

INDIANA BUILDER NEWS

OFFICIAL PUBLICATION OF THE INDIANA BUILDERS ASSOCIATION, INC.

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IBA offers fully insured health insurance program for members



The Affordable Care Act (ACA - Obamacare) is in affect and for our membership, the effects of this new law and its associated fees (taxes) can have a significant impact on what you spend for health insurance. The Indiana Builders Association (IBA) has partnered with Association Insurance Partners to bring a health insurance program to our membership.

The Indiana Employers Trust is operational and agents are being selected and trained on the program.

This product, like the one offered to the Homebuilders Association of Kentucky for nearly 40 years, is medically underwritten and fully insured by Anthem. It offers coverage utilizing the BlueCard network just like products currently offered by Anthem. There are 12 benefit designs across a wide

range of deductibles, drug cards and high deductible health plans, all of which meet or exceed Bronze-level coverage.

The Indiana Employers Trust will give member firms the opportunity to possibly realize lower health insurance rates due to several factors, the most important of which is the aggregation of like industry companies into a larger group, creating buying power and spreading the risk of a few amongst many.

Please see the advertisement on page 4 for an agent in your area. If an agent for your local association is not identified on the advertisement, please e-mail your contact information to Cindy@BuildIndiana.org or call the IBA office with your e-mail address and phone number at (800)377-6334, ext. 203. As soon as an agent is approved for your area, you will be contacted.

If you are an agent, who is a member of the Indiana Builders Association, and would like more information on how you can sell the members' only program, please e-mail Cindy@BuildIndiana.org or call Cindy at the IBA office at (800)377-6334, ext. 203.



MILLER IS VICTORIOUS

An astounding victory. Elkhart County home builder and past president of the Indiana Builders Association, Doug Miller, GMB, CGB, CAPS, CGP, will more than likely soon be called State Representative Miller. Miller defeated two other candidates in the May 6 Indiana Primary for State Representative in House District 48 and he is currently unopposed for the general election.

Miller was victorious with over 41 percent of the vote in the district that covers a large portion of Elkhart County. A political newcomer, Miller was inspired to run for office after serving in the leadership of the Indiana Builders Association, most recently as President in 2011.

"After his year as President was up, he told me if any position ever opened up to keep him in mind because he enjoyed the process and wanted to make Indiana a better place for his kids and grandkids," recalls Rick Wajda, IBA's Chief Executive Officer, of a conversation with Miller in 2012.

Once Representative Tim Neese decided not to run for re-election in 2014, Miller decided to throw his name in the hat for State Representative. He went up against two formidable opponents. One is the Vice-Chairman of the Elkhart County Republi-

can Party and one had the backing of several state legislators.

Miller knocked on doors and executed a solid ground game with the help of campaign expert, Jake Teshka, the Executive Director of the Republican Party in neighboring St. Joe County. He also secured the support of several local business leaders and numerous business and trade associations across the state.

"I'm happy to be in this position and I look forward to serving everyone in House District 48," commented Miller moments after the results became final.

Miller, if elected in the heavily Republican district in the fall, will be the third current or past member of the Indiana Builders Association's Executive Committee to serve in the Indiana General Assembly since John C. Hart, Sr. served as House Ways and Means Committee Chairman in the early 1970's. Hart later went on to serve as President of the National Association of Home Builders and was named a member of the National Housing Hall of Fame.

Miller, if elected, will join Representative Heath VanNatter; Representative Dale DeVon; and Representative Wes Culver as builder members of the Indiana General Assembly. Several other associate members also serve in the General Assembly as well.



Doug Miller, GMB, CGB, CAPS, CGP

IBA's annual golf outing & state board session to be held together

IBA's Board Session & Annual Golf Outing

August 19 & 20, 2014

Idle Creek Golf Course

Terre Haute, Indiana

Aug. 19 - 1-6 p.m. Committee

Meetings; 6-8 p.m. Board Mtg.

Aug. 20 - 9-1 p.m. Golf Outing

The Indiana Builders Association will host it's annual golf outing, the Bill Carson Memorial Golf Tournament on Wednesday, August 20, 2014 with a shotgun start at 9 a.m. at Idle Creek Golf Course in Terre Haute, Indiana. The outing is being held in conjunction with the IBA Board and committee meetings which will be held on Tuesday, August 19 from 1 to 8 p.m. also at Idle Creek.

"We are combining the meetings and the outing in order to make it more time and cost effective for members," comments IBA President Tom Mullen, MIRM, CMP, CGB, CGP. "I encourage all IBA members to take time to attend and learn about and provide input on critical housing issues happening around the state that could impact your business."

In addition to providing a great networking opportunity for members from around the state, the outing also raises funds to make sure housing remains a priority in the eyes of state and national elected officials.

Special thanks to IBA Past State President Rick Jenkins for donating the course and cart rental fees for the event.

Speedway SuperFleet is also a major sponsor.

To participate as either an attendee, golfer, sponsor, or donor, please contact IBA Operations Coordinator Heather Sturgeon at (800)377-6334 ext. 207 or Heather@BuildIndiana.org.

