been vehemently opposed to mandates to the codes circumventing the process. For the most part they tend to be reactionary measures put through by those who have a different agenda than safety and affordability in housing. In many instances they have the best of intentions in mind, yet they lack the depth of knowledge that comprises the members of the codes review process that we have in Indiana.

This is why it is so vitally important to keep codes issues in the hands of those who do it everyday. We have seen some legislation in this session that would mandate not only the energy efficiency of public works structures in Indiana, but require them to comply with green building and sustainability standards as well. There has even been some mention of increasing the requirements of the IECC codes residentially in Indiana. One bill in particular would

mandate that by the end of this year any public works project in Indiana would have to be built at the Green Globes Two Globe level or the LEED Silver level or equivalent. In addition, any public works structure that has reconstruction, repairs, alteration, or retrofitting would have to come up to the standards for existing structures. It does not define what the threshold is for these repairs, alterations, retrofits, or reconstruction. This not only circumvents the regulatory codes review process, it mandates additional burdens to be placed squarely on the backs of taxpayers for work to buildings that they will have to pay for. This could be work that they do not need, nor can they afford. Our small towns and rural school corporations in Indiana are already making difficult decisions without another layer being placed upon them. It would be a burden on a small town or school corporation to have to consider the cost of making their building LEED compliant just because they needed to do their roof, or replace a furnace, upgrade a bathroom, etc. We all know who will have to pay for this — it will be the taxpayers.

In addition, there are not enough qualified individuals in the state to make this far of a leap this fast. When meeting the standard, someone has to certify the compliance has been met. For large structures, these are not small fees. I am a staunch

Housing Affordability (see page 9)



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The Creation of a Building Code Official Recognition Program

Code business in Indiana is never dull...if you like codes, that is. The Department of Homeland Security, Training Division, recently invited the Indiana Builders Association (IBA) to participate on an Advisory Committee on Code Officials Training and Education. We accepted.

At the first two meetings, the Division, which serves the Division of Fire and Building Services, as well as Don Bradley, the State Building Commissioner, rolled out beginning plans for the training and education program for code officials. Lots of revisions are expected before the program is finalized.

Three levels of professional recognition are envisioned: Basic, Intermediate, and Senior. In order to obtain these levels, one must start at the "bottom" and work your way "up." If one happens to be an experienced code person, you are allowed to test out of certain requirements; if not, you are expected to take classes and then test successfully for those requirements. And as time goes along while you are accruing the requirements, you are expected to maintain annually a certain number of continuing education units via code classes.

The Basic level is comprised of core courses about code enforcement, some provided by the International Code Council (ICC) who writes the model codes adopted in Indiana, and some to be provided by the Division. Examples are: Legal Aspect of the General Administrative Rules, Basic Code Enforcement, Survey of Building Codes, Communication for Officials, and Intro to Blueprint Reading.

The Intermediate level also has core courses, but these would be about subject matter content, such as: basic wood frame construction, basic mechanical systems, basic plumbing systems, basic electricity and wiring systems, how to use a codebook, testifying in court, and disaster response. Candidates would be expected to take all of these courses, and then to specialize in any one of six code tracks. These include residential inspector, commercial inspector, fire inspector, mechanical inspector, plumbing inspector, and electrical inspector. Each track contains two to four courses.

The Senior level encompasses the accruing of professional and college level courses.

Overall, it's a very ambitious program.



Understanding the Code

By Marlys Pedtke
Code & Technical Specialist
Indiana Builders Association

The good side is, it has the capacity to develop a code official profession in our state. There is no bad side, except it may seem daunting, or even unfair, to those who have labored well in this field for years, and now find themselves needing to obtain the Basic designation. But let's face it: in the IBA we seldom hear of a member having trouble with a code official who knows what he or she is doing. Conversely, people who have this kind of trouble are rarely in the association.

So, IBA is pleased to be included in the development of this program. Where do we fit in? Perhaps some of our members could teach any or all of the courses listed. For now, we are assisting in listing the competencies that reflect the knowledge, skills and abilities that need to be included in the Basic core courses. Come to the next IBA Codes Meeting in May, and hear all about it or contact IBA's Code and Technical Specialist Marlie Pedtke at (800)377-6334, ext. 105, or at mpedtke@aol.com.

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- ✓ CAPS Classes April 18th -20th
- ✓ Design Build Class April 24th
- ✓ BAR/PREP May 1st
- ✓ Golf Outing May 22nd

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Beyond Mechanic's Liens: Collection Strategies to Consider When Mechanic's Liens Won't Work

By Jeffrey M. Bellamy, Esq., an attorney with Thrasher Buschmann Griffith & Voelkel, P.C., Indianapolis.

The construction job is complete. Your invoice has been submitted to the customer. However, several weeks have passed since you submitted the invoice; and you have not been paid. On your last day at the job site, the architect (or foreman, general contractor, building manager, homeowner, etc.) told you that he was delighted with your work, asked you for business cards to submit to colleagues and friends, and promised that you would be paid "but it might take a few extra days." When you were out with your spouse during the weekend, you were sure you saw your customer at the ballgame (or grocery, trade show, department store, movies, etc.) but he put his head down and walked the opposite direction. That is when you realized that you have a problem - you are not going to get paid. Of course, your fears are confirmed when your phone calls or emails to the customer go unreturned or are returned at times when you are sure not to be in the office.

Mechanic's liens can be an effective way to lower your risk when it comes to bill collection. However, Mechanic's Liens are not foolproof; Indiana's Mechanic's Lien laws are technical. If you make a mistake with the lien requirements, that lien could be found invalid. Also, you may have been talked out of filing your lien by a general contractor - "I'm not getting paid either, buddy. Don't make waves because we're all in this together. The next draw is due any day now." Depending on the project, you only have a limited time to file your mechanic's lien. When that time expires, so do your lien rights. Also, 'no-lien' contracts are commonly used and, by agreement, your mechanic's lien rights are waived; or more likely, the 'no-lien' status of the work was offered as a 'take it or leave it' option as part of the request-for-bid stage.

Regardless, you still have an unpaid invoice and possibly laborers and material providers that want to be paid. A mechanic's lien is certainly not the only mechanism to getting an invoice paid or to lowering your collection risks. Failing to file a mechanic's lien on time, being party to a no-lien con-

tract, or filing a lien that is later found to be flawed and, therefore, unenforceable is not the end - you have other options.

The place to begin with collection problems is at the very start of the relationship by making sure you are using a good written contract. A good written contract, when used appropriately, can head off problems with your customer before they emerge. Ambiguity between the parties' understanding of the contracted work, especially when

working with homeowners, is a primary source of dissatisfaction with a finished job and a customer's reluctance to pay an invoice. With homeowners, the contract negotiation stage will be your first chance to begin the process of educating them about construction standards and practices that you may take for granted as understood when working for a general contractor or

Mechanic's Liens (see page 21)

Register Today for voterVoice

The Indiana General Assembly's session is underway. The success of maintaining housing affordability in the state of Indiana is a cooperative effort between Indiana Builders Association's (IBA's) Governmental Affairs Department and grassroots support from members.

IBA provides a quick and easy way for the Governmental Affairs Department to keep members updated on pending legislation - voterVoice. Members who register for voterVoice, IBA's political communications service, can utilize the program as a tool to contact local officials and state legislators, receive pertinent alerts, track issues, and find candidates that support growth.

Registered voterVoice members also receive IBA's weekly legislative reports. These reports are a great way to stay con-



Political Pro-Action

By Brooke Burnett

Governmental Affairs Coordinator

Indiana Builders Association

nected to all that is happening in and around state government.

Register today for voterVoice to stay informed and help make a difference for affordable housing in Indiana either on-line at www.BuildIndiana.org/VoterVoice.htm, by completing the form attached, or by calling the IBA office at (800)377-6334.



How can I use voterVoice?

- Contact Elected Officials
- Make Your Voice Heard
- Receive Industry Related Alerts
- Track Industry Issues
- Find the Candidates that Support Growth

voterVoice Registration

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

User Information

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Last Name _____ Suffix _____

E-mail _____

Home Information

Address _____

City _____ State _____ Zip _____

Business Information

Your title _____ Phone _____

Company _____

Company address _____

City _____ State _____ Zip _____

Complete and return the form to:

Brooke Burnett, Governmental Affairs Coordinator
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News from Around the State



Attending a recent Marshall County BA membership meeting are (left to right): Doug Miller, Builder AVP; Cindy Bussell, IBA Chief Operating Officer; Janet Bixel, Marshall County BA Executive Officer; and Ken Schmitt, Associate AVP.



Members of the Henry County BA agreed to participate in Indiana's Statewide Membership Drive after discussion at a recent meeting (left to right): Jeff Razor, President; Pat Smith, Associate Area Vice President; Fritz Ford; Ron Agee; Connie Agee; Debi Ware, Secretary/Treasurer; Dan Ware; Debbie McKinley, Executive Officer; Trevor Stout, and Stephen Robinson, GMB, CGB, CGR, CAPS, IBA President.



Bill Powell (left), Chairman of the Knox County Habitat for Humanity, accepts a \$500 donation from the Vincennes Area Builders Association (VABA), presented by 2006 VABA President Rich Welage, CGB.



Nick Doub (left), President of the Vincennes University NAHB Student Chapter, thanks Bill Powell, Chairman of Knox County Habitat for Humanity, for his organizations outstanding work. Vincennes University's NAHB Student Chapter donates annually to the organization.



