The Indiana Bildor™

Official Publication for Members of the Indiana Builders Association, Inc.

November, 2007 **www.BuildIndiana.org** Volume 43, No. 11

Education Offers Members a Competitive Advantage

GRADUATE MASTER BUILDER

- Learn from Industry Experts and Gain a Designation -

Do You... want to increase your knowledge and improve your skills in negotiating, risk management, and financial management?

Do You... have 10 years of building industry experience and want a competitive edge?

Do You... have between 5 and 9 years of building industry experience, already have a CGB, CGR, or CGA designation, and want to add another designation to your credentials?

If You Do... then register today for the upcoming designation courses to be held December 5 through 7 from 8:00 a.m. to 4:00 p.m. at the Indiana Housing Center in downtown Indianapolis. Additional details and a registration form are on page 4.

Negotiating Skills

Wednesday, December 5
Instructor: Tom Stephani, CGB, CAPS, CSP, MIRM, Custom Construction Concepts, Crystal Lake, Illinois

Negotiation skills often spell the difference between profit and loss, stress and success. With a combination of lectures, exercises, and role-playing, this course teaches strategies for specific negotiating situations and builds confidence in the achievement of mutually satisfactory results.

This course is approved for credit toward the GMB, CGA, and CGR designations.

Financial Management

Friday, December 7
Instructor: Jeff Hunt, GMB, CGR, CAPS, Heritage Construction, Houston, Texas

Improve productivity and increase profits by applying the essential financial management techniques used in successful businesses. Learn financial tools you can apply immediately to achieve success. Topics include: organization strategies for reaching objectives, annual operating plans, budgets, financial reports, operating ratios, and revenue forecasts to control profitability and identify adjustments. Course approved for credit toward the GMB designation.

Risk Management & Insurance for Building Professionals

Thursday, December 6. Instructor: Tom Stephani, CGB, CAPS, CSP, MIRM

Today builders face a liability insurance crisis. Coverage has become scarce, expensive and restrictive. In this environment, builders must employ comprehensive risk management strategies to survive, reduce construction risks and other exposures.

This course is approved for credit toward the GMB and CGR designations.

IBA Members to Meet in Indianapolis

Over a hundred members of the Indiana Builders Association will meet at the Hilton Indianapolis North on November 12 and 13 to conduct business for the IBA, as well as to gain insight and learn from industry experts.

A list of all of the meetings and events to be held over the two-day session is to the right. All members are welcome to attend meetings of interest.

On Monday, November 12, builders association leaders from around Indiana will "Refresh, Retain, and Re-energize Their Leadership Skills" at IBA's annual statewide leadership conference. The conference will start with a motivational lunch at 12:00 noon, followed by a general session. Attendees will then choose from three hours of roundtable discussions covering property tax issues; IBA/NAHB legislative and regulatory policies; charity gaming; association legal issues; strategic planning; officer orientation; marketing, and membership recruitment, retention, and involvement. The Conference will adjourn at 5:00 p.m. There is no cost to attend, however, reservations are requested.

Tuesday morning, November 13, interested members will attend a free issues briefing on "Copyright Infringement of House Plans: What You Need to Know". This one-hour issues briefing will feature David Jaffe, from NAHB's Legal Affairs Department, and an Indiana home builder who has firsthand experience dealing with copyright infringement that resulted in a multi-million dollar insurance claim. Jaffe will cover the basics

Meetings *(see page 4)*

All IBA members are invited to participate by attending meetings of interest. Call the IBA to RSVP at (800)377-6334.

Monday, November 12, 2007

9:00 -10:00 a.m.	Senior Officers
9:00 - 5:00 p.m.	BAR/PREP Assessment
10:00 -12:00 noon	Executive Committee
12:00 - 5:00 p.m.	Leadership Conference
	"Refresh, Retain, and Re-energize Your Leadership Skills"
4:00 - 5:00 p.m.	Housing Protection Fund
5:00 - 8:00 p.m.	Networking Reception
6:30 - 7:30 p.m.	Nominating Committee
7:30 - 9:30 p.m.	State Past Presidents'

Tuesday, November 13, 2007

8:30 - 9:30 a.m.	Issues Briefing
	"Copyright Infringement of House Plans: What You Need to Know"
9:00 - 5:00 p.m.	BAR/PREP Assessment
9:30 - 10:30 a.m.	Rural On-Site Wastewater
9:30 - 10:30 a.m.	Joint Meeting-Local Presidents' Council and Builder & Associate Area Vice Presidents
9:30 - 10:30 a.m.	Local Executive Officers
9:30 - 10:30 a.m.	Convention Committee
9:30 - 11:00 a.m.	Green Building Task Force
10:30 - 11:30 a.m.	Educational Scholarship
10:30 - 11:30 a.m.	Membership Committee
10:30 - 12:30 p.m.	Codes Committee
11:00 - 12:30 p.m.	Land Use Committee
11:30 - 12:30 p.m.	Associates Committee
11:30 - 12:30 p.m.	Remodelers
12:30 - 3:00 p.m.	Board Meeting
3:00 - 4:00 p.m.	INHousing Center Trustees
4:00 - 5:00 p.m.	Investment Policy Comm.
5:00 - 8:00 p.m.	Finance Committee

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

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Details and Registration Information on pages 9-15

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Walking With Giants

President's Message
By Stephen Robinson,
GMB, CGB, CGR, CAPS,
New Castle
President,
Indiana Builders Association

I recently spent two days instructing the Green Building professional designation course at the Indiana Builders Association. The class had the largest turn-out of the year with 38 participants. It was impressive to see the individuals gathered around the tables - custom builders, designers, HVAC contractors, utility personnel, remodelers and staff - all present and eager to know more about green.

What a glorious time in which we live. Things are rapidly evolving and emerging in this new millennium. I was at the national remodeling show in Las Vegas recently and was equally impressed by the turn-out and quality of attendees and the caliber of presenters. Thousands of individuals convened to learn as much as possible to enhance their business and improve their bottom line.

On the flight home from Vegas I realized that I am walking with giants. I have the rare and distinct privilege of being blessed to work in an industry that has spawned true giants. We house God's children, whether through renovation or new construction. How cool is that? These giants have transformed America.

We have the world's highest home ownership rate, the majority built and developed by our members. We have decent places to work and eat. We are constantly educating ourselves and raising the bar higher to create and sustain the industry.

I walk with the giants who pioneered this path - the Gene Glicks, the John Harts, and the Jud Motsenbockers of the world. I also walk with the future giants, those teaching and attending classes, leading our associations, and participating in local government issues.

We owe all of this to those who are still working and to those who have gone before. Thank you to the giants that I have known, to the giants that I never had the chance to know and to the giants that don't even know they are giants.

Many Americans may not appreciate the sacrifices and dedication that you expend on a daily basis so that they can live in the greatest place on Earth. I, however, do. Thank you for the opportunity to walk by your side. I am really enjoying the walk.

Please try to pause now and then and count the many blessings that you have. May the Lord continue to Bless You and Yours.

Sincerely, Stephen

IBA Adds Two New Staff Members

Gretchen White Named IBA's New Government Affairs Director

Gretchen E. White, a graduate of Purdue University in West Lafayette, has been named the new IBA Government Affairs Director. She began her duties in early October.

Before joining the Indiana Builders Association, White served as Policy Analyst and Legislative Liaison for the Indiana Economic Development Corporation. Prior to her experience at IEDC, White worked in the legislative process as an intern for both Ice Miller's Public Affairs Group and the Indiana House of Representatives. White's political experience includes having worked on the campaign staff of Governor Daniels' 2004 election campaign.

As Government Affairs Director, White will focus on state government issues, including legislative monitoring and representation, grassroots programming, and outreach to various groups across the state. She is a registered lobbyist and will directly network with Indiana's Senators, Representatives, and IBA's 7,000 member companies.

White will also serve as the Secretary of IBA's Political Action Fund, the Association to Build a Better Indiana. In that capacity, she will make recommendations to the PAC Board as to which political campaigns receive monetary support from the building industry.

White

According to Rick Wajda, IBA's Chief Executive Officer, "She is an outstanding young woman who has a tremendous reputation around the Statehouse and understands the legislative and political process. Gretchen will serve the members of the Indiana Builders Association well."

White replaces Brooke Burtnett, who resigned from IBA to take a position as the Manager of State Relations at the Indiana Statewide Association of Rural Electric Cooperatives.

Jennifer Wilczynski Assumes Administrative Assistant Duties

Jennifer Wilczynski recently joined the staff of the Indiana Builders Association as an Administrative Assistant.

Wilczynski is a graduate of Ball State University.

Wilczynski

Her responsibilities include website maintenance, graphic design, Board database maintenance, processing builder standards orders, and customer service to members and consumers. She will be the voice you hear most often when you call the IBA office.

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Governor Releases Property Tax Plan

On October 23, 2007 Governor Daniels released his property tax plan to permanently cap property tax bills and cut Hoosier homeowners' bills by an average of one-third. The proposal will be debated in the upcoming session of the Indiana General Assembly.

Inside the Issue

By Rick Wajda

Chief Executive Officer

Indiana Builders Association

The Indiana Builders Association leadership and staff are reviewing the proposal and will continue to work with members of the Indiana General Assembly and the Daniels Administration to provide comprehensive property tax relief and restructuring for all Hoosiers.

The IBA supports true meaningful property tax reform, including the elimination of school, court and welfare costs from the property tax rolls. The IBA also supports government consolidation and restructuring to make government as efficient and streamlined as possible. However, any restructuring must take into account the delicate balance of residential and business interests to maintain and expand Indiana's economic engine. The IBA will oppose any effort to provide blanket property tax exemptions based on the age of homes or any implementation of a real estate transfer tax.

IBA applauds Governor Daniels for stepping forward and providing the leadership to address the issue of property taxes in Indiana. Lawmakers have an excellent opportunity to dramatically change the way Indiana operates in the next session of the General Assembly.

Below is a summary of Governor Daniels Property Tax Relief Plan:

* Homeowners will never pay more than 1 percent of the assessed value of their homes in property taxes. Property taxes on rental properties will be capped at 2 percent of their value, and property taxes on businesses will be capped at 3 percent.

* The average homeowner will get an overall property tax cut of about one-third from the Governor's plan. However, the exact size of homeowner property tax reductions will vary considerably across the state, depending on local circumstances.

* The Governor's plan would give Indiana the 9th lowest homeowner property tax burden in the United States.

* Property tax caps will be made permanent through a constitutional amendment.

* The state will fund the full cost of child welfare and K-12 school operations, including transportation, removing this burden from local property taxes.

* The plan will be funded by a penny increase in the state sales tax, existing gaming revenue, and a prudent amount of the budget surplus made possible by ongoing restraint in state government spending.

* To ensure that local taxes do not increase excessively in the future, total local government spending can not grow faster than county personal income (based on a rolling six-year average).

* The Tax and Capital Projects Review Board in each county must review and approve the spending plans of all taxing units within that county.

* Large local construction projects must be approved by communities through a referendum vote.

* Elected assessors in all counties will be replaced by a professional Assessor appointed by the elected County Council.

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Need the Right Tools?

GRADUATE MASTER BUILDER

Get your GMB (Graduate Master Builder) Designation Today.

Benefits of a GMB designation:

- Listing in NAHB's on-line Directory of Professional Designates, www.nahb.org/designationdirectory

- Improved management skills and business performance

- Peer networking

- Recognition as a professional in the industry

- The right to use the GMB designation on all letterhead, business cards & professional materials

Candidates must have 1 of the following:

- CGB, CGR or CGA designation and have 5 years of building industry experience.

- Completed 3 courses approved for the CGB, CGR, or CGA designations and have completed 10 years of building industry experience.