Additional details and a registration form are on page 6 of this issue or on IBA's website at www.BuildIndiana.org.



IBA President Tom Mullen, MIRM, CMP, CGB, CGP (left) thanks US Senator Joe Donnelly for meeting with several IBA members from around the state. The builders discussed the impact pending federal legislation could have on the housing industry in Indiana.

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Indianapolis, IN 46204



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Lessons learned from local builders associations' visits

Visiting with members from local builders associations around the state has increased my awareness of the incredible resources each member brings to the association. It has also identified the challenges of those with young and aging families and their related activities which causes them to limit the time they can spend on local, state and national builders association activities. Finding the right balance can enhance the member as well as the association.

My first visit was to the Southwestern Indiana Builders Association. Their president, Mike Zehner, invited me to sit in on their Board meeting preceding the membership meeting. Participation on the agenda items was robust and productive. Prior to this meeting, Local Executive Officer Bill Pedtke provided a tour of the Evansville area, explaining some of the challenges the association members face. Over 100 members attended the membership meeting. Evansville is a three hour drive from Indianapolis and so the commitment to participate in state activities is time intensive.

Next was a visit to the Dearborn County Home Builders Association. I was impressed with their President Anthony Losekamp and Local Executive Officer Kim Reed. This is a small local association with a lot of young members who are very focused.

The next stop was the Builders Association of Southeastern Indiana. Again a small but very focused local association. President Vince Smith shared information on what was going on in the area while the other builder members prepared the meal. Those builders can cook some fantastic fresh fried chicken.

Then my travels took me to Madison County. Based in Anderson, this is another small local builders association with high energy. Led by President Lawrence Johnson and Local Executive Officer Donna Jacobson the local association is on the move. The lunch meeting was held at the Anderson Country Club and I enjoyed another excellent meal.

In mid-April it was on to the HBA of Greater Terre Haute. I spent time learning the local association's challenges from Vice President Mark Clinkenbeard and Local Executive Officer Marsha Doan. It was also great to visit with my friend, Rick Jenkins, a past state and local association president who has done so much for our association.

My message at each of these meetings was to explain how the federation is governed through the participation of members



President's Message

By Tom Mullen,
MIRM, CMP, CGB CGP

Thomas E. Mullen &
Associates, Inc., Indianapolis

President
Indiana Builders Association

and to encourage each and every member to get more involved. It is my hope that a member's experiences at the local association will encourage them to get more involved at the state and national levels when the time is right.

I came out of each of these visits with more than I left behind.

Meeting with various members of state and local government has also been a great eye-opening experience. I have attended several events with the governor, state auditor, and various state legislators. These events allowed me to share the importance of considering the impact on the housing industry whenever they are considering legislation.

Many government leaders, both elected and appointed, are receptive to our requests for support of pro-business and pro-housing initiatives. As such they support and pass legislation that is positive for housing

and business and they defeat legislation with potential detrimental effects on housing and business.

In the past couple of months both US Senators for Indiana, Dan Coats and Joe Donnelly, met with members of our builders association for over an hour. These interactive meetings allowed us to share the impact on housing of legislation being considered at the federal level.

We need to support the government leaders who support our industry. Due to our very limited political action funds, we have to allocate our dollars sparingly. We need every member's support through the donation of political action funds at both the state and national levels.

Please mail two checks today. One made payable to ABBI and the other made payable to NAHB BUILD-PAC. The ABBI check will go to the Association to Build a Better Indiana, your state association political action fund (this check can be personal or business). The NAHB BUILD-PAC check will go to your national builders association political action fund (this check needs to be personal). You may mail both checks to the Indiana Builders Association at 101 W. Ohio St., Ste. 710, Indianapolis, IN 46204.

I thank you for being a member of the builders association, for the donation of your time and talents to the builders association, and for your support of the builders associations political action funds.



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[www.buildindiana.org/
IBNonline-signup.htm](http://www.buildindiana.org/IBNonline-signup.htm)

Jana Watts

908-638-0473
1-800-247-1812 ext. 2149

Indiana continues to be a leader in job creation and expansion

Good news continues to flow into our state with announcements of job creation and expansion. Of particular note, GE Aviation recently announced they would locate a new \$100 million jet engine assembly facility in Lafayette, creating up to 200 jobs by 2020. This could be the catalyst for creating a manufacturing niche in Indiana.

Indiana has weathered the economic storm better than most of our neighbors and a great debt of gratitude is owed to our leaders in the Indiana General Assembly and our statewide elected leaders who continue to champion the cause of economic development in Indiana across the globe.

I recently addressed a group of our builders in southeastern Indiana and during the social hour I chatted with several members about the local market. Similar to what I am hearing across the state, housing inventory is low and buyers don't have a lot of options to choose from, whether it is new or existing. Specific to southeastern Indiana, they have been fortunate to see Honda come to the area along with other suppliers and manufacturing facilities. Anecdotal reports show that the demand for rental housing is high in those areas as workers are transferred into these facilities for shorter periods of time (1-3 years), but want the amenities and space that a home provides.