The Vincennes Area BA awarded \$6,000 in scholarships to Vincennes University Construction Technology (VUCT) students at a recent meeting. Congratulating the recipients are VUCT Department Chairman Brian Lindsey, GMB, CGB, CGR (second from left) & VUCT faculty Rich Welage, CGB (right). Recipients are (left to right): Andrew Zolman, Churubusco; Lindsey; Jason Joyce, Washington; Wesley Ellis, Orestes; James Fettes, Birdseye; Ben Savage, Martinsville; Raymond Tavernier, Mishawaka; Matthew Rigney, Alexandria; Nick Doub, Mitchell; Josh Harlan, Lawrenceville, IL; & Todd Ault, Versailles.

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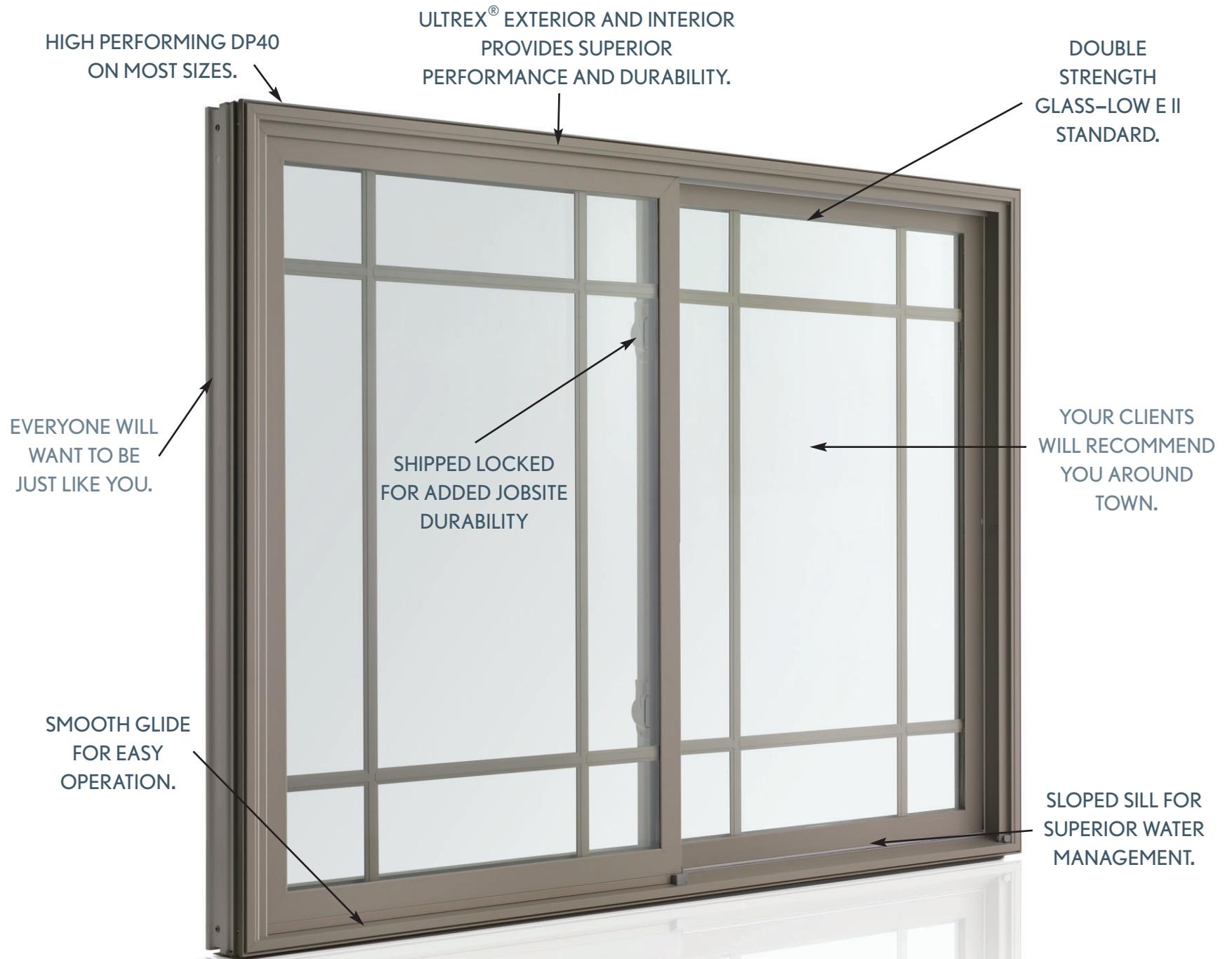


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General Assembly *(from page 3)*

eral concerns IBA had with the initial bill, however, IBA and NAHB still have concerns over language in the bill that mentions specific green building programs and language in the bill that mandates green building for all public works building or remodels to public works buildings. If the bill passes the House, IBA will work with members of the Indiana Senate to address our concerns.

REAL ESTATE RECORDING FEES

HB 1351 Affordable Housing and Community Development Fund
(Bardon, D- Indianapolis)

<http://www.in.gov/apps/lisa/session/billwatch/billinfo?year=2007&request=getBill&docno=1351>

Allows a county in which at least one unit in the county has established an affordable housing fund to adopt an ordinance authorizing the county recorder to charge a fee of: (1) \$5 for the first page; and (2) \$1 for each additional page; of each document recorded by the county recorder. Provides that: (1) 60% of the fees collected shall be distributed to those units with an affordable housing fund for deposit in those funds; and (2) 40% of the fees shall be deposited in the affordable housing an ... [Show Full Digest]d community development fund. Prescribes a formula for apportioning the fees collected among the units with affordable housing funds. Allows a county containing a consolidated city to adopt an ordinance authorizing the county recorder to charge a fee of: (1) \$5 for the first page; and (2) \$1 for each additional page; of each document recorded by the county recorder. Provides that: (1) 60% of the fees collected shall be deposited in the county's housing trust fund; and (2) 40% of the fees shall be deposited in the affordable housing and community development fund.

As of press time, HB 1351 has moved to the floor of the House of Representatives for debate and a vote. IBA continues to express their concerns with the recording fees language in the bill and would prefer to see a general appropriation to fund the affordable housing fund. IBA staff will continue to monitor the bill's process. IBA will oppose any amendments that increase the cost of housing that is not borne by all tax-

payers.

NEW HOME CONSTRUCTION PROPERTY TAX ESTIMATES

HB 1525 New Home Construction and Homeowner Education
(Murphy, R- Indianapolis)

<http://www.in.gov/apps/lisa/session/billwatch/billinfo?year=2007&request=getBill&docno=1525>

Provides that after June 30, 2007, a builder may not enter into a home construction contract with a prospective home buyer unless the builder first gives the prospective home buyer a written estimate of the property taxes that: (1) will be owed by the prospective home buyer on the new home; and (2) are based on an assessment made on the first assessment date after the construction of the new home is complete. Specifies that the required estimate may not be based on an assessment of unimproved real estate. Requires the Indiana housing and community development authority (authority) to prescribe a form to be used by builders in making the required disclosure. Defines an "at risk home buyer" as a person who: (1) has a credit score that is less than 620; and (2) seeks to obtain a home loan from a creditor. Requires the authority prepare and make available to creditors home ownership educational materials for use by at risk home buyers. Provides that after June 30, 2007, a creditor may not enter into a home loan with an at risk home buyer unless the creditor first gives the at risk home buyer the educational materials prepared by the authority.

IBA continues to monitor HB 1525 as it moves through the process and to work with interested parties to relay concerns of the IBA on the issue. As of press time, the bill is under consideration by the House of Representatives.

STORMWATER AND WETLAND FEES

SB 432 Environmental Fees
(Gard, R- Greenfield)

<http://www.in.gov/legislative/bills/2007/SB/SB0432.1.html>

Modifies various environmental fees. As of press time, SB 432 is on the floor of the Indiana Senate for debate and vote. IBA staff met with the Commissioner of IDEM

and the Governor's Office in February to discuss the housing industry's concerns with the fee increase language. Rule 5 NOI fees would go from \$100 to \$400 under the proposed legislation and certain wetland permit fees would be instituted as well. IBA is working with IDEM on their justification for the fee increase and will act accordingly as the bill moves through the process.

INDIANA COMMERCE CONNECTOR AND ILLIANA EXPRESSWAY

SB 1 Indiana Commerce Connector and Illiana Expressway
(Wyss, R- Fort Wayne)

<http://www.in.gov/legislative/bills/2007/SB/SB0001.2.html>

For purposes of the statute concerning tollways, permits the designation of the Indiana Commerce Connector, the Illiana Expressway, or both (instead of a part of Interstate Highway 69) as a tollway. For pur-

poses of the statute governing public-private agreements concerning toll roads, deletes the prohibition against a public-private agreement (without legislative authorization) that would permit an operator to impose tolls for the operation of motor vehicles. For purposes of the statute governing the designation of state highways as tollways, permits the designation of the Indiana Commerce Connector, the Illiana Expressway, or both (instead of a part of Interstate Highway 69) as a tollway without legislative authorization. Creates legislative review committees for proposals concerning the Indiana Commerce Connector and the Illiana Expressway.

SB 1 was heard before the Senate Chambers on February 12th. It passed the Senate with a vote of 36-13. The bill now moves to the House for consideration. IBA is supportive of SB 1 and the prospects for economic development and housing growth in Indiana.

Housing Affordability *(from page 2)*

advocate of building the best structure that you can, but the training and support system has to be in place, there must be a reasonable return on investment, it should go through the proper channels, it must maintain affordability, and it should be market driven. I do support measures that might encourage energy efficient practices and sustainable building by allowing better scoring on grant applications, reduced taxes

on such developments, more points on bid contracts showing higher efficiency or sustainable buildings. These are the types of measures that will move the market forward to where the cost of being more efficient is cost effective, not legislative mandates.