Candidates must do 1 of the following: Complete 5 GMB courses; OR Complete 4 GMB courses plus 2 CGB/CGR/CGR courses.

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.

Please Enroll Me:

____ **Dec. 5, 2007** Negotiating Skills
____ **Dec. 6, 2007** Risk Management & Insurance for Building Profs.
____ **Dec. 7, 2007** Financial Management

Location for all classes: **Indiana Housing Center (IHC)**
1011 Dr. Martin Luther King Jr. St., Indianapolis, IN 46202

Costs & Payment

Cost: HBA Members - $195/course OR $540/session (3 courses)
Non-HBA Members - $245/course OR $690/session (3 courses)

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 ext. 106 or Carlie@BuildIndiana.org

Return Completed Form: IBA, P.O. Box 44670 Indianapolis, IN 46244-0670
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Meetings *(from page 1)*

of copyright law as it pertains to buildings and architectural works. He will discuss: what is protected by copyright; how are copyrights enforced; what constitutes infringement, and what remedies are available for infringement. In addition to his presentation, attendees at the briefing will discuss common copyright problems and how to avoid them. There is no cost to attend, however, reservations are requested.

Senator David Long, Senate President Pro Tempore, will address the IBA board of directors on Tuesday during their luncheon meeting beginning at 12:30 p.m. Long currently serves as chairman of the Legislative Council and the Rules & Legislative Procedures Committee. He is an ex-officio member of the Joint Rules Committee. Long will update the board on property taxes and other issues facing the Indiana General Assembly.

The Board meeting is a luncheon and there is a cost of $20 if pre-registered, $25 at the door, and an additional $7 to be invoiced. Reservations for all meetings can be made by calling (800)377-6334.

"Copyright Infringement of House Plans: What You Need to Know!"

Presented by:

IBA NAHB

FREE

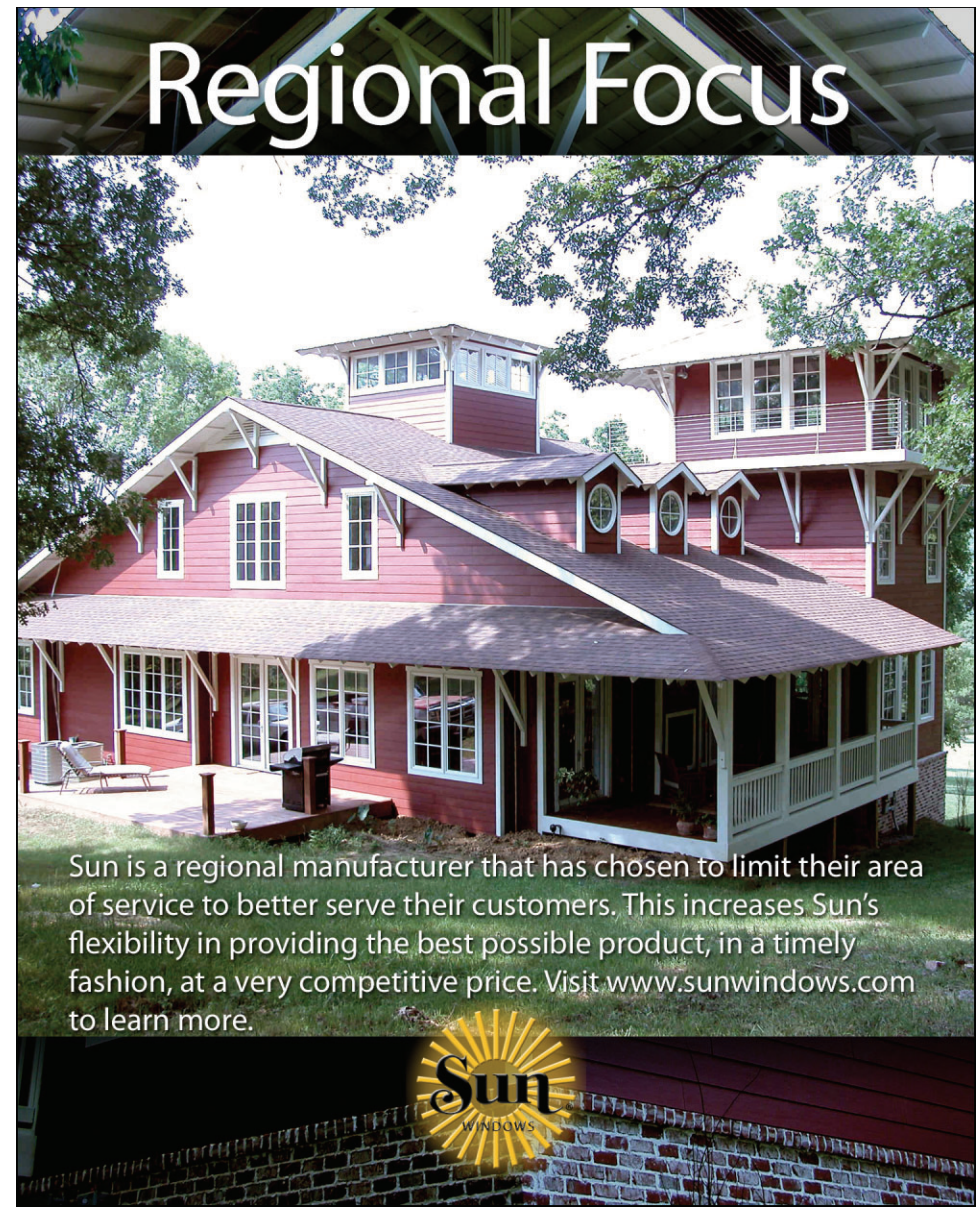
one-hour Issues Briefing

Tuesday, November 13
8:30 a.m. to 9:30 a.m.
Hilton Indianapolis North
8181 N. Shadeland Ave., Indianapolis

This one-hour issues briefing will feature David Jaffe, from NAHB's Legal Affairs Department, and an Indiana home builder who has firsthand experience dealing with copyright infringement that resulted in a multi-million dollar insurance claim.

Jaffe will cover the basics of copyright law as it pertains to buildings and architectural works. He will discuss: what is protected by copyright; how is copyright enforced; what constitutes infringement; and what remedies are available for infringement. Discussion will center around common problems and how to avoid them.

Reservations are requested and may be made by calling (800)377-6334 or by e-mail to Info@BuildIndiana.org.



New Exceptions for Unvented Crawl Spaces On the Horizon

Understanding the Code

By Marlys Pedtke
Code & Technical Specialist
Indiana Builders Association

New amendments to the current code, the 2005 Indiana Residential Code (IRC), are about to enter the final phase of becoming effective. The amendments are entering the promulgation phase, which will take approximately four months to complete. It is anticipated that the new amendments will become effective sometime in the spring.

One of the more important changes forthcoming will be new allowances for unvented crawl spaces. Sec. R408.2; openings for under-floor ventilation, currently has five exceptions to under-floor ventilation: 1) if ventilation openings to the interior are provided, 2) reduction of openings with vapor retarder material on the ground, 3) under-floor spaces used as plenums, 4) under-floor spaces with mechanical ventilation, and 5) under-floor spaces provided with conditioned air.

Two more amendments have been proposed: *6) Ventilation openings are not required when the under-floor space is insulated in accordance with Chapter 11 of this code, the insulation materials comply with Sec. R314 and R316 of this code and the ground surface is covered with an approved vapor retarder that extends to the exterior walls and all penetrations. The vapor retarder shall have a minimum thickness of 0.006-inch and shall be installed so that any joints are lapped at least 6 inches. Mechanical ductwork shall be uninsulated and shall have no openings into the under-floor space. A hard surface pad with dimensions of at least 16 inches by 16 inches and an electrical receptacle shall be installed to allow for the installation of dehumidification equipment in the event of high humidity conditions in the under-floor spaces. Openings into conditioned space shall be permitted.*

7) Ventilation openings are not required when the under-floor space is insulated in accordance with Chapter 11 of this code, the insulation materials comply with Sec. R314 and R316 of this code and there is a concrete floor at least 2 inches thick installed on the ground surface of the under-floor space. A vapor retarder, at least 0.006-inch thick, and extending to the exterior walls and penetrations shall be installed under the concrete floor. Conditioned air shall be circulated through the under-floor space at a rate of at least 1 cfm for each 50 square feet of under-floor space.

While IBA code committee members believe firmly in the merits of unvented crawl spaces, the committee was hesitant to allow such, without taking precautions against unmanaged moisture and its problems. Especially with number 6 above, allowing uninsulated ductwork to function as a conditioning agent was a big deal!

These new exceptions will be helpful to builders who do not want to ventilate crawlspaces anymore and find these ways workable.

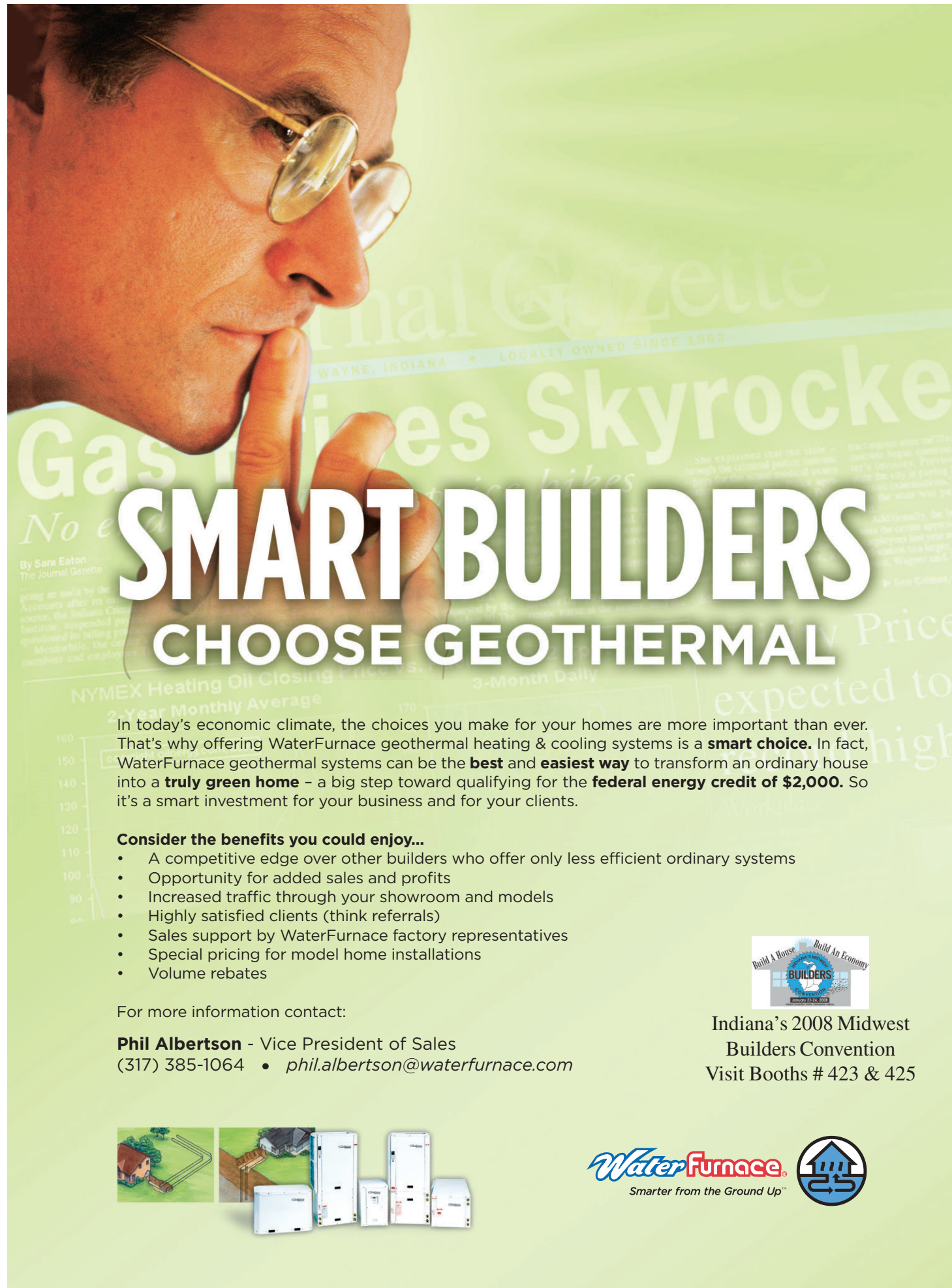
State Offers Geothermal Heat Pump Rebate Program

The Indiana Office of Energy & Defense Development has rolled out a Geothermal Heat Pump Residential Rebate Program to promote the use of this energy efficient heating and cooling system. The $500,000 program offers rebates to homeowners who replace a traditional heating and cooling system.