This example is a microcosm of what trends are playing out all across the country with some sets of demographics. Homeownership rates (attached graph) are several percentage points below where they were 5 to 10 years ago, even though the economy is recovering and mortgage rates continue to hover around historic lows.

Job uncertainty, lack of consumer confidence, and buying habits of the "millennials" all play a role in the tepid rebound of the housing market, even though data would suggest a strong "pent-up" demand for new housing. Buyer's preferences continue to change, and it is our job as home builders to provide the product they want in the location they desire.

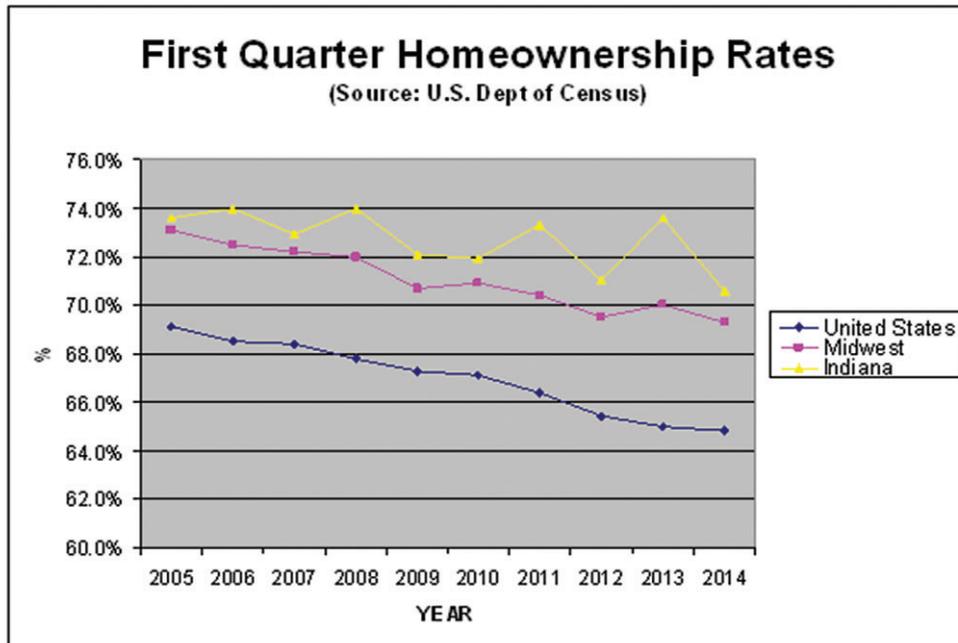
I am confident Indiana's home building community is up for the challenge of providing safe and affordable housing for life-long Hoosiers as well as the many new faces who will soon call Indiana home. We continue to outpace our competition in homeownership, job creation, reduction in unemployment rate, and low corporate tax rates.

Get out there and tell your friends, colleagues, relatives and even your enemies, that Indiana is a great place to do business.



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

Jobs equal housing and housing equals jobs. More jobs, more money to fund essential government services or reduce taxes. Sounds like a win-win situation for everyone.



VISIT ONE OF OUR LOCATIONS:

717 LEY ROAD
FORT WAYNE, IN 46825
 (260) 484-4191
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 FAX (260) 482-1678

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INDIANAPOLIS, IN 46241
 (317) 821-8301
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IBA MEMBERS POLITICALLY PROACTIVE



IBA Past State President and Chairman of the Builders-Bankers Roundtable Mike Hannigan, Jr. (left) thanks US Senator Joe Donnelly for taking the time to hear concerns on pending federal legislation that could impact the housing industry.



IBA Associate National Director Tom Slater (right) represented Associate members views at the meeting with US Senator Joe Donnelly. Slater works for Timberland Lumber Company and holds memberships in several local builders associations.



Indiana Builders Association and Indiana Bankers Association members met recently with US Senator Joe Donnelly to provide input on federal housing and banking issues.



Picture to left...IBA Builder Area Vice President Brett Harter (left) shared thoughts with US Senator Joe Donnelly.



IBA Past State President Will Wright (right) shared his ideas on federal issues impacting housing, banking, and taxation with US Senator Joe Donnelly.



IBA offers fully insured health insurance program to members

Contact an insurance agent listed below if you are a builder, remodeler, subcontractor or provide a product or service that is included in the certificate of occupancy and would like to find out if you can offer a quality, fully-insured health insurance program (Anthem) to your employees.

Ask the agent to consider your company for the Indiana Builders Association Health Insurance Program.

The Indiana Builders Association (IBA) has partnered with Association Insurance Partners to bring a health insurance program to our membership. The Indiana Employers Trust is operational and agents are being selected and trained on the program.

This product is medically underwritten and fully insured by Anthem. It offers coverage utilizing the BlueCard network just like products currently offered by Anthem. There are 12 benefit designs across a wide range of deductibles, drug cards and high deductible health plans, all of which meet or exceed Bronze-level coverage.

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If you are an agent, who is a member of the Indiana Builders Association, and would like to find out how you can become a preferred partner to sell the members' only program, please e-mail Cindy@BuildIndiana.org or call Cindy at the IBA office at (800)377-6334, ext. 203.