I thank each and every one of you for reading this article in whole.

May the Lord continue to bless You and Yours.

Sincerely, Stephen

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IBA Membership Drive Set for Success

As your state membership chairman, I am thrilled that so many of the local associations have agreed to participate in IBA's Statewide Membership Drive on April 25th and 26th. I applaud your association's willingness to partner with IBA in what will be one of the most successful membership ventures in IBA history.

While attending the International Builders Show in Orlando, I spoke with several members of associations that have participated in the DIRECTdrive program designed by The Oliver Group with results better than they anticipated. One association used The Oliver Group twice with great results. The first drive brought in 1,000 new members and the second drive brought in another 800 new members. Imagine the strength of an association with that many new members. Illinois just held a very successful drive with the addition of 775 new members.

We began the year on January 1st with 5,745 members. IBA's highest total membership ever was December of 2005 with exactly 5,900 members. A modest overall 10 percent increase would result in 575 new members, bringing IBA's total to 6,320 members. I personally am shooting for an overall increase of 1,000 members. It can be done – and the benefits to all local associations will be seen in greater participation at membership meetings, parade of homes, golf outings, home shows, committee meetings, and special projects.



Membership Talk

By Tom Slater

Membership Chairman

Indiana Builders
Association

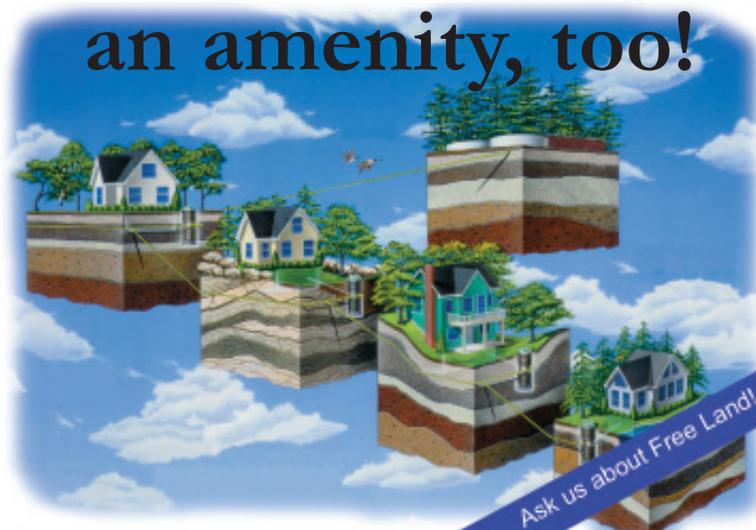
The Training Day sessions will be held from 10:00 a.m. to 4:00 p.m. on Tuesday, March 13th at the Indiana Housing Center, 1011 Dr. Martin Luther King Jr. Street, Indianapolis, and Wednesday, March 14th, at the HH Gregg Conference Center, 4161 E. 96th Street, Indianapolis. The two-day drives will be held around the state on April 25th and 26th.

NAHB had 60,646 new members in 2006 with the national one-day membership drive held in May producing 9,550 new members. NAHB's total membership is 246,000. The national retention rate of 78 percent is an area of concern being addressed by local associations across the nation.

A joint meeting of the Membership Committee, Local Presidents' Council, Local Executive Officers' Council, Area Vice Presidents, and other interested persons will be held during the upcoming Board session on May 1st at the HH Gregg Conference Center in Indianapolis. I strongly encourage everyone to attend.

Slater (see page 11)

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NAHB Continues Protecting Industry and Expanding Membership Benefits

The International Builders Show (IBS) was another success with over 104,000 in attendance and more than 1,900 exhibitors in 300 industry categories. The exposition was the largest in IBS history with a record one million net square feet of exhibits.

Several items of concern to the housing industry were discussed during the Convention and Board sessions.

One issue that can affect all of us is the requirement of sprinklers in all new homes. The International Code Council meets in Rochester, New York on May 21-26, 2007 and one of their agenda items is the requirement of sprinklers in one and two family homes. We must secure enough votes to overturn this requirement in order to maintain housing affordability. NAHB is asking each of us to contact our local building code officials to communicate our concern and urge them to vote down the proposal. We recommend that fire sprinklers should remain an option and not a mandate. For additional information on this topic, please call NAHB at (800) 368-5242, ext. 8444 or e-mail bsause@nahb.com.

For the first time since the inception of NAHB's litigation program, the U.S. Supreme Court will decide a case in which we are the primary petitioner. In *NAHB v. Defenders of Wildlife*, the issue concerns whether states that operate their own Clean Water Act permitting programs must consider impacts to endangered species. More information is available at www.nahb.org/esa or www.nahb.org/litigation.

NAHB is developing new resources to help HBAs faced with inclusionary zoning ordinances. Visit www.nahb.org/inzoning for this information.

In the past six months, there has been growing attempts to mandate, through state and local legislation, green building practices based on U.S. Green Building Council's Leadership in Energy and Environmental Design (LEED) programs including LEED for Homes (LEED=H) program. NAHB has developed an action kit for HBA's seeking assistance in countering LEED-H legislation. Visit www.nahb.org/greenbuilding for this action kit and additional details surrounding this issue.

The Home Builders Institute (HBI) has developed a training tool to teach English to Spanish speaking construction workers. Workers learn over 500 vocabulary words and more than 340 phrases related to the construction industry as well as life skills communication. For information on purchasing the *Sed De Saber Construction Edition* call (407) 293-9977.

Every member recently received NAHB's 2006 Report to Members. This publication along with the included Guide to NAHB Member Benefits and Services lays out the vast support NAHB provides to members. I strongly encourage you to take the time to review the report and to take advantage of the many benefits associated with your membership. Opting into the discount programs can more than pay for your annual membership dues. Information on all of NAHB's programs and services can be found



State Representative Report

By Tom Mullen
State Representative to NAHB, Indiana Builders Association

at www.nahb.org.

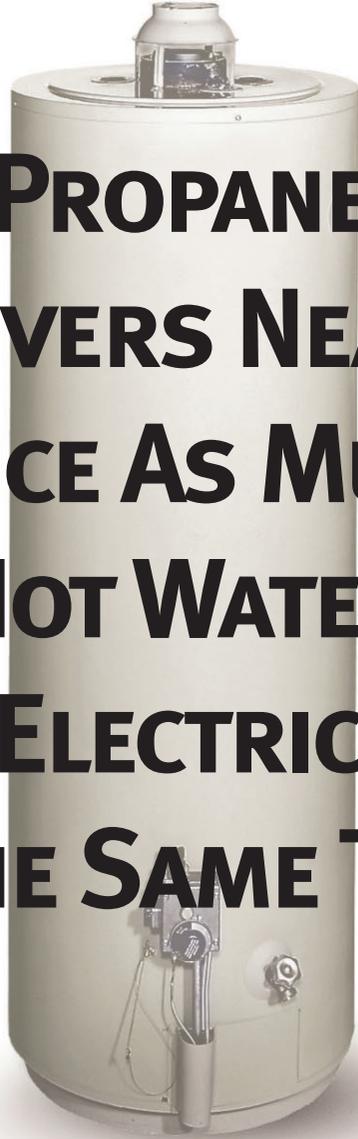
Slater (from page 10)

Other News from the NAHB Convention... Congratulations to Kathy Craven Snodgrass, Piedmont Natural Gas based in Winston-Salem, NC, NAHB's Associate of the Year. The two Indiana members nominated were Michael Christoffersen, Architectural Designs, Fort Wayne, and Terry Stultz, Black Lumber, Bloomington.

I extend a very special thank you to the NAHB Convention Special Events sponsors and committee for another outstanding

Hospitality Suite in Orlando. Indiana has the reputation of hosting one of the best Hospitality Suites at the NAHB Convention, and this year's attendees who visited the suite commented their appreciation of the opportunity to meet and share the day's activities with fellow members.

In 2006, members saved \$7,000,000 by using "NAHB's Pocket the Savings". These money-saving discounts benefit your business, your employees, and your family — visit www.nahb.org/MA for complete details.



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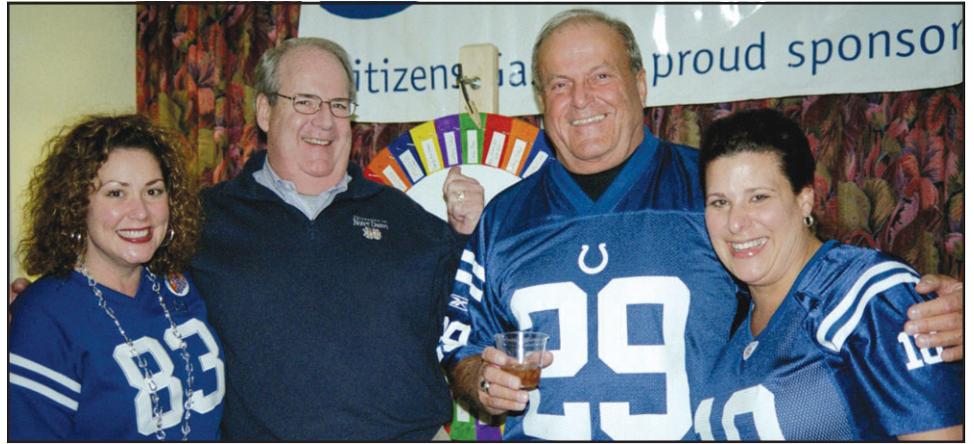
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The Indiana Bildor is mailed to 7,000 housing industry companies & published on-line at www.BuildIndiana.org

2007 NAHB "Hoosier Hospitality" Suite



IBA Past President Mike Hannigan, Jr. (second from left) and IBA Membership Chairman and National Associate Director Tom Slater thank Citizens Gas representatives Jennifer Mentink (left) and Krista Jackson. Citizens Gas was one of the primary sponsors of IBA's hospitality suite at the NAHB Convention, giving away great door prizes.