The rebate program is being administered by the Indiana Office of Energy & Defense Development using U.S. Department of Energy funds as part of a program to increase the use of renewable energy in Indiana.

The amount of the rebate will be based on the size of the GHP system installed, with a maximum rebate of $2,000 per installation. The program will be active until the $500,000 fund is exhausted.

A list of guidelines and an application are available. Homeowners wishing to apply for the rebate must do so online at: www.energy.IN.gov.



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Getting the Right People on the Right Seat on the Bus

Written by: Scott Humphrey, Marketing Manager, Shaw Flooring Alliance and reprinted with permission from the Floor Focus.

In a recent meeting in Houston, Texas, I gathered with a group of key floor covering dealers to discuss issues that impacted their success. Of course the typical challenges were mentioned: driving retail traffic, advertising, economic concerns, price increases, installation, distribution, etc. In order to drill down and discover the underlying issues, I like to ask a question that takes people away from the typical business focus; a question like, "What keeps you up at night?" The group overwhelmingly responded, "Help me hire the right people."

True leaders want to know that they not only have the right people on the bus, but that they have the right people on the right seat on the bus. And for good reason, the latest research from the American Management Association calculates the cost of losing an employee is 30 percent of that former employee's annual salary. Others show it to be as high as 1 1/2 times the salary of the former employee. This doesn't even calculate the cost of those employees who decide to quit and stay. They come to work Right *(see page 8)*

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The Indiana Builders Association (IBA) needs your input. Let us know how you prefer to receive information from IBA. Please mark the corresponding boxes and return to IBA.

I want to receive all IBA materials through:

☐ Mail ☐ E-mail

I want to receive "The Indiana Bildor" newspaper publication through:
(Current or past issues are always available on IBA's website at www.BuildIndiana.org)

☐ Mail ☐ E-mail

I want to receive Board & Committee notices through:

☐ Mail ☐ E-mail
☐ Fax

I want to receive the following information through:
IBA General Information; Education; Designations; Golf Outing Convention; Membership Benefits; Legislative Updates; voterVoice

☐ Mail ☐ E-mail
☐ Fax

If you marked a "Fax" or "E-mail" box, we want your most updated information.

Name_____
Company_____
Fax_____
E-mail_____

Return completed form to:
IBA, P.O. Box 44670,
Indianapolis, IN 46244
Fax to 317-236-6342
Questions? 800-377-6334

Right *(from page 7)*

every day, but you would be better off if they didn't. Inside they quit some time ago. They are going through the motions and probably spreading their "I'm not happy here" venom, everywhere they go.

In 1990, after spending a few years as an outside sales rep, Shaw asked me to head up their sales recruiting/hiring process. During the next 8 years I interviewed some 10,000 potential candidates, ultimately making hundreds of offers to potential sales professionals. I came to realize that in most cases the interviewing process is severely flawed. It is focused on hiring, but not necessarily on hiring the right candidate.

One day while I was in a bookstore looking for a book to hone my interviewing skills, I was surprised to see several books on how to get through the interview. Books like Getting the Job You Really Want, by Michael Farr, give detailed instructions on how to make the right impression during the interview. I was further surprised to find that on many college campuses, Placement Centers offer classes on "Landing the Right Job". These classes do help students determine the jobs that match their strengths. Unfortunately, they also teach students how to answer interview questions. That's right, students and applicants are trained to give the answers we want to hear, but not necessarily the answer that truly reflect their feelings. For example, take the often-asked question, "What do you consider your greatest weakness?" Any trained interviewer will take this potential negative question and turn it to a positive by saying, "My greatest weakness is that I work too hard."

In this article, I want to give you some practical advice on interviewing to help you get through the fluff. This information is sure to save you time and money, by helping you hire the right candidate the first time.

1. Create A Job Description

If you haven't defined the position you are hiring for, you are most likely hiring based on likeability. There are many likable people out there that are not suited for their current position. Take the time to identify the job responsibilities. It was standard practice for me to ask the applicant to read the job description. I would follow this step by asking if there were any reason why they could not perform the responsibilities of the job. I would then have them sign the bottom signifying that they understood and were able to, and if hired, would perform the job responsibilities as defined in the job description. Among other things, this was powerful defense if I ever had disciplinary problems after the hire. I would simply pull out the signed job description and show them where they had agreed that they could and would perform the agreed upon actions.

To create a job description, simply jot down what you are hiring the person to do. If you are filling an existing job, think about what the previous employee was responsible for and add in anything you would have changed about their job responsibilities. If you have others currently doing the same job, have them jot down what they do on a daily basis. This also gives them some ownership in the hiring process and assures them that the next person will carry their fair share of the workload. In addition, job descriptions are easily found on the internet, especially through job search companies like monster.com.

2. Involve Your Existing Employees

It is never a good idea to make the hiring decision a solo decision. The longer a position has been open, the more desperate we are to fill a void, the more likely we are to see what we want to see; to overlook the weaknesses and exaggerate the strengths. I would recommend that you set a standard for your hiring decisions. Our standard at Shaw was that each applicant had to be interviewed by three people and all had to agree

that this was a good hire before we would make an offer to the applicant. After all, anyone can have one good interview.

But having multiple interviewers is not the main reason for involving other employees. Employees that interview a candidate, and approve them, feel a sense of responsibility for the success of that person. They are more likely to encourage them and hold them accountable to the standard you have set for your employees and your workplace. I've been on both sides of this. One manager made it a point to involve the entire team in a hiring decision. Another made the decision alone and then announced it to the team. Just think about it. Which candidate would you have more of a vested interest in?

3. Ask Behavioral Questions

This may be the biggest change from the way you interview today, but by far the most beneficial. There is an old adage that I have never forgotten from my recruiting days. It states, "The best predictor of future performance is past performance". With that said, the question is not what a candidate would do. The question is what a candidate has done. So instead of starting your questions with "What would you do..." you now gather your information by saying, "Tell me about a time..." Candidates are not trained to interview this way. You get a picture of the real person.

Follow this format. Ask them to tell you about a situation where they had to display a quality or job skill that you deem to be essential. Follow this question by asking what action they took (What did you do?). Next, ask them to share with you the outcome (What happened?). Finally, ask them what they would change if they had the situation to live over again. Making mistakes in their past should not exclude them from the job. Not learning from those mistakes should.

Be prepared, since this is not the normal method of interviewing, candidates will still try to tell you what they would do. When this happens, just state, "I appreciate your willingness to share with me what you would do, but I really want to hear about a specific situation where you have done this."

4. Read Their Body Language

It is easier to mislead with words than it is with actions. It is important that you watch the candidate's reaction as they answer the questions. Body shifts like crossing the legs or rubbing their hands together could indicate deception. Dr Albert Moravian at UCLA did research to determine why people trust others. He found out that: 7 percent of trust is established through the words that we say; 38 percent comes from the way we say those words, the tone of voice or inflections we use; but 55 percent of trust is established through the body language we observe. It is important that we do more than interview the candidate. We must also evaluate them for visual responses.

When you consider the cost of a bad hire, and you look at the high rate of turnover in our industry, making the right hiring decision should be one of our primary objectives. This is not an exhaustive discourse on hiring the right candidate, but these four steps helped Shaw reduce our turnover in the early nineties from nearly 20 percent to less than 10 percent. I am confident they will work for you as well.

If you have additional questions, please feel free to contact me at (706)275-3419.

IBA's Educational Scholarship Foundation

"Dream-Maker"

One Who Takes A Vision and Creates Reality

Providing Individuals the Opportunity to Become the Dream-Makers of Future Generations

Purpose

The Indiana Builders Association's Educational Scholarship Foundation was created to fulfill the American Dream of homeownership for every Hoosier so desiring to own their own, safe, and decent home by assisting in the educational development of building industry professionals.

Tax Deductible 501(c)3 Organization

The Indiana Builders Association Educational Scholarship Foundation, Inc. is a public charity qualified to receive and gift tax deductible bequests, devises, transfers, or gifts.

A 501(c)3 tax deductible organization.

Federal Tax ID# 20-3910424

Scholarship Awards

The Foundation will award scholarships to deserving students who have chosen the building industry as their vocation. Scholarships will be awarded to individuals desiring to continue their education to enhance their career in the building industry, whether it be a structured degree, certification, designation apprenticeship, or an approved continuing education class. Applicant must be a legal resident of Indiana and live in the jurisdiction of the Indiana Builders Association.

Become a "Dream-Maker" today by partnering with us!

IBA's Educational Scholarship Foundation Donation Form

Individuals are encouraged to become a "Dream-Maker" by making a donation to the foundation.

Support for the foundation may be expressed through:

❒ Single contribution

❒$1,000 ❒$500 ❒$250 ❒Other $_____

❒ Pledge *(to be paid over 5 years)*

❒$10,000 ❒$5,000 ❒$2,500 ❒$1,000 ❒$500 ❒Other $_____

❒ Attending fund-raising events *(we'll add you to our event mailing list)*

❒ Gifting of stocks

❒ Grants

❒ Corporate gifts and donations

❒ Build Your Legacy Plan *(life insurance coverage, payable in the event of death, to the Foundation)*

❒ Beneficiary on life insurance policies

Payment Options

❒ Check enclosed

❒ Invoice

❒ Credit card *(MasterCard or VISA)*

Number _____ Expiration Date ____

Signature _____ SIC Number _____

Name _____ Phone _____

Company _____ FAX _____

Address _____

City, State, Zip _____

E-mail _____

Complete and mail to: IBA's Educational Scholarship Foundation, Inc., P.O. Box 44670, Indianapolis, IN 46244-0670. FAX (317) 236-6342. Questions? Call (800) 377-6334.

The Indiana Builders Association Presents

Indiana's Midwest Builders Convention

January 23-24, 2008
Indiana Convention Center
Indianapolis, Indiana

Nationally acclaimed educational speakers

Take home the tools you need to prosper in today's housing market

Learn and re-energize with your colleagues

Prizes and fun!