Approved Agents

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Patton Insurance
 Cheryl Blair
 765-286-4300
cherylb@pattoninsuranceinc.com

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 260-969-1317
greg@dehayes.com

BA of Greater Indianapolis
Wharton Insurance
 Tara McQuinty
 317-663-4138
tara@wifsinc.com

BA of Greater Lafayette
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CFinkenbinder@MBAH.com

BA of Kosciusko Fulton Counties
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Southeastern Insurance
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If an agent for your local association is not identified above, please e-mail your contact information to Cindy@BuildIndiana.org or call the IBA office with your e-mail address and phone number at (800)377-6334, ext. 203. As soon as an agent is approved for your area, you will be contacted.

News from around the state



BA of Greater Indianapolis Sales and Marketing Council Chairman Chris Schrader (left) thanks Hunter Smith, former Indianapolis Colts punter, for speaking to the Council.



BA of Greater Indianapolis Remodelers' Council Chairwoman Donna Moulder thanks Ray Rice, with Digital Sight & Sound, for informing the Council about the latest home technology systems.

News from around the state



IBA President Tom Mullen, MIRM, CMP, CGB, CGP, (center), is welcomed to the Dearborn County HBA membership meeting by Dearborn County HBA President Anthony Losekamp (left) and Vice President TJ Jacobs.



The 2014 Dearborn County HBA board of directors is gearing up for their upcoming home show (front row, left to right): President Anthony Losekamp, Secretary Maxine Laugle, Pat Kemper, associate board member; Lisa Cox, past president and Kim Reed, EO; Row two: Dan Losekamp, QABS Chairman; TJ Jacobs, Vice President; Kevin Nare, associate board member; Casey Knigga, Treasurer and Jason Cox, State Director.



BA of Greater Indianapolis President Joe Garcia (left) welcomes IBA State President Tom Mullen, MIRM, CMP, CGB, CGP to BAGIC's Industry Gala Awards.



A blast from the past...IBA Past State President Andy Place, Sr. (left) and State Director Steve Schreckengast at a National Homes President's Club meeting held in Atlanta in 1984.



BA of Greater Indianapolis past president Curtis Rector (left) and Jeremy Ash enjoy themselves at BAGIC's Industry Gala Awards.



BA of Greater Indianapolis past presidents Carl McIntyre (left) and Corby Thompson network with Kim Kelly Burton, with Vectren, at BAGIC's Industry Gala Awards. Vectren was a major sponsor of the event where awards were presented to members from all of BAGIC's councils.



BA of Greater Indianapolis member Leigh Ann Clayton, Union Savings Bank, welcomes IBA's First Lady of Housing Sarah Huff to BAGIC's Industry Gala Awards.



BA of Greater Indianapolis members packed the theater for BAGIC's Industry Gala Awards.



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News from around the state



IBA President Tom Mullen, MIRM, CMP, CGB, CGP (left) and wife, Sarah Huff, are welcomed to the Southwestern Indiana BA membership meeting by SIBA President Mike Zehner.



IBA Past State President Leon Calvert congratulates the inaugural I. Leon Calvert Award winner Cheryl Blair. Calvert, who served as IBA President in 1991 was honored by the East Central Indiana BA by naming the award after him. Blair was chosen for serving as Secretary of the Muncie-based local since 2010 and as local PAC Chairperson from 2008 through 2013.



It was another fun-filled night for members of the BA of Northeast Indiana (BANI). The Angola-based local kicks off each monthly membership meeting with trivia. Each table completes a short, multiple-choice quiz for a chance to win a prize (and bragging rights for the evening). BANI President Jeff Deahl, CGP (front row, left) said it's a great conversation starter.



BA of Greater Indianapolis Hamilton County Council President Bill Wilson (right), with Clark Appliances, thanks Westfield Building Commissioner Chad Spitznaugle, for updating the council members on the latest permitting changes.



Steve Washburn (left) and James Williams, representatives of CLEAResult, spoke on energy rebates at the BAGI Hancock County Council meeting, sponsored by Vectren.



Southwestern Indiana BA President Mike Zehner (left) thanks representatives from the meeting's sponsoring companies.

Indiana Builders Association Bill Carson Memorial Annual Golf Outing & Summer Board Session August 19-20, 2014

Idle Creek Golf Course & Banquet Center Terre Haute, Indiana

Idle Creek Golf Course
5353 RYANNE MARIE LN.
TERRE HAUTE, IN 47802
(812) 299-4653

Special thanks to Rick Jenkins for donating the golf course.

Schedule of Events

Tuesday, August 19, 2014

- 1:00-3:00 pm – Executive Committee Mtg.
- 3:00-4:15 pm – Committee Meetings
- 4:15-5:30 pm – Committee Meetings
- 5:30-5:45 pm – Executive Committee Mtg.
- 5:45-7:45 pm – Board Dinner & Meeting



Wednesday, August 20, 2014

- 8:00 am – Golf Registration
- 9:00 am – Golf Outing
- 1:00 pm – Golf Lunch & Awards



Proceeds benefit the IBA and the NAHB BUILD-PAC.