Tom Moore (right), Vectren Energy Delivery, congratulates Ernie Alexander, Masonry Innovations, on winning two tickets to an upcoming Indianapolis Colts football game. Vectren was a primary sponsor of IBA's hospitality suite and gave away door prizes one evening.



IBA's National Associate Director Tom Slater (right), Timberland Lumber Company, congratulates Mike Christoffersen, Architectural Designs, for being nominated for NAHB's Associate of the Year. Terry Stultz, Black Lumber, Bloomington, was also a nominee from Indiana.



Indiana's attendees at the NAHB Convention met each evening to network and enjoy happy hours at IBA's hospitality suite hosted by (left to right): IBA's Special Events Chairperson Kim Emmert-O'Dell, Timberland Lumber Company; Sarah Slater; IBA Chief Operating Officer Cindy Bussell; and Special Events Vice Chairperson Tammy Kikta.



A large group of members from Indiana attended the NAHB Area 9 Caucus meeting held during the NAHB Convention (left to right): Tom Slater, IBA National Associate Director and Membership Chairman; Rick Wajda, IBA CEO; Tom Mullen, MIRM, IBA State Representative to NAHB; Doug Dillion, National Director and IBA Education Chairman; Cindy Bussell, IBA COO; Jud Motsenbocker, CGR, CAPS, IBA Past President; Mike Bell, GMB, CGB, CGR, CAPS, IBA Past President and Professional Designation Committee Chairman; Jim Klotz, Builder Area Vice President; and Matt Swope, Georgia Pacific.

Members enjoy beverages and refreshments.....nearly 1,000 members from Indiana attended the NAHB Convention.....suppliers and

decorations...members enjoyed a Colts theme after a Superbowl win.



local associations sponsored Indiana's "Hoosier Hospitality" Suite in

Orlando, Florida.....builders & suppliers network in the hospitality suite...each evening's festivities were highlighted with a theme and

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Designation Holders — Are You Invisible?

By Stephen Robinson CGB, CGR, GMB, CAPS, IBA 2007 President, and 2006 Chairman of the CGR Board of Governors.

I hear over and over again at the national level, "When is the National Association of Home Builders (NAHB) going to do something for us to promote our designation? Nobody knows what my designations stand for?"

I myself get somewhat discouraged that a major media blitz is not underway. Why isn't Ted Koppell calling me for an interview about CGR? Why hasn't the NAHB made CGR a household word? I mean they get \$150 from me every year and there are 6,000 NAHB Remodelers. What are they doing with all of that money?

Well, let's look at this from a marketing standpoint: \$150 times 6,000 is \$900,000. Wow, that is a ton of money right? Wrong! \$900,000 spread across one state is possibly a significant number, for a very limited advertising campaign, unless of course you live in Maine or Rhode Island. Spread this across thousands of media markets nationwide and it would not even buy you a classified advertisement for one week. So what is the answer?

My budget in our company is about 20 or 30 K per year. Now take that times 6,000 and that is \$180 million dollars. This is not taking into account smaller companies, larger companies, or associates advertising budgets. There is a very substantial difference between \$900,000 dollars and \$180 million dollars. Okay, so we are not all CGR's. Does this change the numbers? Let's figure that number: \$30,000 dollars times 750 CGR's is \$22.5 million dollars. And we are not talking about all of our CGR's or other designees, who by the way, we should all be co-branding with as much as possible. This is 25 times the advertising budget we would have if every dollar of our dues went to marketing designations for the NAHB Remodelers.

By this time I am sure you have either quit reading this article, or you are asking yourself "What's the point Stephen?" The point is that WE have the ability and responsibility to market our designations. WE are the ones that know our market. WE are the ones that know how to leverage and maximize our advertising dollars. WE are the ones who know when and where to place our advertising in our local markets for maximum impact. Why would we want to trust that to someone else?

NAHB has given us the tools to market ourselves. We have an incredible staff, state of the art brochures, power point presentations that we can personalize for our individual needs, a networking group and publications that are second to none in the industry. If you are not using these resources then you have not been paying attention lately.

Why did you get your designation or certification? Wasn't it a combination of wanting to learn more and the ability to market yourself as being a superior professional? So why aren't you using it? Are you invisible? Stop griping and start doing. Look at

the new brochures; we include them in every packet we take to meet a client. Start using the power points and personalize them. Put your designations and certifications on everything you own. Speak to local clubs and groups and discuss how to hire a professional contractor. During the course of this presentation tell them to look for members of trade associations or cre-

dentials. You do not have to beat your own drum. They will ask what does that mean, giving you the opportunity to expand upon this line of discussion. Be a contributing writer to a local newspaper. Newspapers can never find enough local experts. Remember to include your designations and certifications behind your name. This will make YOU the expert.

When you do a new bathroom, you don't expect the supplier to put the product in. You expect them to give you what is necessary for you to accomplish a successful task. So I ask you "Are you invisible?" If you are then start a spy business. Otherwise get on board and together let's make national professional designations household words across the country.



Register 30 Days in Advance, Save \$20!

IBA Housing University Designation Classes

Sign Me Up! (2007 Classes)

All courses are 8 hours unless otherwise noted.

Certified Aging-In-Place Specialist (CAPS)

- _____ April 18 Working with & Marketing to Older Adults, Evansville
- _____ April 19 Home Modifications, Evansville
- _____ April 20 Business Management for Building Professionals, Evansville
- _____ October 31 Working with & Marketing to Older Adults, Indianapolis
- _____ November 1 Home Modifications, Indianapolis
- _____ November 2 Business Management for Bldg. Prof., Indpls.

HBA Members - \$195/course
Non-HBA Members - \$245/course

Certified Graduate Remodeler™ (CGR)

- _____ April 20 Business Management for Bldg. Prof., Evansville
- _____ April 24 Design/Build, Indpls.
- _____ June 20 Off-Site Project Management, Indpls.
- _____ Nov. 2 Business Management for Bldg. Prof., Indpls.
- _____ Dec. 5 Negotiating Skills, Indpls.
- _____ Dec. 6 Risk Management & Insurance for Bldg. Prof., Indianapolis

HBA Members - \$195/course
Non-HBA Members - \$245/course

Certified Graduate Builder (CGB)

- _____ April 16 Sales & Marketing, Indpls.
- _____ April 20 Business Management for Bldg. Prof., Evans.
- _____ April 24 Design/Build, Indpls.
- _____ June 20 Off-Site Project Management, Indpls.
- _____ June 27 Building Tech. Structures & Exterior Finishes, Indianapolis
- _____ November 2 Business Management for Bldg. Prof., Indy

HBA Members - \$195/course
Non-HBA Members - \$245/course

Graduate Master Builder (GMB)

- _____ Dec. 5 Negotiating Skills, Indpls.
- _____ Dec. 6 Risk Management & Insurance for Bldg. Profs., Indianapolis
- _____ Dec. 7 Financial Management, Indpls.

HBA Members - \$195/course
Non-HBA Members - \$245/course

Certified Graduate Associate (CGA)

- _____ April 16 Sales & Marketing, Indpls.
- _____ April 20 Business Management for Bldg. Prof., Evans.
- _____ April 24 Design/Build, Indpls.
- _____ June 20 Off-Site Project Management, Indpls.
- _____ June 27 Building Tech. Structures & Exterior Finishes, Indianapolis
- _____ November 2 Business Management for Bldg. Prof., Indy

HBA Members - \$195/course
Non-HBA Members - \$245/course

Certified New Home Sales Professional (CSP)

- _____ October 9 Part I, South Bend
- _____ October 16 Part II, South Bend
- _____ October 23 Part III, South Bend

HBA Members - \$585 (all three days)
Non-HBA Members - \$635 (all three days)

Cancellation Policy: Cancellations made 10 or more business days prior to the date of the course will receive a refund less 30% administration fee. If a cancellation is made less than 10 business days in advance, a 50% cancellation fee will be charged. Registrants who fail to attend a course without prior notification to IBA are liable for the entire fee. IBA reserves the right to cancel a course due to insufficient enrollment. Notification of course cancellation will be sent at least 10 business days prior to the program.