30+ Seminars - 100+ Exhibits - 1,000+ Attendees

Schedule of Events

Tuesday, January 22, 2008

9:00 am -	4:00 pm	IBA Committee Meetings
11:00 am -	7:00 pm	Exhibitor Setup
4:00 pm -	6:00 pm	IBA Board Meeting
6:00 pm -	7:30 pm	Welcome & Legislative Reception

Wednesday, January 23, 2008

8:00 am -	10:45 am	Exhibit Hall Open
8:30 am -	10:30 am	Seminars
10:45 am -	12:00 pm	Keynote Session featuring Morton Marcus
12:00 pm -	5:00 pm	Exhibit Hall Open
12:00 pm -	1:30 pm	Lunch & Festivities in Exhibits
1:00 pm -	5:00 pm	Seminars
5:30 pm -	10:00 pm	Texas Hold 'Em Tournament
5:30 pm -	7:00 pm	Howl at the Moon Celebration

Thursday, January 24, 2008

8:00 am -	1:00 pm	Exhibit Hall Open
9:00 am -	11:30 am	Seminars
11:00 am -	1:00 pm	Lunch & Grand Prize Drawings in Exhibits
12:30 pm -	4:45 pm	Seminars

Welcome & Legislative Reception

Tuesday, January 22
6:00 - 7:30 pm

Begin your convention experience by attending a welcome and legislative reception hosted by the Indiana Builders Association. Members will mingle and enjoy cocktails and hors d'oeuvres, while networking with their state legislators.

This event is included in all full and additional full convention registration packages. Additional tickets may be purchased for $30.

Over 100 Suppliers to Showcase Latest Housing Industry Products and Services

Wednesday, January 23
8:00 - 10:45 am & 12:00 - 5:00 pm
Thursday, January 24
8:00 am - 1:00 pm

Find out about the latest products and services your customers will want to include in their new homes and remodeling projects. Over 100 industry suppliers will showcase their products and be on hand to answer your questions.

Special events in the exhibit hall each day include donuts and coffee for breakfast and several hot options for lunch.

All convention registration packages include entrance into the exhibit hall. Exhibit hall only passes are free for all builders and remodelers. Exhibit hall only passes for suppliers not exhibiting are $50 per day.

Save $75

Designed Exclusively for Building Industry Professionals

Keynote Presentation featuring Morton Marcus

Wednesday, January 23
10:45 am - 12:00 noon

Morton Marcus, Director Emeritus of the Indiana Business Research Center in the Kelley School of Business at Indiana University, will keynote the convention with an economic overview.

Marcus has served six Indiana governors as an advisor on taxation and economic development.

Prior to his retirement, he was a professor of Economics for 33 years. His observations on the Midwest economy have been seen by viewers on the News Hour on PBS and read in newspapers across America.

The keynote presentation is included in all full, additional full, and Wednesday convention registration packages. Additional tickets may be purchased for $30.

"Howl at the Moon" Celebration

Wednesday, January 23
5:30 - 7:00 pm
Howl at the Moon piano bar
20 East Georgia Street, Indianapolis

Celebrate a day of learning with your colleagues at the Howl at the Moon piano bar. The Indiana Builders Association has reserved the facility for a private celebration prior to their opening to the public.

This event is open to all convention exhibitors and attendees. Hors d'oeuvres will be served. Cash bar. Sponsorship opportunities available.

Save $75 by registering before November 15!

Refer a Friend and Save An Additional $10.

Texas Hold 'Em Tournament to Benefit IBA's Educational Scholarship Foundation

Wednesday, January 23
5:30 - 10:00 pm
Indianapolis Marriott Downtown

Take a chance at winning part of the $2,500 pot by participating in a Texas Hold 'Em Tournament hosted by the Indiana Builders Association.

Enjoy a fun evening and support a great cause as all proceeds benefit the IBA Educational Scholarship Foundation, a 501(c)3 tax deductible organization. Complementary hors d'oeuvres will be served. Cash bar. Entry fee is $100 per person to play, $35 to attend. Sponsorship opportunities available. Gaming license applied for.

Prizes and Fun!

To add a little fun to the two days of intense seminars and workshops, over $2,000 in cash and prizes will be awarded in exhibit hall drawings to be held continuously during the Convention.

Visit each booth and enter for a chance to get in the "Cash Cube". Several lucky IBA members will be taking home cold hard cash.

Hotel Accommodations

The Indianapolis Marriott Downtown (350 W. Maryland St.) is the headquarter hotel. The room rate is $149 plus tax. Reservations can be made via the internet at www.marriott.com, the group code is BUIBUIA. Reservations may also be made by calling the Marriott at (800)228-9290. Be sure to say you are with Indiana's Midwest Builders Convention to receive the special convention rate. Rooms are limited and cannot be guaranteed as all room requests are filled on a first-come, first-serve basis.

Seminars at a Glance and Descriptions

Tracks	Sales & Marketing	Hot Topics	Professional Growth	Hands-On-Training	Codes
Seminar Rooms	**Room 120**	**Room 121**	**Room 122**	**Room 123**	**Room 124**
Wed., Jan. 23 8:30-9:30 am	Closing Strategies for a Difficult Market *Charles Clarke III, MIRM* R	How To Go Green *Panel* R	Finding Your Path *Marianne Glick* R	Stone By Design *StoneWorks*	Corrugated Stainless Steel Tubing Regulations *Panel* H
Wed., Jan. 23 9:30-10:30 am				Best Installation Practices for Windows & Doors *Andersen Windows*	
Wed., Jan. 23 1:00-2:00 pm	Sales Rally *Charles Clarke III, MIRM* R	Fear Factor How to Create Traffic in a Scary Housing Market *Richard Elkman, MIRM* R	Negotiating Skills *Chuck Breidenstein, CGB* R	Achieving Sustainable Green Design with Air Barriers *Mike Smith, CGA*	New Amendments to the 2005 IRC *Lynn Madden* H
Wed., Jan. 23 2:00-3:00 pm				Air Barriers: Increasing Building Performance and Decreasing Energy Costs *Mike Smith, CGA*	
Wed., Jan. 23 3:30-5:00 pm	Sales Management Training *Tom Richey, MIRM*	Successful Sales Strategies for Active Adult Communities *Manny Schatz, MIRM*	Improving Your Sales, Profits and Employees *John Mautner*	Marketing Clinic with *Richard Elkman, MIRM*	
Thurs., Jan. 24 9:00-10:00 am	Selling in 2008 *Tom Richey, MIRM* R	Now That's A Good Idea - Creative Strategies for Effective Advertising *Richard Elkman, MIRM* R	State House Tour *Rick Wajda*	Solid Surface Installation *Rick Ruple*	Top 10 Framing Errors and 5 Ways to Avoid Them *Joe Heinsman* H
Thurs., Jan. 24 10:00-11:30 am				Wastewater Management *John Linn*	
Thurs., Jan. 24 12:30-2:30 pm	Basic Sales Techniques for Success in Today's Market *Manny Schatz, MIRM* R	Economic Forecast *Edsel Charles*	The Four Questions the Extraordinary Leader Asks Himself *Dr. Brad* R	Cross-Link Polyethylene System Plumbing Options & Installation Procedures *Panel* H	Unvented Crawl Spaces *Bill Fox, Jr., GMB, CGB* H
Thurs., Jan. 24 2:45-4:45 pm	Sales Seminar *Speaker TBD*	Green Sites for Green Building *Lynn Rigney Brian Neilson, P.E.*	The Six Abilities of Being an Extraordinary Leader *Dr. Brad* R	Wired Versus Wireless *Dave Pedigo*	Roof Issues: Wind Loads and Trusses *Joe Heinsman* H

All seminars approved for continuing education credits for GMB, CGB, CGR, CGA, CAPS, MIRM, CSP, RCS.

R = Approved for elective continuing education credits for Indiana's Real Estate License.
H = Approved for Indiana Home Inspector License, Category 1 continuing education credits.

Sales & Marketing

Closing Strategies for a Difficult Market
Charles Clarke III, MIRM
Wednesday, January 23, 2008
8:30-10:30 a.m.

In today's market, salespersons need every advantage to be successful. Charles Clarke III, one of the nation's top sales experts, will present 27 specific steps that every salesperson needs to implement to be successful in today's market. He will also present 11 closing strategies that increase the probability of a buyer saying "yes". Clarke is a Member of the Institute of Residential Marketing and is one of the nation's leading instructors. He is the creator and author of "Bulls, Owls, Lambs and Tigers: Personality Selling & Personality Marketing". ***Approved for 2 hours of elective continuing education for Indiana's Real Estate License.***

Sales Rally
Charles Clarke III, MIRM
Wednesday, January 23, 2008
1:00-3:00 p.m.

Attendees will join one of the most entertaining speakers at the Indiana's Midwest Builders Convention, Charles Clarke III, MIRM, for a whole new experience in high energy sales training and motivation. Learn how to be more successful in selling new homes with less stress and more fun, even in softer markets. Clarke is a Member of the Institute of Residential Marketing and is one of the nation's leading instructors. He is the creator and author of "Bulls, Owls, Lambs and Tigers: Personality Selling & Personality Marketing". ***Approved for 2 hours of elective continuing education for Indiana's Real Estate License.***

Sales Management Training
Tom Richey, MIRM
Wednesday, January 23, 2008
3:30-5:00 p.m.

Sales guru Tom Richey, MIRM, will present proven sales management techniques that work in today's housing market. Richey is president of Richey Resources Company based in Houston, Texas. He is a nationally known authority on sales training, management, and profitability strategies. He is a Member of the Institute of Residential Marketing.

Selling in 2008
Tom Richey, MIRM
Thursday, January 24, 2008
9:00-11:30 a.m.

Sales guru Tom Richey, MIRM, will present a blueprint for new home selling success in 2008. Learn what to do before...during...and after the selling act. This is a high performance program for instant success. Richey is president of Richey Resources Company based in Houston, Texas. He is a nationally known authority on sales training, management, and profitability strategies. He is a Member of the Institute of Residential Marketing. ***Approved for 2 hours of elective continuing education for Indiana's Real Estate License.***

Basic Sales Techniques for Success
Manny Schatz, MIRM, ARCS, CAASH
Thursday, January 24, 2008
12:30-2:30 p.m.

Attendees at this seminar will be able to guarantee their sales success in today's market by learning basic new home sales techniques that work. The techniques will start at the preparation stage and end at the successful sale. Re-energize your sales actions to ensure your ultimate sales success in today's challenging marketplace. Manny Schatz, MIRM, ARCS, CAASH, is principal of Professional Builder Services with offices in Nevada and California. He has been involved in nearly every aspect of home building, and holds a general contractor license, a brokers' license, a Member of the Institute of Residential Marketing designation, an Advanced Residential Construction Superintendent designation, and a Certified Active Adult Specialist in Housing designation. ***Approved for 2 hours of elective continuing education for Indiana's Real Estate License.***

Hot Topics

How to Go Green
Panel
Wednesday, January 23, 2008, 8:30-10:30 a.m.

What is "green"? Join this seminar for a panel discussion on what "green" means and how you can go "green" in your business. ***Approved for 2 hours of elective continuing education for Indiana's Real Estate License.***

Fear Factor: How to Create Traffic in a Scary Housing Market
Richard Elkman, MIRM
Wednesday, January 23, 2008
1:00-3:00 p.m.

It doesn't appear that 2008 is going to be a "fun'" year for builders in the Midwest. Builders will have to use everything in their "marketing arsenal" to "differentiate or die". Traffic will not come without a struggle and competing with the nationals will continue to be problematic. Richard Elkman, MIRM, will present techniques for creating traffic in a scary housing market. This seminar will be controversial as it relates to new marketing strategies for success. It is created for participants who are willing to "think outside the box". Elkman is president of Group Two Advertising, one of the largest real estate marketing and advertising companies in the country, representing builders in more than 30 states. Elkman has written five books for the NAHB. He is a Member of the Institute of Residential Marketing. ***Approved for 2 hours of elective continuing education for Indiana's Real Estate License.***

Successful Sales Strategies for Active Adult Communities
Manny Schatz, MIRM
Wednesday, January 23, 2008, 3:30-5:00 p.m.