Hotel Accommodations

Holiday Inn Terre Haute, 3300 US Highway 41 South, Terre Haute, IN 47802.

Call 812-232-6081 or 1-800-HOLIDAY.

Special discounted rate of \$89 plus tax.

Group Code: IBA.

Link to reserve room: http://www.ihg.com/holidayinn/hotels/gb/en/terre-haute/hufin/hoteldetail?qAdlt=1&qBrs=6c.hi.ex.rs.ic.cp.in.sb.cv&qChld=0&qFRA=1&qGRM=0&qGrpCd=IBA&qIta=99801505&qPST=0&qRRSrt=rt&qRef=df&qRms=1&qRpn=1&qRpp=10&qSHp=1&qSmP=3&qSrt=sBR&qWch=0&srb_u=1&icdv=99801505

The IBA Golf Outing and Board of Directors Session are being held together to allow all IBA members the opportunity to participate in both events.

All IBA members are welcome and encouraged to attend any committee meetings and the Board dinner meeting, as well as participate in the golf outing the following day.

Please register for the Board dinner and the golf outing.

All golf registrations on a first-come, first-served basis.

IBA Annual Golf Outing & Board Session 2014 Registration Form

- x \$25 Board dinner & meeting (payable to IBA).
- x \$100 per golfer - green fees, cart, refreshments, favors, hog roast & awards.
- x \$10 per golfer - string & door prize ticket.
- x \$1,000 Gold Key - membership in NAHB Gold Key Club, foursome or sponsor.
- x \$365 Dollar-A-Day - membership in NAHB Dollar-A-Day Club & sponsor.
- x \$100 Century Club - membership in NAHB Century Club, hole sponsor.
- x \$20 BUILD-PAC Delegate - Supporter of NAHB BUILD-PAC - hog roast.

Company _____

Contact Name _____

Address _____

City _____ State _____ Zip _____

Phone _____

E-mail _____

Golfers names are not necessary to submit registration form, however, they will need to be submitted at least ten days prior to the tournament.

Amount Due: \$ _____

Board dinner & meeting must be made payable to IBA. Golf fees may be made payable to IBA or NAHB. Any monies paid to NAHB BUILD-PAC must be made by personal credit card or check made payable to NAHB Build-PAC. No refunds for weather/no shows/cancellations. Payment due prior to event.

(Circle one)

Pay with MasterCard (MC)/Visa _____ Personal or business

Number _____

Name on card _____

Exp. Date (MM/YY) _____ 3 digits on back _____

Zip Code _____ Signature _____

Sponsorship Opportunities

Golf sponsorships include promotions & hog roast. Does not include golf.

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- Hog Roast Sponsor \$1000
- Beverage Sponsor \$250
- Hole Sponsor \$100
- Cart Item Sponsor - provide 1 per golfer
- Door Prize Sponsor - donate door prize(s)

Questions?

Call IBA at
(800) 377-6334
ext. 207

Complete and return to:

IBA, 101 W. Ohio St.,
Ste. 710, Indpls., IN 46204
Heather@BuildIndiana.org
FAX (317) 917-0335

IBA and local builders associations partner with INSafe to provide fall prevention training during the National Fall Prevention Stand-Down

The National Fall Prevention Stand-Down is scheduled for June 2-6, 2014. The purpose of the Stand-Down campaign is to raise awareness of preventing fall hazards in construction. Fatalities caused by falls from elevation continue to be a leading cause of death for construction workers even though they are preventable. Builders, roofers, painters and anyone working from heights, such as ladders, scaffolds, and roofs should attend fall prevention training.

The Indiana Builders Association (IBA) has partnered with INSafe to offer free, one-hour fall prevention training across Indiana on the following dates:

* June 4 (Merrillville) 9:30-10:30 AM CDT and 2:00-3:00 PM CDT. This course is being hosted by and held at the HBA of Northwest Indiana, 800 East 86th Ave., Merrillville.

* June 4 (Indianapolis) 9:30-10:30 AM EDT and 2:00-3:00 PM EDT. This course is being hosted by and held at the BA of Greater Indianapolis, 1011 Dr. Martin Luther King Jr. St., Indianapolis.

* June 6 (Vincennes) 10:00-11:00 AM EDT and 2:00-3:00 PM EDT. This course is being hosted by and held at Vincennes University, Indiana Center for Applied Tech-



Codes Corner
By Carlie Hopper
Regulatory Affairs Director,
Indiana Builders Association

nology (ICAT), 1500 North Chestnut St., Room 153, Vincennes.

Those who participate in the Stand-Down will receive a Certificate of Participation.

To register for one or more free, one-hour fall prevention trainings, please visit <http://www.in.gov/dol/2876.htm> and complete the form.

If you have any questions, please contact Carlie Hopper at (800)377-6334 ext. 206 or Carlie@BuildIndiana.org.