Costs & Payment

- _____ x \$195 PREP Test
- _____ x \$195 BAR Test
- _____ x \$25 Fee is Registered for BAR/PREP Less than 10 Business Days Before Exam
- _____ x \$195 CAPS, CGR, CGA, CGB, GMB course
- _____ x \$585 CSP (all three courses)
- _____ x \$20 Discount if registered 30 days in advance
- _____ x \$50 Discount for every 3 registered courses
- _____ x Non-Members must pay non-member fee per course

Amount Due: \$ _____ (NON-HBA MEMBERS MUST PREPAY WITH CHECK OR MC/VISA)

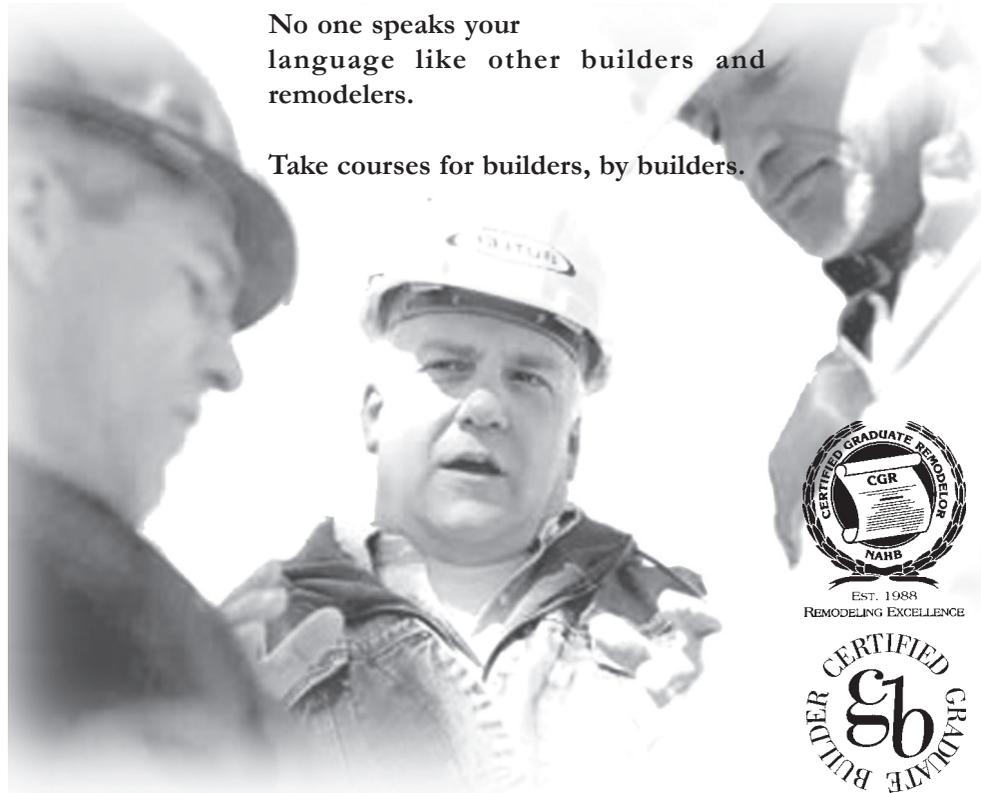
Payment Method: _____ Check Enclosed _____ Invoice
 _____ MasterCard (MC)/Visa
 MC/Visa Acct.# _____
 Exp. Date _____
 V Code (last 3 digits located in signature line) _____
 Signature _____

Questions: Contact Carlie Hopper at (800) 377-6334 or Carlie@BuildIndiana.org
Return Completed Form: IBA, P.O. Box 44670
 Indianapolis, IN 46244-0670 FAX (317) 236-6342

Registration Information (one form per attendee)

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



No one speaks your language like other builders and remodelers.

Take courses for builders, by builders.



BAR & PREP

The first steps to your CGB & CGR designation

What is the PREP?

The Professional Remodeler Experience Profile (PREP) is the required first step in the process of becoming a Certified Graduate Remodelor™ (CGR). It is a 3-hour 130 multiple-choice question assessment that measures a candidate's knowledge in five core areas of remodeling business management: - Marketing and Sales - Business Administration - Design, Estimating and Job Costing - Contracts, Liability and Risk Management - Project Management. Candidates do not pass or fail the PREP. Results determine the course of study for CGR candidates.

What is the BAR?

The Builder Assessment Review (BAR) is your first step towards obtaining the Certified Graduate Builder (CGB) designation. This comprehensive, 3-hour, 120 multiple-choice question assessment will measure your expertise in the four key areas of the building industry: Building Technology, Business and Finance, Project Management, and Sales and Marketing. Your results will show you the areas where your knowledge is strongest, where it is weakest, and will determine the courses required for you to obtain your CGB.

Become a Certified Graduate Builder Today (CGB).

What is CGB?

Certified Graduate Builder (CGB) is an exclusive professional designation designed to emphasize business and project management skills as the key to a professional building operation.

Getting Started

Once you have completed the CGB candidate application, your next step is to take the Builder Assessment Review (BAR). This three-hour, 120-question multiple-choice assessment measures your knowledge in the four core areas of building business and project management.

Get your CGR designation today. (Certified Graduate Remodelor™)

What is CGR?

The CGR program is designed to increase a remodeler's professional credibility by identifying those who demonstrate exceptional business integrity, competence, and a solid track record of consumer satisfaction.

Getting Started

Once you have completed the CGR candidate application, your next step is to take the Professional Remodeler Experience Profile (PREP). This three-hour, 130-question multiple-choice assessment measures your knowledge in the 5 core areas of remodeling business management.

Each year Americans spend more than \$200 billion improving their homes. With an estimated 200,000 residential remodeling firms nationwide, how are you going to catch the consumer's eye?

Certified Graduate Builder (CGB) Courses to be Offered in Indiana

Sales & Marketing, April 16
Covering four essential topics, this course will help you turn your business into a profitable, market-driven enterprise.

Design/Build, April 24
When well managed, a full-service building or remodeling business can pocket more profits while maximizing customer satisfaction.

Off-Site Project Management, June 20
This course covers all three phases of a successful venture: planning, implementation, and evaluation.

Building Technology Structures & Exterior Finishes, June 27

This course covers information on finishing systems that builders use at three stages of new construction: foundation, framing and exterior finishing.

Business Management for Building Professionals, Nov. 2

This course discusses: the components of a business plan; defining and staffing your business; and performance tools for managing and monitoring administration, sales, and production.

Certified Graduate Remodelor™ (CGR) Courses to be Offered in Indiana

Business Management for Building Professionals, April 20 & Nov. 2
Design/Build, April 24
Off-Site Project Management, June 20

Negotiating Skills, Dec. 5
Builders negotiate daily with customers, employees, subcontractors, suppliers, and government officials. Negotiation skills often spell the difference between profit and loss, stress and success. This course teaches strategies for specific negotiating situations, and builds confidence in the achievement of mutually satisfactory results.

Risk Management & Insurance for Building Professionals, Dec. 6
Today builders face a liability insurance crisis. To survive the current crisis, builders must use comprehensive risk management strategies to reduce construction risks and other exposures.

Administered by the Indiana Builders Association in conjunction with the NAHB University of Housing.

Register Today!



CGB/CGR Dates & Locations:
CGB Only: April 16; Indianapolis
April 20; Evansville
April 24; Indianapolis
CGB Only: June 27; Indianapolis
November 2; Indianapolis
CGR Only: December 5; Indianapolis
CGR Only: December 6; Indianapolis

BAR/PREP Assessment Dates & Locations:

May 1; Indianapolis
August 21; TBD
November 13; Indianapolis

To register for BAR/PREP & all other courses, see page 15.

As their numbers

GROW...
So will your

BUSINESS
opportunities.



Administered by the Indiana Builders Association in conjunction with the NAHB University of Housing.

Why earn a CAPS designation?

The CAPS Program will expand your understanding of the aging-in-place market, provide the necessary technical knowledge & resources, and give you the tools to gain access to the market.

What is aging-in-place?

Aging-in-place means remaining in one's home safely, independently, and comfortably, regardless of age, income or ability level. It means the pleasure of living in a familiar environment throughout one's maturing years, and the ability to enjoy daily rituals and the special events that enrich our lives. It means the reassurance of being able to call a house a "home".

Benefits of the CAPS designation:

- Recognition for completing the only national designation program dedicated to improving the knowledge of those who want to serve the aging-in-place market.
- Marketing & customer service tools to gain access to the burgeoning aging-in-place population.
- Technical knowledge to solve the housing needs of the aging-in-place population.
- Greater understanding of the aging-in-place population.
- Official CAPS certificate and lapel pin identifying your accomplishment.

Certified Aging-in-Place Specialist (CAPS) Registration Form

The **Certified Aging-in-Place Specialist (CAPS)** designation program teaches the technical, business management, and customer service skills essential to serve the aging-in-place market.

Continuing education requirements are: CAPS designates are required to complete twelve (12) hours of continuing education every three years, and six (6) of the twelve (12) hours must be from an NAHB University of Housing course and the remaining six (6) hours may be earned by completing approved state and local seminars, NAHB seminars, or college courses related to the building industry with a maximum of two (2) hours earned by participating in community service projects (work done for the public good without compensation).

Graduation Fees: \$145 HBA members/245 non-HBA members payable to NAHB University of Housing.

Annual Renewal Fees: \$50 HBA members/\$75 non-HBA members payable to the NAHB University of Housing.

2007 Class Dates

- **April 18, 2007** Working with & Marketing to Older Adults, Evansville
- **April 19, 2007** Home Modifications, Evansville
- **April 20, 2007** Business Management for Building Professionals, Evansville
- **October 31, 2007** Working with & Marketing to Older Adults, Indianapolis
- **November 1, 2007** Home Modifications, Indianapolis
- **November 2, 2007** Business Management for Building Professionals, Indpls.

Registration Fees & Payment Information

- ___ x 195/course for HBA members
- ___ x 245/course for Non-HBA members

- ___ **\$50 Discount: Register for all 3 Courses**
- ___ **\$20 Early Bird Discount: Register 30 Days in Advance of Course**

Save up to \$70!

Amount Due: \$ _____ (NON-HBA MEMBERS MUST PREPAY WITH CHECK OR MC/VISA)

Payment Method: ___ Check Enclosed ___ Invoice
___ MasterCard (MC)/Visa

MC/Visa Acct. # _____

Exp. Date _____

V Code (last 3 digits located in signature line) _____

Signature _____

Questions: Contact Carlie Hopper at (800) 377-6334 or Carlie@BuildIndiana.org

Return Completed Form: IBA, P.O. Box 44670
Indianapolis, IN 46244-0670 FAX (317) 236-6342



Complete these 3 courses, earn your designation!