Selling homes in the active adult market requires focused sales strategies that can differ from a typical new home sales approach. Attend this program and learn key points on successful sales strategies for the 50+ buyer that will help assure the early and continuous success of your active adult community. Manny Schatz, MIRM, ARCS, CAASH, is principal of Professional Builder Services with offices in Nevada and California. He has been involved in nearly every aspect of home building, and holds a general contractor license, a brokers' license, a Member of the Institute of Residential Marketing designation, an Advanced Residential Construction Superintendent designation, and a Certified Active Adult Specialist in Housing designation.

Now That's A Good Idea - Creative Strategies for Effective Advertising
Richard Elkman, MIRM
Thursday, January 24, 2008
9:00-11:30 a.m.

The Midwest real estate markets are in a severe down turn. Traffic is down significantly. Recovery is not likely to happen in 2008. Advertising as usual will not work. The time is ripe for new, affordable strategies. This unique program, presented by Richard Elkman, MIRM, will give participants more than 100 examples of marketing and advertising that work... not the same old stuff. Elkman is president of Group Two Advertising, one of the largest real estate marketing and advertising companies in the country, representing builders in more than 30 states. Elkman has written five books for the NAHB. He is a Member of the Institute of Residential Marketing. ***Approved for 2 hours of elective continuing education for Indiana's Real Estate License.***

Economic Forecast
Edsel Charles
Thursday, January 24, 2008
12:30-2:30 p.m.

Edsel Charles, founder and Chairman of the Board for MarketGraphics Research Group, will forecast how can you make money or go broke by 2009. MarketGraphics is a new home market research company. After building over $100,000,000 new single-family homes during the late 70's and 80's, Charles started MarketGraphics. The company has grown to one of the largest new-home research companies of its type in the United States.

Green Sites for Green Building
Lynn Rigney and Brian Neilson, P.E.
Thursday, January 24, 2008
2:45-4:45 p.m.

Lynn Rigney and Brian Neilson, P.E., will provide background on green stormwater infrastructure, how these alternative techniques fit Low Impact Development, Conservation Design, Sustainable Site Design and LEED oriented projects. Specific local, regional and national examples, performance observations and cost of these techniques will be discussed. Rigney has over 15 years in various aspects of private development including support of green building techniques. Neilson has over 22 years of both private development and public works project management with focus on the use of alternative green oriented stormwater management practices for residential, commercial, industrial and regional municipal projects.

Convention Seminars *(see page 11)*

Convention Seminars *(from page 10)*

Professional Growth

Finding Your Path
Marianne Glick
Wednesday, January 23, 2008
8:30-10:30 a.m.

In this workshop, participants will develop a personal mission statement and begin to develop a vision of what life will look like when they are truly living their vision. Marianne Glick is President of Glick Training Associates and has been helping people improve their productivity and performance for over 22 years. ***Approved for 2 hours of elective continuing education for Indiana's Real Estate License.***

Negotiating Skills
Chuck Breidenstein, CGB
Wednesday, January 23, 2008
1:00-3:00 p.m.

Profitable negotiation is the spring from which all success flows in the world of business. Join Chuck Breidenstein, CGB, to learn how to maximize your negotiating skills. Breidenstein is a national speaker, author, success consultant and builder who has spent over three decades learning about successful strategies in business. ***Approved for 2 hours of elective continuing education for Indiana's Real Estate License.***

Improving your Sales, Profits and Employees
John Mautner
Wednesday, January 23, 2008
3:30-5:00 p.m.

Stop doing things the hard way and learn hands-on what an IBA member and homebuilder did to quickly turn his company around in today's tough economy. Learn how he implemented Cycle-of-Success, a 4-step process that energized employees, increased profits, productivity and sales. See how they made big things happen. All suppliers, subcontractors and homebuilders need this valuable information. Learn techniques that you can use the very same day to get your business quickly moving in the right direction. This seminar is for medium size businesses (suppliers with 10 to 50 employees and builders who build 25 to 75 homes). John Mautner is the Founder and President of Cycle of Success Institute and is a true serial entrepreneur. His strategies and principals lead him to build five successful multi-million dollar corporations before turning 40. He has a live talk radio show "Small Business Talk" on AM1530 in Chicago. He is the Profit Improvement Columnist for *Entrepreneur Magazine*.

State House Tour
Thursday, January 24, 2008
9:00-11:30 a.m.

IBA has setup a statehouse tour with the State House Tour Office who provides historical tours that combine a discussion on the three branches of government with details on the restoration and architectural aspects of the building. All three branches of government will be visited. IBA CEO and Chief Lobbyist Rick Wajda will also update attendees on housing issues being debated in the Indiana General Assembly.

The Four Questions the Extraordinary Leader Asks Himself
Dr. Brad Seaman
Thursday, January 24, 2008
12:30-2:30 p.m.

Knowing that building a house needs a blueprint, Dr. Brad will show you how being successful in today's marketplace also requires following a detailed blueprint to achieve success. Dr. Brad will address the four marketing questions successful people ask themselves over and over again. Anyone can survive the good times, but tough times require extraordinary leadership in order to survive. Learn how to address the four primary reoccurring questions each business owner needs to repetitively ask as they present or re-invent themselves in today's struggling housing marketplace. Dr. Brad will teach you how to find the path of personal and professional success. Dr. Brad, trained in family and organizational behavior, is a successful business owner and entrepreneur. ***Approved for 2 hours of elective continuing education for Indiana's Real Estate License.***

The Six Abilities of Being an Extraordinary Leader
Dr. Brad Seaman
Thursday, January 24, 2008, 2:45-4:45 p.m.

Being an extraordinary leader requires six abilities to continue to achieve and keep being successful. Dr. Brad will teach you how to incorporate one set of skills to arrive at being successful and another set of skills to keep you on the cutting edge of staying successful. Dr. Brad, trained in family and organizational behavior, is a successful business owner and entrepreneur. ***Approved for 2 hours of elective continuing education for Indiana's Real Estate License.***

Hands-On-Training

Stone By Design
StoneWorks Masonry and StoneCenter
Wednesday, January 23, 2008
8:30-9:20 a.m.

Watch as stone crafters build two structures using real stone. One structure will take half the time. Attend and learn what other markets in the Midwest and east coast are already taking advantage of: How to get natural stone without the extra cost typically involved. Stone is what's hot in the market! Join experts from StoneWorks Masonry and StoneCenter in a real life demonstration of how to save money using real stone. Issues to be addressed include mold prevention, saved labor expenses, and material specifications. An Indianapolis Colts game package will also be given away.

Best Installation Practices for Windows & Doors
Andersen Windows
Wednesday, January 23, 2008
9:30-10:30 a.m.

Representatives from Andersen Windows will show you best practices for window and patio door installations.

Achieving Sustainable Green Design with Air Barriers
Mike Smith, CGA
Wednesday, January 23, 1:00-1:50 p.m.

This seminar will help you to understand the sustainable design market and the role of air barriers. Learn what "green" means, why it is important, and what makes a building green. You will gain an understanding of how air barriers function; and learn how air barriers help designers and builders achieve sustainable design. Mike Smith, CGA, has been in the building industry for 25 years. He is a Certified DuPont Building Innovation Specialist and is trained to support and educate architects, builders, remodeling contractors, code officials and students regarding weatherization techniques for wall systems as part of constructing effective building envelopes.

Air Barriers: Increasing Building Performance and Decreasing Energy Costs
Mike Smith, CGA
Wednesday, January 23, 2008
2:00-3:00 p.m.

After attending this seminar, you will be able to explain recent trends in air barriers for buildings, understand the physics of air and moisture movement through the building enclosure, discuss air barrier functions, benefits and performance requirements, and select the appropriate air barrier for building projects. Mike Smith, CGA has been in the building industry for 25 years. He is a Certified DuPont Building Innovation Specialist and is trained to support and educate architects, builders, remodeling contractors, code officials and students regarding weatherization techniques for wall systems as part of constructing effective building envelopes.

Marketing Clinic with Richard Elkman, MIRM
Wednesday, January 23, 2008
3:30-5:00 p.m.

In good times, "ok" advertising is acceptable. In tough times, you need "great" advertising. Today, innovative strategy is more important than award winning marketing. **Participants are encouraged to bring a copy of their latest ads and website home page.** Richard Elkman, MIRM, will facilitate an interactive session that will demonstrate examples of successful marketing from around the country involving new media opportunities. This program is for participants who can take criticism and use it the next day to their advantage. Elkman is president of Group Two Advertising, one of the largest real estate marketing and advertising companies in the country, representing builders in more than 30 states. Elkman has written five books for the NAHB. He is a past president and a Member of the Institute of Residential Marketing.

Solid Surface Installation
Rick Ruple
Thursday, January 24, 2008
9:00-9:50 a.m.

Learn from the experts, Rick Ruple with LE Smith Corp. runs through the do's and do not's of solid surface installation.

Wastewater Management
John Linn
Thursday, January 24, 2008
10:00-11:30 a.m.

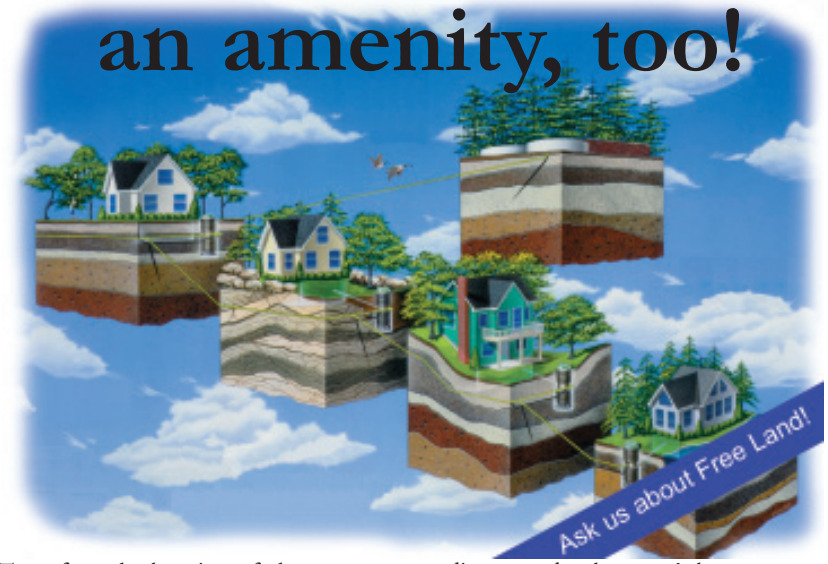
Learn the latest about wastewater management. John Linn, Abonmarche Consultants, is Chairman of IBA's Rural On-Site Wastewater Subcommittee.

Cross-Link Polyethylene System Plumbing Options & Installation Procedures
Panel
Thursday, January 24, 2008
12:30-2:30 p.m.

Learn how to look at PEX and see what it is. How it runs, why use it and what it is made of. Touch It. Grip It. Bend It. Why block systems versus standard run systems? Panelists include: Eugene Schuler and Ken Shockley. Schuler has been in the plumbing industry for 33 years and has worked with Polyethylene Systems since 1977. He is a member of the Indiana Plumbing Heating and Cooling Contractors Association. Shockley has been in the HVAC and plumbing industry since 1981, beginning as a helper and continuing to upper management. He has a degree in HVAC&R and has a number of certifications in plumbing, heating, and air conditioning fields. He is the general manager of the heating division for Battersby Danielson. ***Approved for Indiana Home Inspector License, Category 1 continuing education credits.***

Convention Seminars *(see page 13)*

Sewers can be an amenity, too!



Too often, the location of the sewer system dictates a development's layout — resulting in "orphan" or wasted lots. With E/One Sewer Systems you can sewer virtually anywhere, siting each home to take advantage of views and terrain.