If you cannot attend a training scheduled during the week of June 2, please consider conducting a Safety Stand-Down by stopping work and providing a focused toolbox talk on a safety topic such as ladder safety, fall protection equipment, or scaffolds safety. Take the opportunity to provide information to employees about hazards, pro-

ective methods, and your company's safety policies, goals and expectations. A free information packet can be downloaded to assist your company in conducting your own Stand-Down training. Visit: http://www.nahb.org/fileUpload_details.aspx?contentTypeID=3&contentID=226408&subContentID=577410.

Employers may distribute fall prevention campaign resources including: OSHA Fall Prevention Facts Sheets, Posters, Wallet Cards, Training Guide, Quick-Cards and Ladder/Safety Guidance materials which can be downloaded from <https://www.osha.gov/StopFallsStandDown/resources.html>.

National Safety STAND-DOWN

TO PREVENT FALLS IN CONSTRUCTION

Falls are the leading cause of death in construction.

Free fall prevention training is being offered across Indiana June 2-6, 2014.

Free Materials at www.in.gov/dol/2876.htm

Fall Prevention Safety Stand-Down Class Registration

Attendance is not mandatory. NO Information, including participant or company names, will be shared with the Indiana Occupational Safety Administration (IOSHA).
Please complete a form for EACH person attending the training.

Name: _____

Are you a member of the Indiana Builders Association?
 Yes
 No

Name of your company: _____

What is your specialty?
 General Contractor
 Roofer
 Electrician
 Carpenter
 Other: _____

Do you work primarily commercial or residential projects?
 Commercial
 Residential
 Both

Mailing Address: _____

City: _____

State: _____

Zip Code: _____

Where did you learn about the Fall Prevention Stand-Down for Safety program?
 Indiana Builders Association
 OSHA website
 Friend
 Boss
 Other: _____

What class would you like to attend?
 June 4th 9:30-10:30 AM (CDT) HBA of Northwest Indiana 800 East 86th Ave. Merrillville, IN 46410
 June 4th 2:00-3:00 PM (CDT) HBA of Northwest Indiana 800 East 86th Ave. Merrillville, IN 46410
 June 4th 7:00-8:00 AM (EDT) Builders Association of Greater Indianapolis 1011 Dr. Martin Luther King Jr. St. Indianapolis, IN 46202
 June 4th 2:00-3:00 PM (EDT) Builders Association of Greater Indianapolis 1011 Dr. Martin Luther King Jr. St. Indianapolis, IN 46202
 June 6th 10:00-11:00 AM (EDT) Indiana Center for Applied Technology (ICAT) bldg. at Vincennes University. 1500 North Chestnut St., Room 153 Vincennes, IN 47591
 June 6th 2:00-3:00 PM (EDT) Indiana Center for Applied Technology (ICAT) bldg. at Vincennes University. 1500 North Chestnut St., Room 153 Vincennes, IN 47591

Email address for confirmation: _____

Mail to

INSafe Stand-Down
402 West Washington St. Rm W195
Indianapolis, IN 46204

Sign up online at: www.in.gov/dol/2876.htm

Why give to IBA's Political Action Committee?

Did you know that the Indiana Builders Association (IBA) has a Political Action Committee (PAC)? Do you know what a PAC is or why IBA needs one? Do you know how IBA's PAC helps you and your business? After reading this article, the answer to these questions will be a resounding YES!

According to Merriam-Webster's dictionary a PAC is "a group formed (as by an industry or an issue-oriented organization) to raise and contribute money to the campaigns of candidates likely to advance the group's interests."

Let's say, for instance, that 25 of my close friends and I all share a strong desire to improve the roads in Indiana. In order to accomplish our goal, we need elected officials to pass a law that allocates funds to road improvement projects. Unfortunately for me and my friends, a majority of the elected officials in office believe that road improvement is not an important issue, and that we should instead spend our state's tax dollars teaching table manners to chimpan-



Statehouse Scoop

By Tom Havens
Governmental Affairs
Director
Indiana Builders
Association

zees. We decide that we need more elected officials who share our belief that road funding is an important issue.

So we all agree to contribute \$50 each to a single fund for the purpose of supporting the current elected officials that support road funding (we don't want to lose them) and also support new candidates that share our belief in improving Indiana's roads. Each of the elected officials (both current and new) receive financial support from me and my friends because they share our belief that spending money on improving roads is more important than teaching table

manners to chimpanzees. But chimpanzee supporters don't give up so easily.

My neighbor can't stand quality roads and absolutely loves pot holes. But he cannot stand chimpanzees' lack of etiquette. So he gets some of his friends together and they contribute \$60 each to keep the chimpanzee supporters in office and even try to get new ones elected. What my neighbor and I have done, in effect, is start PACs. We want laws that reflect a certain specific belief system, and one of the ways to do that is to help people get elected who share a similar set of beliefs.

IBA shows its support for candidates and elected officials who believe in safe and affordable housing through its PAC, the Association to Build a Better Indiana (ABBI).

There are many other PACs out there like ours, but their mission is harmful to homeowners, home builders, and remodelers. How do you feel about a law requiring the installation of fire sprinklers in homes? There's a PAC for that. What about laws creating new impact fees?

There's a PAC for that too. All these PACs support issues that are important to their PAC donors, but would hurt housing affordability and safety - as well as your bottom line because it means more expensive homes which lead to lower demand and fewer sales.