Working With & Marketing to Older Adults

April 18 & Oct. 31

8:00 a.m. to 4:00 p.m.

Seventy-seven million potential customers are waiting to hire your company. Baby Boomers are approaching retirement age, while their parents have retained their own homes later in life than any previous generation. As a result, communities specifically designed for older homeowners constitute a growing segment of the remodeling market. Learn how your firm can identify and serve the needs of an aging population.

Home Modifications

April 19 & Nov. 1

8:00 a.m. to 4:00 p.m.

Over a lifetime a house fills with memories. Physical limitations often force older people out of their homes when sensible remodeling could preserve a cherished way of life. The "Home Modifications" course teaches remodelers the relevant codes and standards, depicts common barriers, and demonstrates how to redesign living areas for safety and comfort.

Business Management for Building Professionals

April 20 & Nov. 2

8:00 a.m. to 4:00 p.m.

Whether you are starting a new business or want to improve your current business, this course can provide you with a variety of essential "tools" for your business management toolbox. This course discusses the components of a business plan; defining and staffing your business; performance tools for managing and monitoring administration, sales, and production, and strategies for managing common challenges experienced in startup businesses. ***Holders of these designations are exempt from this class: GMB, CGB, CGR, CGA, CR, CKD, CBD, ASID, AIA, and GRI. Approved for credit toward CGB, CGR, CGA, and CAPS designations.*

Cancellation Policy:

Cancellations made 10 or more business days prior to the date of the course will receive a refund less 30% administration fee. If a cancellation is made less than 10 business days in advance, a 50% cancellation fee will be charged. Registrants who fail to attend a course without prior notification to IBA are liable for the entire fee. IBA reserves the right to cancel a course due to insufficient enrollment. Notification of course cancellation will be sent at least 10 business days prior to the program.

Indianapolis Location:

Indiana Housing Center, 1011 Dr. Martin Luther King Jr., St., Indpls., IN 46202

Evansville Location:

Holiday Inn Conference Center, 4101 Highway 41 North, Evansville, IN 47711

Registration Information (one form per attendee)

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

How Do We Retain Customers?

By Barbara Carmichael, Executive Officer of the HBA of St. Joseph Valley, South Bend.

In today's world it is critical that we retain our current customers, regardless if we are builders, associates, builders' association volunteers, or builders' association staff members.

From my perspective as a fairly "green" Executive Officer of a local builders association, I've heard the phrase countless times, "we have to retain our members", and wondered what can our individual builders associations do to retain members.

Coming from a financial and banking



background, I've discovered that retaining members is no different than retaining customers. So, if you're a builders association volunteer or staff member, consider these things for retaining members. If you are an Associate or a Builder, use the word "customer" to see if these items don't also apply

to your business.

1. Be considerate. In many instances, people (customers/members) just need someone to acknowledge them and to be treated with kindness.

2. Be empathetic. Empathy is the ability to put yourself in someone else's shoes. Am I treating this person (customer/member) as I would like to be treated?

3. Learn to listen and communicate. Are we so busy trying to get our point across that we fail to hear what the other person has to say...do we even give them an opportunity to talk at all?

4. Ask for ideas and suggestions. There's usually more than one way to solve a problem and sometimes we don't see any other

solution but our own.

5. Be available. How often do we call or contact someone and wait days for a response. If you don't have all the information they are looking for, or need to spend time researching their question or concern, at least be kind enough to call them and tell them "I'm working on it...I'll get back with you as soon as I can". (Then be sure to follow-up!)

I'm sure as you put these suggestions to work, you will find other ways to enhance your "customer service". Remember that a habit becomes a habit after 21 days, so give it a try.

You'll be pleasantly surprised at the results.

Network.
Learn.
Improve.
Establish yourself.

Become a CGA today.
(Certified Graduate Associate)



WHAT IS CGA?

The Certified Graduate Associate (CGA) is a professional designation offered by the National Association of Home Builders for its associate members. The classes cover a variety of home building industry subjects. Whether you have years of experience working in the building industry or you're new to your job, the CGA program provides you the opportunity to learn the home building business from the best resource possible-builders and remodelers themselves. The CGA classes are the same that builders and remodelers take for their designation programs, so while you learn about the industry, you can also build relationships with potential customers and network with professional peers.

To register, see page 15.

CGA Designation Benefits

- Get a leg up on the competition by increasing your knowledge of the building industry.
- Learn the challenges builders face. Understand how builders really do business and make business decisions.
- Network with builders as you learn. You'll have the opportunity to develop relationships with potential customers in a classroom setting.
- The right to use the CGA designation on all letterhead, business cards, & professional materials.
- Listing in NAHB's on-line Directory of Professional Designates at www.nahb.org/designationdirectory.

Candidates for the Certified Graduate Associate program must complete 6 courses: (3 required and 3 electives)

3 Required Courses are:

- Business Management for Building Professionals
- Customer Service
- Sales and Marketing/Sales and Marketing for Remodelers

Be a Partner

Providing Sponsorships

- ✓ Shows your support of professional development.
- ✓ Advances career opportunities.
- ✓ Earns your company recognition as a leader committed to professional growth.
- ✓ Earns your company continual recognition in "The Indiana Bildor" newspaper.

Sponsorships (annually)

University Ambassadors' Circle	\$1,000
University Founders' Circle	\$750
University Scholars' Circle	\$500
University Supporters' Circle	\$250

Scholarships (annually)

Student Designation Scholarship:	\$1,950
Student Course Scholarship:	\$195

Call (800) 377-6334
to be a Partner Today.



Administered by the Indiana Builders Association in conjunction with the NAHB University of Housing.

IBA Housing University to Offer Sales & Marketing and Design/Build

The IBA Housing University will offer the "Sales and Marketing" and the "Design/Build" courses in Indianapolis in April.

Build it and they will buy, product-driven builders tell themselves. But customers may have ideas of their own. If you follow the steps to find the right niche for your company, you'll be well rewarded. Covering four essential topics, the "Sales and Marketing" course will help you turn your business into a profitable, market-driven enterprise.

You'll learn how to research the marketplace, choose the optimal location, product and price, generate buyers through effective promotion and close the maximum number of sales. Chuck Breidenstein, NCI Associates, will instruct this course on April 16, 2007 from 8 a.m. to 4 p.m. at the Indiana Housing Center in Indianapolis. It is approved for credit toward the CGB and CGA designations as well as 6 hours of continuing education credit toward Indiana's Real Estate License.

If you've ever considered running a design/build operation, the "Design/Build" course shows you how to assess the challenges ahead. When well managed, a full-service building or remodeling business can increase profits and maximize customer satisfaction. Learn how the few and the bold have benefited from implementing a design/build strategy and how to make your own design/build business a success.

"Design/Build" will be offered on April 24, 2007 from 8 a.m. to 4 p.m. at the H.H. Gregg Conference Center in Indianapolis. Bill Owens, CGR, CAPS, Owens Construction, will instruct this course and it is approved for credit toward the CGB, CGR, and CGA designations.

For more information, see pages 15 and 16, call (800)377-6334 or download at www.BuildIndiana.org.

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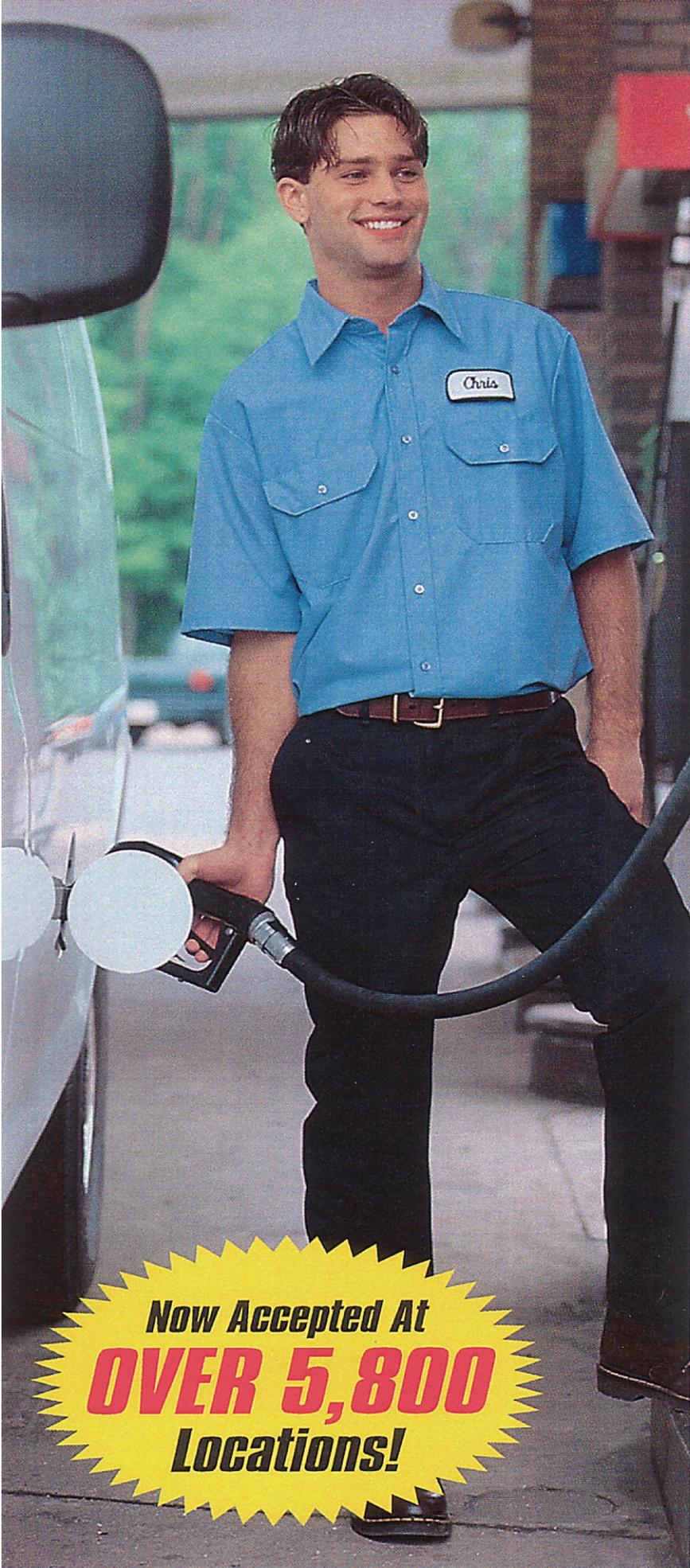
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OVER 5,800
Locations!