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Indiana's 2008 Midwest Builders Convention
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Convention Seminars *(from page 11)*

Wired Versus Wireless
Dave Pedigo
Thursday, January 24, 2008
2:45-4:45 p.m.

This course will discuss the advantages of wired and wireless technology, upcoming technologies, and planning the home for wired and wireless. Dave Pedigo will present the seminar. Pedigo oversees CEDIA's volunteer Technology Council, which works to assess current trends in the home technology industry and project how those trends will shape the industry's future.

Codes

Corrugated Stainless Steel Tubing Regulations Panel
Wednesday, January 23, 2008
8:30-10:30 a.m.

A panel will discuss corrugated stainless steel tubing (CSST) regulations and lead a discussion on and answer pertinent questions on the CSST requirements burdening builders and local building officials across the state. The panel consists of Tim Scanlan, Steve Treichel and William Rich. Scanlan is the General Counsel for Omega Flex, Inc. in Massachusetts. He handles all legal issues affecting the company, which include corporate, employment, contracts, intellectual property, and litigation. He received his bachelor's degree from the University of Massachusetts and his law degree from New England School of Law in Boston. Treichel is currently the Senior Vice President-Corporate Development and Facilities Managerment of Omega Flex, Inc. Previously he served as Vice President – TracPipe® Operations, where he was responsible for engineering for the TracPipe® product line and research and development. Rich is the Manager of Codes and Standards for Omega Flex, Inc., and is responsible for the qualification of new products under existing codes and standards, compliance with industry requirements, and development of change proposals. Rich is a graduate of the University of Pennsylvania with a BS in physics. **Approved for Indiana Home Inspector License, Category 1 continuing education credits.**

New Amendments to the 2005 IRC
Lynn Madden
Wednesday, January 23, 2008
1:00-5:00 p.m.

Come hear the short version, the bottom line, of all the code changes that will take effect in the spring of 2008. Fun, interesting, and very informative. Lynn Madden is a Journeyman Carpenter by trade, and worked in the trades for eight years before becoming a building inspector in 13 different fields and serving as a Building Commissioner/Zoning Administrator. She is the Code Compliance/Quality Control Supervisor for Hallmark Homes and the IBA Codes Committee Chairwoman. **Approved for Indiana Home Inspector License, Category 1 continuing education credits.**

Top 10 Framing Errors and 5 Ways to Avoid Them
Joe Heinsman
Thursday, January 24, 2008, 9:00-11:30 a.m.

As houses become more and more complicated the framing for them does as well. Understanding how to comply with the code and getting it done in some of these complex situations can be difficult. This seminar will cover both old and new problems and how to avoid them. Joe Heinsman is the manager of the Stock Building Supply design department, based in Franklin, Indiana. His background includes working in several areas of the construction industry prior to specializing in structural wood components for the past 13 years. He is a Registered Professional Engineer and the IBA Codes Committee Vice Chairman. **Approved for Indiana Home Inspector License, Category 1 continuing education credits.**

Unvented Crawl Spaces
Bill Fox, Jr., GMB, CGB
Thursday, January 24, 2008
12:30-2:30 p.m.

The "code jury" may still be out on unvented crawlspaces, but the Indiana code, the IRC, solved the problem! Come learn about the new IRC amendments that will allow unvented crawlspaces, how they work, and what happens when vented crawlspaces don't work. Seminar presented by Bill Fox, Jr., Fox, Inc. **Approved for Indiana Home Inspector License, Category 1 continuing education credits.**

Roof Issues: Wind Load & Trusses
Joe Heinsman
Thursday, January 24, 2008
2:45-4:45 p.m.

Wind loads have come to the forefront as an issue receiving significant attention. Uplifts created by wind loads have become a significant consideration with a variety of solutions. Trusses, while in common use, have become more complex and proper usage is a must. Learn from Joe Heinsman proper wind loads and truss usage. Heinsman is the manager of the Stock Building Supply design department, based in Franklin, Indiana. His background includes working in several areas of the construction industry prior to specializing in structural wood components for the past 14 years. **Approved for Indiana Home Inspector License, Category 1 continuing education credits.**

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January 23-24, 2008
Indiana Convention Center, Indianapolis, Indiana

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- Dennis Spidel, GMB, CGB, CGR
Dennis Spidel Custom Homes &
The Lakeshore Design Center
Angola, Indiana

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Indiana's 2008 Midwest Builders Convention

Indiana Convention Center, Hall C, Indianapolis, Indiana

• Over 1,000 Attendees • New Focused Exhibit Hall Hours • Free Exhibit Hall Passes for Builders & Remodelers •

Exhibit Show Hours
Wednesday, January 23, 2008
8 to 10:45 am & 12 to 5 pm
Thursday, January 24, 2008
8 am to 1 pm

Exhibit Set-Up Hours
Tuesday, January 22, 2008, 11 am to 7 pm

Exhibit Tear-Down Hours
Thursday, January 24, 2008, 1 pm to 5 pm

Exhibit Space Includes
10' x 10' Booth with Pipe & Drape
4 Exhibitor Badges
Refreshments in Exhibits
Coffee & Donuts in Exhibits
2 Tickets to Welcome Reception
4 Tickets to Keynote Speaker
Lunches in Exhibits
1 Seminar Pass
Company Identification Sign
Promotions in Convention Program
Listing in "The Indiana Bildor"
Website Listing & Link
Discounted Advertising Rates

Exhibit Space Rental
***Prime Booth** $995*
64 Prime Booths Available
(Shaded on Floorplan)
Access to Attendees from 2 or more Aisles
***Regular Booth** $795*
55 Regular Booths Available
Access to Attendees from 1 Aisle

Furnishings Package $147
One 6' Table Skirted, 2 Chairs, Trash Can

Carpeting
10' x 10'- $105
10' x 20' - $176
10' x 30' - $253

Electrical
Hookup to 120 volt 5 amp single outlet $66 before Dec. 22; $97 after.

Additional Exhibit Details
Exhibit Hall is concrete.
Exhibit aisles will be carpeted in black.
Other services available.

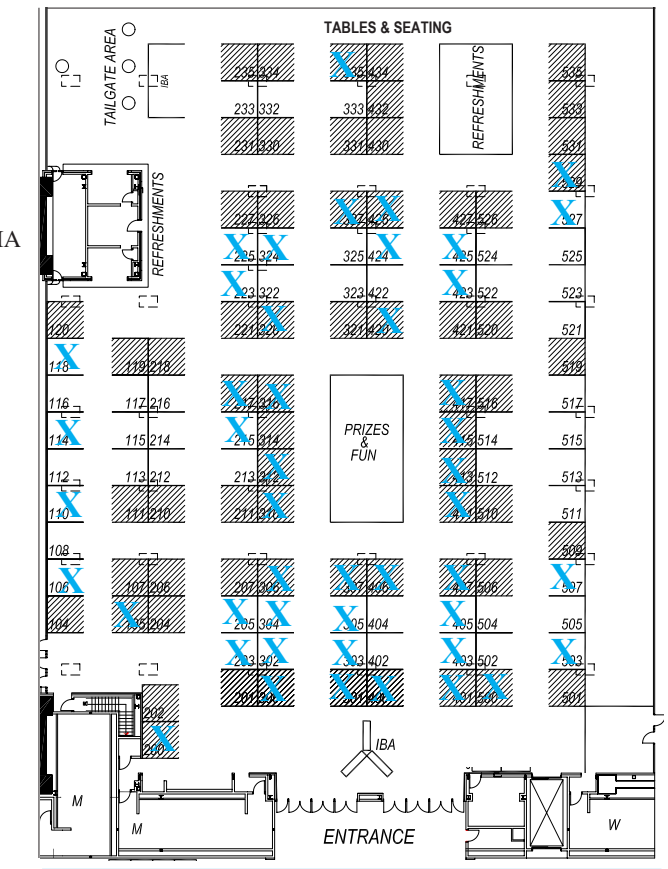
Headquarter Hotel
Indianapolis Marriott Downtown
350 W. Maryland
Room Rate $149; Group Code: BUIBUIA
www.marriott.com 1-800-228-9290

Schedule of Events

Tuesday, January 22, 2008
11:00 am - 7:00 pm Exhibitor Registration & Set-up
6:30 pm - 7:30 pm Welcome & Legislative Reception

Wednesday, January 23, 2008
8:00 am - 10:45 am Exhibit Hall Open
8:00 am - 9:00 am Coffee & Donuts in Exhibits
8:30 am - 10:30 am Seminars
10:30 am - 10:45 am Refreshments in Exhibits
10:45 am - 12:00 pm Keynote Session featuring Morton Marcus
12:00 pm - 5:00 pm Exhibit Hall Open
12:00 pm - 1:30 pm Lunch & Festivities in Exhibits

Thursday, January 24, 2008
8:00 am - 1:00 pm Exhibit Hall Open
8:00 am - 9:00 am Coffee & Donuts in Exhibits
9:00 am - 11:30 am Seminars
11:00 am - 1:00 pm Networking Lunch & Grand Prize Drawings
12:30 pm - 4:30 pm Seminars
1:00 pm - 5:00 pm Exhibitor Tear Down



Sponsorship & Advertising Opportunities Also Available

Indiana's 2008 Midwest Builders Convention Participation Form

Exhibit Space
___Prime Booths x $995 each
___Regular Booths x $795 each
Booth(s):____1st Choice(s)____
2nd Choice(s)_____ 3rd Choice(s)____

___ Exhibit Furnishing Package x $147 each

___Carpet (10' x 10') x $105
___Carpet (10' x 20') x $176
___Carpet (10 x 30') x $253

___Electrical Hookup x $66 each
(120 volt, 5 amp single outlet)

Parking Passes *(2 per exhibit per day)*
___Wednesday Parking Passes x $10 each
___Thursday Parking Passes x $10 each

"The Indiana Bildor" Exhibitor/ Sponsor Advertising Rates
Show Edition *(Deadline - December 17th)*
___Full Page - $750 Color/$700 BW
___Half Page - $500 Color/$450 BW
___1/4 Page - $350 Color/$300 BW
___1/8 Page - $250 Color/$200 BW
3 Editions (Pre, Show, & Wrap-up)
(Deadline November 19th)
___Full Page - $1,950 Color/$1,800 BW
___Half Page - $1,230 Color/$1,080 BW
___1/4 Page - $870 Color/$720 BW
___1/8 Page - $540 Color/$390 BW

Program Book Advertising
___Back Cover - $950
___Full Page - $375 *(Deadline - December 17th)*
___Half Page - $250
___Business Card - $150

Exhibitor Convention Registration
___Exhibitor Seminar Pass x $125
___Wednesday Exhibits Only Pass x $50
___Thursday Exhibits Only Pass x $50

Sponsorships
___Welcome & Legislative Reception $2,000 *(Tuesday)*
___Keynote Speaker - $3,000 *(Wednesday)*
___Coffee & Donuts in Exhibits - $1,500 *(Wednesday or Thursday)*
___ Lunch in Exhibits - $3,000 *(Wednesday or Thursday)*
___ Refreshments in Exhibits - $1,000 *(Wednesday or Thursday)*
___Drink Neckties - $3,000
___Aisle Carpet - $3,000
Sold ___Registration Portfolios - $1,500
Sold ___Badge Neckties - $1,250
___Attendee Notepads - $1,000
___Gold Sponsor - $1,000
___Silver Sponsor - $750
___Bronze Sponsor - $500
___Seminar Sponsor - $250
___Registration Insert - $250 exhibitors; $500 non-exhibitors
___Grand Prize Drawings - $500
___Exhibit Hall Game Prizes - $250
___Hourly Exhibit Hall Drawings - $100
___Door Prize Item. Item_____
_____

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Email_____Web Address for link_____
Product Description _____
Total due: $_____ Payment by: ___ Check ___ Invoice ___ MC/Visa
Credit Card#_____Exp. Date_____
V Code (last 3 digits on back of card)_____Signature_____
*Terms accepted by:*_____*Date:*_____

Please return form to IBA, PO Box 44670, Indpls., IN 46244 or Fax (317) 236-6342.