That is why it is so important for you to donate to ABBI. As home builders and remodelers, we have a collective interest in making sure that pro-housing candidates are elected and remain in office. Without funding, we leave it to luck and chance to determine whether pro-housing candidates are elected or not. Your bottom line is too important to you and the state of Indiana to let that happen.

Keep your business healthy by giving to ABBI. Make out a check made payable to ABBI (can be personal or business funds) and mail it to IBA, 101 W. Ohio Street, Suite 710, Indianapolis, IN 46204. After mailing the check you can sleep well tonight knowing you have done your part to protect housing.

Do we have your e-mail?

When a member joins a local builders association, they automatically become members of the Indiana Builders Association (IBA) and the National Association of Home Builders (NAHB).

E-mail has become the most efficient way for all tiers of the builders associations to correspond with members.

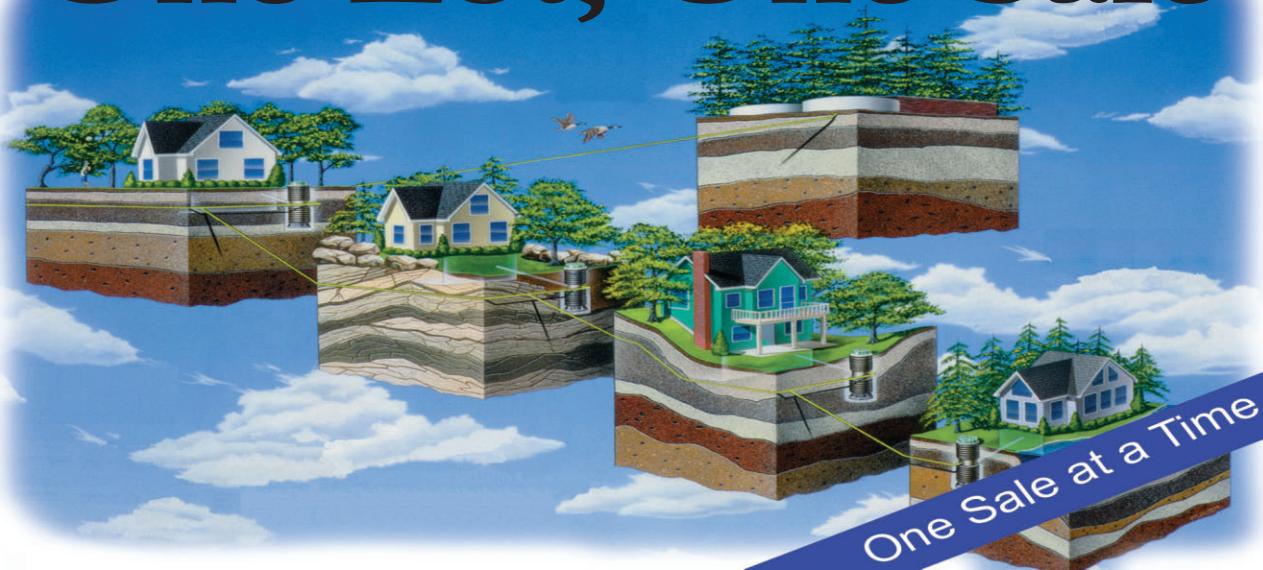
Make sure you have an accurate e-mail on file with your local builders association so that you receive correspondence from your local, state, and national builders associations in a timely manner. Unless you opt out, your local builders association should put your e-mail into the NAHB WMS system which allows NAHB and IBA to e-mail you with important information.

Your builders associations take your privacy very seriously and only e-mail you pertinent information. You may opt out of receiving e-mails at any time.

If you are not receiving e-mails from IBA which would have a ...@BuildIndiana.org e-mail address, please e-mail Cindy @BuildIndiana.org or call the IBA office at 800-377-6334 ext. 203.

For 24 hour access to all of IBA's benefits visit www.BuildIndiana.org.

One House, One Lot, One Sale



Too often, the location of the sewer system dictates the position of the house — resulting in an "orphan" or wasted lot. With E/One Sewer Systems you can sewer virtually anywhere, siting each home to take advantage of views and terrain.

And, E/One systems are totally reliable — no preventive maintenance, all but invisible:

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Find out more about how you can save on sewer costs — *Call Covalen* and find out how you can enhance your developments.



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Before you Dial... ..Think a While!

Shouldn't You Call An Associate Member First?

It's Good Business to Do Business with a Member!

News from around the state



BA of Greater Indianapolis' Hancock County Council President Tim Eckert (right) presents Vic Stansberry, Edgewood Building Supply, with the 2013 Hancock County Council Member of the Year award.



BA of Greater Lafayette President Andy Haste (left) is sworn in to office by IBA Builder Area Vice President Pat Richard.



Members of the BA of Southeastern Indiana gather for a picture at a recent monthly membership meeting to discuss housing finance issues and an update from the IBA on the recently concluded session of the Indiana General Assembly.



Meeting sponsor Brad Marley (left), with Lafayette Community Bank, and BA of Greater Lafayette President Andy Haste (center) congratulate the night's Builder CA\$H winner, Pat Richard.