Mechanic's Liens *(from page 4)*

colleague in the trades. Use this chance to begin setting fair and reasonable expectations. Material samples and photos of previous work done help in this regard. By defining clearly the terms agreed upon, including a detailed scope of work, estimated time of completion, change order procedures, job finish specifications, type, brand and quantities of materials to be used and payment terms, your reluctant customer will less likely be disappointed with the end product. Make sure to give your customer a few days to review the contract before you begin work. Courts are less likely to enforce a contract in your favor if it was signed without first giving your customer the chance to read carefully the document and possibly get third-party review. While not a collection issue, have a qualified legal professional review your contracts to make sure they comply with the Indiana Home Improvement Contract and Warranty Statutes.

During negotiation of the contract, you may lower your collection risk by requiring the customer to pay a deposit, pay draws, or pay material suppliers directly. Using one or a combination of all these options will not protect you completely if a customer defaults, but it will cushion your fall if a customer refuses to pay. Paying a deposit at the start of the job provides funds so you do not have to pay out of your own pocket to start the project. Should the job be several weeks in length, requiring periodic payment of draws further reduces your risk and shortens the time between job completion and your final invoice. While a deposit and periodic draw arrangement would be ideal, some jobs can be completed before a draw would be due. In those cases, consider proposing payment of a deposit and direct payments by the customer to material suppliers. If you do not know your customer well, he may be reluctant to make a significant prepayment to you. Therefore, payment to the third party material supplier may overcome the customer's anxiety and limit your risk. This would leave you only with labor and profit as outstanding debts. Not an ideal situation, but certainly better than the alternative of having materials outstanding, too.

Keep this in mind when negotiating - proposing deposits, draws, or direct material payments can act as a test; you are hiring your potential customers just as much as they are hiring you. If a customer balks at all of these payment proposals, insists you start the job as soon as possible, refuses to make any payment until the job is complete and shows little if any interest in the details of the contract, be concerned, be very concerned. This is a customer you may want to think twice about working with.

On insurance restoration jobs, an additional term you can negotiate into your contract is an assignment of insurance proceeds directly to you or joint payment drafts to you and the customer. Insurance claim settlement amounts often will be calculated based on your and your competitors' quotes after being reviewed by an adjuster or in conjunction with an inspection by an ad-

justor. To accomplish this, you will, of course, need an agreement with your customer. You may make this type of payment arrangement a requirement of your providing a quote to do the work. Make sure that the assignment or joint payment agreement is in writing. A qualified legal professional can prepare a simple assignment of insurance proceeds or joint payments agreement for you to use as an attachment to your written contract. That attachment should, at the least, contain the names of the parties, the address where the work is to be performed, a simple description of the work, your address for the purposes of mailing payments, and signatures of both the customer and your firm. From there, make sure that the customer's insurance company gets a copy of this agreement with your quote and agrees to make the payments accordingly.

Keep in mind, if you and your customer agree to a direct assignment of insurance proceeds, the insurance company's payment will be less the customer's deductible. Make sure your customer understands that he may have to make an additional payment to cover the deductible. Consider getting that amount in the form of a deposit directly from the customer before work starts. If you and your customer agree to the joint payment of drafts, make sure that your customer understands that he cannot negotiate that insurance payment with his bank without your consent. The same goes for the contractor; the customer's signature will be needed to negotiate the insurance check with your bank. While this is a less preferred method than simply having the insurance proceeds directly assigned to you, it creates a type of escrow situation where both parties have to be in agreement before the insurance proceeds can be released.

If you file a lien but it has a technical flaw that makes it unenforceable or if the filing deadline passes before you could file the lien, all is not lost. You may want to consider litigation for a breach of contract action or "unjust enrichment." The difference between a breach of contract action and unjust enrichment is very simple: Breach of contract actions are based on written contracts. Unjust enrichment claims can be raised when materials or labor were provided to a customer without a written contract and the parties dispute whether or not they had an understanding or agreement. Again, using a good written contract has more benefits than just those mentioned above. You should look at every contract you sign with the perspective of "what if I had to go to Court to enforce this document." If you have a customer who refuses to pay you and your lien period has expired or you entered into a no-lien contract, then you will likely have to walk away from the debt or go to Court to have the contract enforced.

If you made the mistake of doing a project without a written contract and your customer refuses to acknowledge that you had an understanding to do the work, then you also may be able to seek recovery from

a Court under the doctrine of quantum meruit, or unjust enrichment. The legal theory of an unjust enrichment action is that it would be inequitable or wrong to allow one party to be benefited by the labor and materials of another at the expense of the party who did the work. It would be careless to think that unjust enrichment makes using a good written contract unnecessary. However, for those instances where a contract was not used or, for whatever reason, was not valid, unjust enrichment provides a remedy for when a customer decides not to pay.

Of all these methods reviewed, including mechanic's liens, the best way to avoid an invoice dispute is to deliver the job on time with a high level of workmanship, keep communication open, and never miss an opportunity to educate your client about your products and services. While unfortunate, there is a very small portion of the population who are

professional deadbeats. It is best to avoid doing business with them if you can. However, many invoice disputes are related to miscommunications and misunderstandings that could have been avoided. Reinforce reasonable expectations in your client and refer to the contract if there are questions about your responsibilities. Make sure to use written change orders for additional work. If you implement these methods you will reduce invoice disputes, increase your bottom line profits, and raise your reputation in the building community by having more satisfied customers.

Jeff Bellamy is an attorney with Thrasher Buschmann Griffith & Voelkel, P.C., in Indianapolis, IN. He is also the past-chairperson of the Land-Use Law section of the Indianapolis Bar Association. He can be reached by e-mail at bellamy@indiana-attorneys.com or by phone at (317) 686-4773.



Indiana's Top 4 New Member Recruiters

Year-end Standings (as of December 31, 2006)

Rob Wacker, Windsor Homes by Jeff Gilmore	Fort Wayne	22
Pete Gray, Executive Homes	Indianapolis	21
Ryan Baker, GMB, CGB, Jenkins Builders	Terre Haute	20
Linda Rogers, Nugent Builders	Granger	19



Indiana Builders Association Membership

Year-end Standings (as of December 31, 2006)



Local HBA	Dec-06	NEW	CANCEL	RETAIN %
BA of Greater Indianapolis	1124	205	214	81.1%
HBA of Fort Wayne	450	55	76	83.9%
HBA of Southern Indiana	435	80	92	79.4%
Southwestern Indiana BA	383	50	73	82.0%
BIA of Northwest Indiana	376	58	73	81.3%
BA of Elkhart County	358	39	52	86.0%
Porter County BA	324	60	78	77.2%
HBA of St. Joseph Valley	280	44	12	95.2%
HBA of Greater Terre Haute	268	43	32	87.5%
BA of Greater Lafayette	215	63	39	79.6%
BA of Dubois County	178	24	19	89.0%
BA of Kosciusko-Fulton Counties	164	31	25	84.2%
HBA of Howard County	145	18	28	81.9%
Monroe County Building Association	124	23	20	83.5%
Muncie HBA	119	15	29	78.2%
BA of Northeast Indiana	106	15	12	88.3%
HBA of LaPorte County	82	24	14	80.6%
Wayne County BA	75	23	17	75.4%
Marshall County HBA	53	9	10	81.5%
Dearborn County HBA	52	8	45	49.4%
Jasper County HBA	52	12	24	62.5%
Madison County HBA	51	6	9	83.3%
HBA of Lawrence County	50	12	9	80.9%
Vincennes Area BA	46	8	3	92.7%
Jackson-Jennings BA	43	7	6	85.7%
BA of River Valley	31	17	1	93.3%
Whitley County BA	30	5	10	71.4%
North Central Indiana Chapter	25	10	13	53.6%
BA of Southeastern Indiana	25	9	11	59.3%
Henry County BA	24	3	8	72.4%
Gibson County BA	20	3	3	85.0%
Grant County BA	18	1	6	73.9%
HBA of East Central Indiana	14	7	1	87.5%
Indiana BA - At Large Members	5	2	0	100.0%
Indiana	5745	989	1064	81.7%



Each month, this section will list the member recruiters and their new members. This month's report includes all members recruited in the month of December. When you recruit a new member, please forward a photograph of yourself and the new member to us at Info@BuildIndiana.org and we will publish them as space allows.

Monroe County Building Association

Sandy Keen, Monroe Bank, welcomes **Nathan Peterman**, Hylant Group.