Completion of this form is a binding agreement to participate as identified in Indiana's 2008 Midwest Builders Convention. A minimum of a 50% deposit is required to guarantee exhibit space. Payment in full must be received by Dec. 15, 2007. Written cancellation prior to Oct. 31, 2007 will receive a refund less 20% processing fee. No refunds after Oct. 31. Above rates are NAHB member rates, non-member rates are an additional 30%. Exhibitors agree to abide by all rules and regulations as established by IBA.

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

Exhibit, Sponsorship, & Advertising Opportunities Available

There are still several exhibit, sponsorship and advertising opportunities available at Indiana's 2008 Midwest Builders Convention. Exhibit booths range from $795 to $995. Sponsorship opportunities range from $250 to $5,000. Advertising opportunities begin at $150. Visit www.BuildIndiana.org or call the IBA office at 1-800-377-6334 for complete details.

Company & Booth Number

2-10 Home Buyers Warranty, 320
ABC Supply Company, 217 & 316
AccuLevel, 324
Airtron, Inc., 415
All-Dry Waterproofing, 424
Andersen Windows, 411
Aurora Cabinet Co., Inc., 327 & 426
CG Visions, Inc., 401 500
Comcast, 420
Doody Lighting Sales, Inc., 306
Doors Plus, Inc., 529
Drake Products, Inc., 327 & 426
Fischer Sips, 312
Fluid & Thermal Systems, Inc., 200
GRK Fasteners, 507
Habitat for Humanity of Indiana, 106
hh gregg Commercial Division, 413
HOLDFAST Technologies, 300
IBA Educational Scholarship Foundation, Inc., 114
Indiana Geothermal, 205
Indiana Underground Plant Protection, 118
Indianapolis Glass Block, LTD, 307
JF New, 405
Kerman's Fine Flooring, 105
Kinetico Quality Water Systems, TBD
Le Design, 407
Lockhart Cadillac / Hummer, 335
Lushin & Associates, 215
Luxury Bath of Indy, 527
Marvin Windows & Doors, 301 & 400
Masonry Cosmetics, 402
Masonry Innovations, Inc., 304
Residential Warranty Company, 310
Roger Ward Engineering, 302
Seward Sales Corp., 303 & 305
Speedway SuperAmerica LLC, 403
Stone Works, 203
Tempco Products Co., 406
The Builder's Journal, 417
Thomas Docks, Inc., 225
Unique Window and Door, 503
United Dynamics, Inc., 223
Vincennes University, 110
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Indiana Builders Association's 2008 Legislative Reception

Tuesday, January 22, 2008
6:00 - 7:30 p.m.
Indiana Convention Center, Indianapolis

Please join us for one of IBA's most important events of the year being held in conjunction with Indiana's Midwest Builders Convention. It is your opportunity to meet face-to-face with legislators and elected officials who impact your business on a daily basis.

Grassroots political action is critical to the continued success of IBA's governmental affairs activities and your participation at this event is needed to discuss housing issues with your State Representatives and State Senators.

Cost to attend is $30 per person or free if you are a full registrant for Indiana's Midwest Builders Convention. For additional details and to register, contact Jen at IBA 800-377-6334 or jen@buildindiana.org.

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____ Developer
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Attendee Convention Registration Form

General Information *(Please print clearly.)*

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Company_____
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State ___ Zip _____ Local HBA _____
Phone _____ Fax _____
E-mail _____
Additional Registrants Names & E-mails:
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Payment Procedure

____ Check Enclosed. ____ Please Invoice.
____MasterCard/VISA-Credit Card - Exp. Date_____
#_____ Code _____
(Code is last 3 #'s on back of credit card in signature block)

Cancellation Policy

Written cancellation prior to December 14th will receive refund less 20% processing fee. A 50% cancellation fee will be charged after December 14th. Registrants responsible for all fees within 10 days of the event.

Convention Registration Fee Schedule

		Amount Due
Full Convention Registrant	$225	_____
Additional Registrant from Same Co	$200	_____
One Day Only Registrant	$175	_____
Full-Time Student ($25/day)	$50	_____
Exhibitor Seminar Registration	$125	_____

Special Event Tickets

(These tickets are only necessary if person is not registered above.)

Welcome Reception *(Tues., 6:30-7:30 pm)*	$30	_____
Keynote Presentation *(Wed., 10:45-12 noon)*	$30	_____
Exhibit Hall Pass for Builders & Remodelers	FREE	_____
Exhibit Hall Pass for Suppliers	$50	_____
Howl at the Moon Celebration *(Wed., 5:30 pm)*	FREE	_____
Texas Hold 'Em Tournament *(Wed., 5:30 pm)*	$100	_____

Non-Member Fee *(Above rates are IBA & NAHB member rates.)*

Additional $50 for non-members	$50	_____

Parking Passes

(100 spaces are available in Victory Field baseball parking lot West of Convention Center, limit 1 per registrant, per day)

Wednesday Parking Passes	$10 each	_____
Thursday Parking Passes	$10 each	_____

Refer a Friend & Save

Refer a Friend and Save $10	(-$10)	_____

Return Registration

Total Amount Due $_____

Indiana Builders Association, P.O. Box 44670, Indianapolis, IN 46244
Fax (317) 236-6342

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Build A House Build An Economy
Indiana's Midwest BUILDERS Convention
January 23-24, 2008

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2008 Schedule

Saturday, February 9 & Sunday, February 10
8:00 AM - 5:00 PM NAHB/HBI Designation Courses

Monday, February 11
7:00 AM - 5:00 PM Attendee Registration
8:00 AM - 5:00 PM NAHB/HBI Designation Courses

Tuesday, February 12
7:00 AM - 5:00 PM Attendee Registration
9:00 AM - 5:00 PM NAHB Designation Courses
5:00 PM - 7:30 PM Indiana's Hoosier Hospitality

Wednesday, February 13
7:00 AM - 5:00 PM Attendee Registration
8:30 AM - 5:00 PM Educational Seminars
9:30 AM - 5:00 PM Exhibits Open
10:30 AM Grand Opening Ceremonies
5:00 PM - 7:30 PM Indiana's Hoosier Hospitality

Thursday, February 14
7:00 AM - 5:00 PM Attendee Registration
8:00 AM - 5:00 PM NAHB/HBI Designation Courses
8:30 AM - 5:00 PM Educational Seminars
9:30 AM - 5:00 PM Exhibits Open
1:00 PM - 5:00 PM NAHB Board of Directors Meeting
5:00 PM - 7:30 PM Indiana's Hoosier Hospitality
6:30 PM Spike Party

Friday, February 15
7:00 AM - 5:00 PM Attendee Registration
8:00 AM - 12:00 PM NAHB Board of Directors Mtg.
8:00 AM - 5:00 PM Educational Seminars
9:30 AM - 5:00 PM Exhibits Open

Saturday, February 16
7:30 AM - 2:00 PM Attendee Registration
8:00 AM - 12:00 PM Educational Seminars
9:30 AM - 2:00 PM Exhibits Open

International Plaza Resort and Spa
*** Site of Indiana's Hoosier Hospitality Receptions ***
10100 International Plaza Drive
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1 mile from the Convention Center.

Hilton Garden Inn Sea World International Center
6850 Westwood Boulevard
Orlando, FL 32821
Rooms - $169 plus tax per night.
1.9 miles from the Convention Center and .9 miles from the International Plaza Resort and Spa.

Peabody Orlando
9801 International Drive
Orlando, FL 32819
Rooms - $265 plus tax per night
Across the street from the Convention Center & 1 mile from the International Plaza Resort and Spa.

To participate as a sponsor of Indiana's Hoosier Hospitality receptions in Orlando, please contact Cindy Bussell at 1-800-377-6334 or Cindy@BuildIndiana.org.

Register on-line at www.BuildersShow.com

For a registration form call 1-800-368-5242

Indiana's Hoosier Hospitality

February 13-16, 2008
Orlando, Florida

Members of the Indiana Builders Association (IBA) will once again have the opportunity to network with each other during the NAHB Convention in Orlando, Florida at "Indiana's Hoosier Hospitality" receptions to be held Tuesday, Wednesday, and Thursday nights.

Chairpersons Kim Emmert-O'Dell and Tammy Kikta will set the stage with a relaxed setting for members to mingle, network, and enjoy cocktails and hors d'oeuvres. Parties, prizes, and fun are on the agenda.

The activities will all take place at the International Plaza Resort & Spa at 10100 International Plaza Drive in Orlando.

Attendees will also be able to acquire prearranged dinner reservations at some great restaurants.

The receptions are completely free to attendees as all costs are covered by sponsoring companies and local associations. Local associations are asked to donate a minimum of $100. Associate members are asked to help cover the remainder of the costs through sponsorships. A banner identifying donors and sponsors will be prominently displayed throughout the event. Donors and sponsors will also be recognized monthly in IBA's publication, "The Indiana Bildor" newspaper, and constantly on IBA's website at www.BuildIndiana.org.

NAHB Convention Sponsorships

___ Primary Sponsor $1,000
___ Gold Sponsor $500
___ Silver Sponsor $250
___ Bronze Sponsor $100

Company _____

(Please list company exactly as you want it listed on sign)

Contact Name _____

Address _____

City, State, Zip _____

Phone _____

FAX _____

E-mail _____

Please complete and return to: Indiana Builders Association, P.O. Box 44670, Indianapolis, IN 46244. Questions? (800) 377-6334; FAX (317) 236-6342; Cindy@BuildIndiana.org.

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Indiana's 2008 Hoosier Hospitality Sponsors

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North Central Indiana BA
PWC - Professional Warranty Service Corp.

News from Around the State

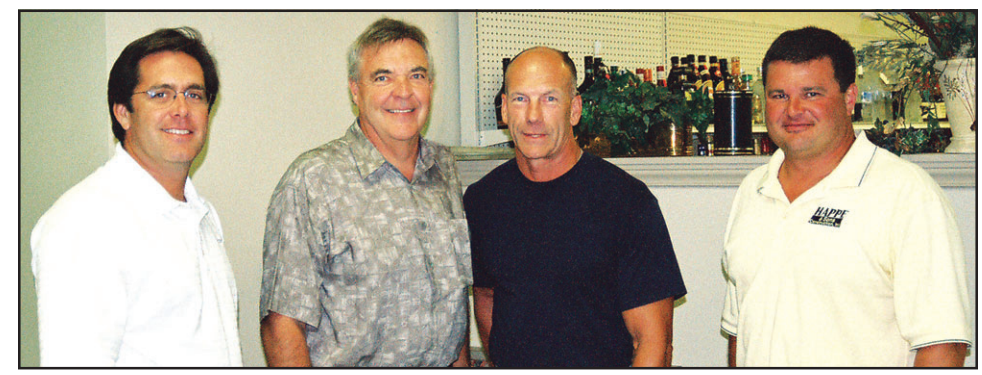
IBA President Stephen Robinson, GMB, CGB, CGR, CAPS, (left) discusses housing with State Representative Matt Bell (R-Avilla) at a recent event.

IBA Past State President Joe Zehr welcomes Lieutenant Governor Becky Skillman to Ft. Wayne for a recent event at his home.