IBA Builder Area Vice President Pat Richard (right) installs the directors and officers of the BA of Greater Lafayette.



Receiving the coveted BA of Greater Lafayette Builder & Associate of the Year awards for 2013 were builder Grant Giese, (left) Green Goose Homes, and associate Jay Andrew, Henry Poor Lumber.



BA of Greater Indianapolis Sales & Marketing Council President Chris Schrader (center), Drees Homes, thanks representatives from Builders Design Group, for presenting the latest sales model trends to the group.



BA of Greater Indianapolis Sales & Marketing Council President Chris Schrader (left), Drees Homes, thanks Teri Tillery, with IPL, and Jerrod Klein, with M/I Homes, for sponsoring the recent SMC meeting.



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HBA

PARTICIPATING CHAPTERS

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

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

HOW TO REGISTER

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

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

800.810.3909
customerservice@mynpp.com
www.mynpp.com



EXCLUSIVE PRICING FOR HBA MEMBERS

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

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



- Corporate Discount - 22% off all eligible wireless calling plans \$34.99 and higher, plus free activation
- Employee Discount - 15% off eligible wireless calling plans \$34.99 and higher (plus additional 3% discount if enrolled in online billing)
- Add-On Data Features - 22% discount on eligible plans of \$24.99 or higher
- \$20 for 3GB of data on corporate lines
- Select Accessory Discount - 25% off eligible Verizon accessories

Verizon Eligibility Requirements: Each member must be a construction company, home building company, remodeling company or other trade craftsman, or a subcontractor whose primary trade is within the construction industry. This includes an association or union within the construction industry.
Five line minimum, two corporate lines required.



- Discount pricing on maintenance, repair, and operating supplies
- Local products and service at 2,600+ stores



- High-def remote surveillance for your job site
- 25% off monthly service and cameras

STAPLES Advantage

- Discounted, contracted prices on over 30,000 supplies and services
- Free next-day delivery on most standard orders over \$30



- Fleet management solution helps increase productivity, fuel efficiency, and driver accountability
- 15% discount on unique bundle of services



- Wireless routers and mobile broadband adapters for reliable 4G connection
- Up to 22% discount on various devices



- Toll-free audio conferencing for only 3 cents per minute; no contract, setup or monthly fee



- Receive money for your used phones
- Additional 10% for members

National Association of Home Builders

Put your membership to work now.

Money-saving discounts that benefit your business, your employees, and your family

www.nahb.org/MA



Claim 1st qtr. HBA member rebate now

To date, 161 IBA members have split over \$188,556 in cash rebates.

These rebates were received by members who participated in the Indiana Builders Association's HBA Rebate Program. There are a total of 835 builder and remodeler members who are eligible to participate in the program.

IBA's HBA Rebate Program is a manufacturers marketing program where builders and remodelers receive cash rebates for using certain manufacturers products in the building and remodeling of homes, apartments, and light commercial projects. There are 44 manufacturers currently participating in the program returning thousands of dollars in rebates to builder association members.

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

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

For example, Mansfield requests you identify single family or multifamily, toilet quantity, toilet model name, lavatory quantity, lavatory model name, tub quantity, and plumbing subcontractor name.

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

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

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

Get the most of your membership by taking advantage of this free member only benefit. See a complete list of manufacturers participating in the program in the advertisement attached. To register and begin getting your rebates, visit www.hbarebates.com.

Deadline to claim for work completed in the first quarter of 2014 is May 31.

Why are you a member?

We're always asking people to join our association but have you ever asked yourself why you are a member?

Almost 100 percent of the time, when I ask other members that question, they have an immediate answer. Do you?

If you can't answer that question with some simple sentence then when do you know you are getting a straight answer from a new prospect?

This week, or better yet, right now, think about why you are a member.

If you have been a member for several



Membership Memo

By Tim Eckert
Weber Custom
Concrete, Zionsville
IBA Membership
Co-Chairman

years is it just a habit, something you just do without a thought as to why?

If you are a newcomer to our organization, are you getting out of it what you expected?

Your local executive officer and your association membership chairman have quick and ready answers about why being a member is a good thing, of course, but do you have an answer?

Give it some thought; "why am I a member?"

Let me know, I'm very interested in your answer. You can e-mail me at time@weberconcrete.com or call me at (317)407-9933.



ATTENTION BUILDERS AND REMODELERS:

Do you want to start getting money for products you already use?

The Member Rebate Program is a free member benefit of the State Home Builders Association that is available to all active Builder and Remodeler Members.



There are currently over 40 of the country's leading Manufacturer Brands participating in the Member Rebate Program.

MOST THAT YOU PROBABLY ALREADY USE!



It's as easy as 1-2-3!

- 1) Register
- 2) Submit a Rebate Claim
- 3) Receive a Rebate Check!

OVER 70% OF PARTICIPANTS RECEIVED MORE THAN THEIR ANNUAL DUES TO THEIR ASSOCIATION LAST YEAR!

Visit www.HBArebates.com to Register & Claim



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