Gilbert Mordoh, Gilbert Mordoh & Company, welcomes **Dave Bull**, Cobblestone Log Homes.

BA of Elkhart County

Dave Mark, Dave Mark Construction,

IBA's Member Recruiters & New Members

welcomes **Tom Graber**, Classic Homes by Graber Brothers, and **Tom Sloma**, Fastsigns.

Gene Miller, GM Homes, welcomes **Steve Brown**, Regional Signs.

Daniel Miller, Miller Brothers Builders, welcomes **Lynn Gerard**, Gerard Mortgage Group.

Nikki Phillippe, Elkhart Siding Window & Door Supply, welcomes **Jason Barlow**, Barlow Custom Builders.

North Central Indiana BA

John Smith, Shepler Construction, welcomes **Dave Reid**, Reid Roofing Co.

Southwestern Indiana BA

Mark Hansen, Kentucky Indiana Lumber, welcomes **Paul Homan**, Building So-

lutions.

Darline Hayes-Moore, South Central Communications, welcomes **Tim Goldzwig**, B-Dry Systems of SW Indiana.

Tim Scheu, Leosons, welcomes **Leonard Frohbieter**, Titan Home Builders.

Mike Talbert, Homes by The Talbert Group, welcomes **Wayne Lamb**, Lambs Electric; **John Evans**, Evans Masonry, and **Chris Purdue**, STA-DRY Waterproofing.

HBA of Fort Wayne

Rick Vondran, Erie Haven, welcomes **Jon McClain**, Advanced Foundation Systems.

Rob Wacker, Windsor Homes By Jeff Gilmore, welcomes **Phil Bacon**, Ariana Homes.

HBA of Lawrence County

Bill Williams, Williams Construction, welcomes **Ron Granger**, Granger Construction.

BIA of Northwest Indiana

Ken Aussenbaugh, Home Lumber, welcomes **Michael O'Donnell**, O'Donnell Homes.

Todd Henderlong, CGB, Chicago Title Insurance, welcomes **Daniel Steiner**, Steiner Homes.

Bob Johnson, Nationwide Floor & Window Coverings, welcomes **Scott Dennison**, Gutter Toppers.

Larry Luebcke, Homes of The 20th Century, welcomes **Debbie Casteel**, Casteel Homes.

Christine Neal, Builder Architect Magazine, welcomes **JoAnne Johnson**, Healthy Trinity LLC.

BA of Greater Indianapolis

Pete Gray, Executive Homes Construction, welcomes **Dan Salain**, Crestridge Custom Homes.

Mike Hannigan, Jr., The Hannigan Company LLC, welcomes **Laura Matney**, Wabash Valley Power Association.

Dale Hughes, Dale Hughes Interior Design, welcomes **Julia Pinson**, Plumbers Supply Company.

Carl McIntyre, Carrington Homes, welcomes **John Lindenschmidt**, RMS - Safety.

Troy Miller, Bose McKinney & Evans LLP, welcomes **Larry Gross**, Cabinet Supply.

Paul Shoopman, Indiana Land Development Corporation, welcomes **Anthony Ayers**, Republic Waste Services of Indiana.

BA of Greater Lafayette

Doug Schrader, Homes By Prairie, welcomes **Doug Beckett**, Beckett Plumbing Heating Cooling.

Mark Zimpfer, Zimpfer Construction, welcomes **Dave Hall**, Holdfast Technologies.

Marshall County HBA

Charles De Witt, Dewitt Construction, welcomes **Tom Lenker**, Lenker Services.



Eric Secrist (right), President of the Marshall County HBA, presents **Steve Howard**, Steve Howard Construction, a pin recognizing his membership recruitment efforts.

Porter County BA

Timothy Chesna, TEC Construction, welcomes **Karol Siwietz**, Fifth Third Bank, and **Bruce Jones**, Pool Pro Contractors.

Christine Neal, Builder Architect Magazine, welcomes **Larry Guyman**, Dekker Lighting.

Bryce Pickering, CGB, CAPS, CSP, Pickering Homes, welcomes **Miso Lazovich**, Bulett Security, and **Tino Drenzo**, Grant Appliances Electronics & More.

Recruiters (see page 23)

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and Remodelers in the greater
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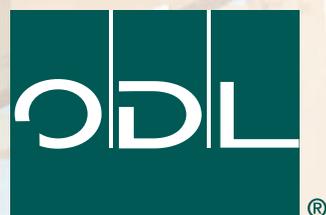
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Golf Outing *(from page 1)*

Wajda and "Beat the COO", Cindy Bussell.

This event is not just for golfers, but for a major cause. IBA is asking each member to make a contribution. Members may join the elite NAHB Build-PAC Clubs by writing a personal check or using a personal credit card for the Dollar-A-Day Club (\$365), the Gold Key Club (\$1,000), the Platinum Club (\$2,500) or the Capitol Club (\$5,000).

"There are already a host of members who support NAHB Build-PAC, however it is vital that every member support maintaining affordable housing," comments IBA CEO Rick Wajda. "Every donation, regardless

Recruiters *(from page 22)*

James Zimmer, Apex Excavation, welcomes **Terry Zimmer**, Tazco Inc.

HBA of Southern Indiana

Bill Burns, Re/Max First, welcomes **Jesse Dyer**, Seward Sales.

Gregory Furnish, Furnish Contracting, welcomes **Eric Whitlatch**, EKW Builders.

Pat Harrison, Pat Harrison Developer/Harrison Realty, welcomes **Kathryn Ruth-erford**, First Horizon Home Loan Corp, and **Jason May**, May Homes.

Robert Osborne, RPO Custom Homes, welcomes **Trenton Ferry**, Century Entertainment.

Steven Smith, CGB, Overview Builders, welcomes **Lisa Koetter**, Diversity LLC.

Brett Sofie, Reflection Ridge Developers, welcomes **David Jacobs**, Jesco Builders.

Donald Thieneman, Thieneman Builders, welcomes **Susan Hammon**, Sexton Shelving & Mirror.

BA of Northeast Indiana

Dave Clinger, Kuntry Lumber & Farm Supply, welcomes **Joe Staniski**, Cardinal Supply.

Jackson-Jennings BA

Brian Wolka, Jackson County REMC, welcomes **Kevin Gabbard**, Irwin Union Bank.

BA of River Valley

Lisa Hammock, Hammock Contracting, welcomes **Michele Wilberding**, Michele Enterprises, and **Christy Hall**, Life Styled Interior Design.

Pam Young, Steinhardt Enterprises, welcomes **Paul Key**, Molly Development.

HBA of St. Joseph Valley

Vance Csaszar, Miller Builders, welcomes **Jan Lazzara**, Cressy & Everett.

Dale DeVon, DeVon Custom Homes, welcomes **Shane Soule**, Hamilton Truss.

Barry Gerard, Gerard Homes, welcomes **Susan Clark**, Thornton Gardens.

Dan McMonagle, 84 Lumber, welcomes **Mike Matarazzo**, Crystal Bay Builders.

Linda Rogers, Nugent Builders, welcomes **Steven Watts**, Centier Bank; **Tom Kaade**, Miles Distributors, and **Carole Marshall**, LaSalle Bank Midwest N.A.

Donna Troyer, Norandex/Reynolds Building Materials, welcomes **Garey Kaser**, Kaser & Maeyens.

Cheryl Wasmer, Phisz Design, welcomes **Larry Anderson**, Budget Blinds.

of size, is important."

It is important that all members participate in this event so that we meet our national PAC quota. Anyone donating that does not register for golf, will be listed as one of our sponsors. If you're making a donation to NAHB Build-PAC, it must be a personal check or a personal credit card.

Additional sponsors include Battleground Golf Course, John Scheumann, Course Sponsors; Redirections Sign & Design, Official Sign Sponsor; Pillar Group, Hole Contest Sponsor; Timberland Lumber Company, Beverage Cart Sponsor; SuperFleet SuperAmerica, Hole Sponsor and Cart Item Sponsor; and Indiana Builders Association, and Marvin Windows, Door Prize Sponsors.

This event will sell out, so register immediately as all foursomes will be served on a first-come, first-served basis. For details and to register see the form on page 3 or call the IBA office at (800) 377-6334.

CAPS *(from page 1)*

The National Association of Home Builders (NAHB) Remodelers - in collaboration with the AARP, NAHB Research Center and NAHB Seniors Housing Council - developed the Certified Aging-in-Place Specialist (CAPS) program to provide comprehensive, practical, market-specific information about working with older and maturing adults to remodel their homes for aging-in-place.

The CAPS designation curriculum includes the "Working With and Marketing to Older Adults" course, the "Home Modifications" course, and the "Business Management for Building Professionals" course. The CAPS designation program teaches the technical, business management, and customer service skills essential to compete in the fastest growing segment of the residential remodeling industry - home modifications for the aging-in-place.

The CAPS designation program will be administered by the IBA Housing University on April 18-20, 2007 in Evansville and on October 31-November 2, 2007 in Indianapolis. Mike Weiss, CGR, CGB, GMB, CAPS, Weiss RCMI, will instruct the Evansville courses. The first and second days of the Indianapolis session will be instructed by Vince Butler, CGR, GMB, CAPS, Butler Brothers Construction, and the Business Management course on the third day will be instructed by Jud Motsenbocker, CGR, CAPS, Jud Construction.

Courses are \$195 each for members and \$245 each for non-members. Discounts are available for early registration and for registering for all three courses.

Additional information and a registration form are on page 17, or can be obtained by calling (800) 377-6334 or downloading a registration form at www.BuildIndiana.org.

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