Housing industry leaders speak with State Representative Randy Borror (R-Ft. Wayne). Pictured are (left to right): Joe Zehr; Andy Brooks; Representative Borror; and Ric Zehr.

IBA leaders catch up with State Representative Tom Saunders (R-Lewisville) (center) at a political event in Indianapolis. Pictured are (left to right): David Compton, IBA Vice President; Representative Saunders, and Stephen Robinson, GMB, CGB, CGR, CAPS, IBA President.

Members from the Southwestern Indiana Builders Association met with State Senator Bob Deig (D-Mt. Vernon) recently to discuss home building issues. Pictured are (left to right): SIBA Vice President John Elpers, Senator Deig, Jerry Nord, and SIBA President Jeff Happe.



Members from the Southwestern Indiana Builders Association met with State Representative Trent VanHaaften (D-Mt. Vernon) recently to discuss home building issues. Pictured are (left to right): Representative VanHaaften, Jerry Nord, SIBA Vice President John Elpers, and SIBA President Jeff Happe.

Leaders of the Marshall County Builders Association attending a recent general membership meeting are (left to right): Steve Ulery, State Director; Alan Eisenhour, GMB, CGR, CAPS, State Director; and Eric Secrist, President.

Muncie HBA President Bill Stevens (second from right) and Muncie HBA Vice President and Program Chairman Alan Simmons (right) thank representatives from First Merchant's Bank for sponsoring a recent membership meeting (left to right): Sherri Beabout, Mary Beth Sims, Duke Bitterman, Brownie Schenck, and Laura Burton.

The Muncie HBA golf outing was a great success and the team representing Menard's took home the trophy (left to right): Brian Flinn, Gary Pippen, Craig Pflecic, and George Wiseman.

Dillons Celebrate 50th Anniversary

IBA member Earl Dillon and his wife Jackie recently celebrated their 50th wedding anniversary. Earl is an IBA Senior Life Director and a past state membership chairman. During his tenure as state membership chairman he doubled IBA's membership from 2,000 to over 4,000. Congratulations!

Association to Build a Better Indiana Goals and Contributions

(As of October 22, 2007)

2007	2007 Actual	2007 Goal	Members	Chairperson	Local Association	2006
151%	877.5	580	29	Bill Webster	River Valley	0%
115%	6840	5960	298	Gary Green, GMB, CGB, CAPS	Porter County	105%
103%	3700	3580	179	Tom Schroering	Dubois County	101%
101%	1010	1000	50	Joseph Jennings	Lawrence County	74%
101%	2540	2520	126	Debra Jones-Price	Muncie	100%
100%	7260	7260	363	Doug Miller	Elkhart County	102%
100%	9120	9120	456	Orrin Sessions	Fort Wayne	101%
100%	440	440	22	Sherry Beck	Gibson County	108%
100%	420	420	21	Greg Bowers	Grant County	100%
100%	3000	3000	150	Heath VanNatter	Howard County	108%
100%	3260	3260	163	Doug Harvey, CGB, CGR	Kosciusko-Fulton Counties	100%
100%	4200	4200	210	Pat Foley	Greater Lafayette	102%
100%	1721.5	1720	86	Ron Elebing	LaPorte County	100%
100%	1160	1160	58	Jason Large	Marshall County	100%
100%	460	460	23	William Graybeal	North Central Indiana	100%
100%	2100	2100	105	Dean Dwyer	Northeast Indiana	100%
100%	7660	7660	383	Bill Sodo, GMB, CGB	Northwest Indiana	100%
100%	5620	5620	281	David Eckrich, Jr	St. Joseph Valley	103%
100%	8680	8680	434	Kenneth Smith	Southern Indiana	100%
100%	5500	5500	275	Rick Jenkins	Greater Terre Haute	100%
70%	5390	7700	385	Carl Shepherd	Southwestern Indiana	70%
48%	500	1040	52	Dave Sunderman	Dearborn County	34%
42%	540	1300	65	Ron Nowak	Jasper County	117%
0%		280	14	Eugene Moster	East Central Indiana	0%
0%		520	26	Stephen Robinson GMB, CGB, CGR, CAPS	Henry County	69%
0%		23520	1176	Steve Hardin	Greater Indianapolis	100%
0%		780	39	Brian Brock	Jackson-Jennings Counties	100%
0%		1080	54	Jim Stuart	Madison County	0%
0%		2560	128	Ben Beard	Monroe County	100%
0%		580	29	Kenny Pfeiffer	Southeastern Indiana	0%
0%		880	44	Ross Montgomery	Vincennes Area	100%
0%		1340	67	Joe Vecera	Wayne County	100%
0%		600	30	Bill Harpenau	Whitley County	0%
70%	**81999**	**116420**	**5821**		**Indiana**	95%

Muncie HBA President Bill Stevens (left) and Brad Durrer (right), Mutual Federal Savings, welcome two Indianapolis Colts to a recent Muncie HBA membership meeting: starting tight end Ben Utecht and Chaplain Eric Simpson.

Mutual Federal Savings sponsored representatives from the Indianapolis Colts at a recent Muncie HBA membership meeting. Representing Mutual Federal Savings were (left to right): Preston Tollett, Clara Livingston (retiree and current Muncie CEO), Jaime Faulkner, Barbara Peterson, Debra Price-Jones, Pat Potts, Jama Jacobs, Brad Durrer, and Earl Dillon (retiree and past state membership chairman and IBA Senior Life Director).

Indiana's Complete Lumber Supplier

Timberland Lumber Company has all your building needs, customized for any project.

Timberland offers:

- Trusses and wall panels made to order;
- Available installation;
- And the assurance of knowing that the material will be on-site and on-time.

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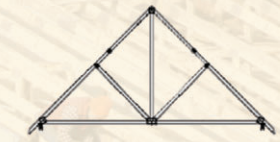

Customized roof and floor trusses for any project – large or small.

Wall panels delivered ready to install with sheathing applied.

Timberland LUMBER COMPANY

Members reaching a new milestone are bold. (as of September, 2007)

SUPER SPIKES (251-499)

Richard Jenkins, Terre Haute, 463.5
David Kovich, GMB, CAPS, Lafayette, 433.5
Barton Smith, Jr., Marion, 433
Chris Stauffer, Fort Wayne, 397
Rex Weiper, Carmel, 380
Herb Delagrange, Fort Wayne, 379
Pat Harrison, New Albany, 369.5
Mark Schneider, Jasper, 358
Kenneth Smith, Floyds Knobs, 346
Larry Coplen, GMB, Warsaw, 334
Charles Clark, Owensboro, 330.5
Michael Bell, GMB, CGB, CGR, CAPS, Westville, 325
Vern Leatherman, Goshen, 323
Skip Egolf, Valparaiso, 307.5
Robert Buescher, Fort Wayne, 293
Mike Sievers, Vincennes, 288
Bob Hatfield, Newburgh, 275.75
Jeff Gilmore, Jr., Fort Wayne, 264
Neal Lengacher, CGR, Indianapolis, 264
Tim Miller, Goshen, 263
William Edelen, Louisville, 257.5
I Leon Calvert, Daleville, 256
Mike Talbert, Newburgh, 250

ROYAL SPIKES (150-250)

Orrin Sessions, Fort Wayne, 249
Joe Shipley, Fort Wayne, 246
Carl Shepherd, Evansville, 242.5
Richard Delagrange, Warsaw, 234.5
Bill Williams, Bedford, 234
Guy East, GMB, CGB, CGR, CGA, CAPS, Indpls., 228
Dennis Henderlong, CGB, Valpo., 227
Earl Dillon, Muncie, 226
Roger Delagrange, Ft. Wayne, 224.5
John Smiley, New Castle, 224.5
Ron Smith, Santa Claus, 218
Joe Zehr, Fort Wayne, 216
Gloria Anderson, Terre Haute, 213
William Wright, Carmel, 212
Earl Cooper, Bloomington, 211
Terry Stultz, Bloomington, 207.5
Ron Dauby, Evansville, 205.75
Dennis Wilson, GMB, CGB, St. John, 205.5
Scott Jagoe, Owensboro, 204.75
Fred White, Portage, 201
David Hizer, Aurora, 200.5
Stanley Jones, West Lafayette, 200
Gregory Furnish, Memphis, 194.5
Steve Heidorn, CGB, CGR, CAPS, Chandler, 193.75
Tom Brovont, Rochester, 187
Joe Sullivan, Fort Wayne, 186.5
Dennis Copenhaver, Greenwood, 185.5
Adlai Schrock, Goshen, 183
Bill Przybysz, Mishawaka, 181.5
Phil Myers, Indianapolis, 179
Roger Harbison, Georgetown, 174
Jake Wagner, Valparaiso, 169
Chris Erb, Goshen, 167
Jerry Highley, Sr., Yorktown, 164.5
Larry Swank, Sr., Mishawaka, 163.5
Alan Bosma, GMB, CGB, CGR, Newburgh, 162.5
Doug Birkey, Granger, 162
Donald Ketchum, Valparaiso, 162
Danny Payne, Muncie, 162
Mark Zimmerly, Terre Haute, 159
Duane Kees, Fort Wayne, 157.5
Denny Yovanovich, Indianapolis, 157.5
Rob Wacker, Fort Wayne, 156
Ronald Mcgillem, Evansville, 155.25
Todd Newman, Riley, 154.5
Dan Buck, Evansville, 153
Donald Thieneman, Floyds Knobs, 153
Richard Miller, Goshen, 152.5
Joe Van Valer, Greenwood, 152
Trent Hunt, New Albany, 150.5
W Mike Ullery, Kokomo, 150

We ♥ Our Spikes!

STATESMAN (500-999)

Paul Shoopman, Indianapolis, 721
Maurice Bruinsma, Lafayette, 573
Allen Schuler, New Albany, 556

RED SPIKES (100-149)

Paul Estridge, Jr., Carmel, 148.5
Dave Sunderman, Lawrenceburg, 148.5
Andy Andree, Demotte, 148
Lucky Jennings, Oolitic, 148
Jacob Feichter, Fort Wayne, 147.5
Beverly Jacques, South Bend, 145
Andrew Place, Sr., South Bend, 145
Sandy Smith Jones, Evansville, 144.25
Mary Ellis, Lafayette, 142.5
Matt Momper, Fort Wayne, 142.5
Stephen Robinson, GMB, CGB, CGR, CAPS, New Castle, 142.5
Carl Smith, Richmond, 142.5
Karl Bandemer, Fort Wayne, 141.5
Tim Henderlong, CGB, Crown Point, 140.5
William Sodo, GMB, CGB, Crown Point, 140
James Klotz, Syracuse, 139.5
Frank Scholz, Evansville, 139
Steve Schreckengast, Lafayette, 138.5
Kent Witten, New Albany, 138
Gary Brinkworth, New Albany, 137
Dennis Spidel, GMB, CGB, CGR, Angola, 136.25
Terry Conley, Merrillville, 135
Jim Billiard, Kokomo, 134.5
William Dennis, Muncie, 134.5
Don Stash, GMB, CGB, CGR, CAPS, Gary, 134
Thomas Fuller, GMB, CGB, Bloomington, 132.5
Bill Roach, Brownsburg, 130.5
Bob Coolman, Valparaiso, 130
Al Vandermeer, Franklin, 129.5
Jeffrey Hatfield, Evansville, 127.75
Tom Schroering, Jasper, 126.5
Alan Simmons, Muncie, 126.5
Frank Spivey, Jr., CGR, Indpls., 126.5
George Foster, Greensburg, 126
Richard Carriger, Carmel, 125.5
Jud Motsenbocker, CGR, CAPS, Muncie, 125.5
Jack Sumption, South Bend, 125.5
Mike Stallings, Crown Point, 124.5
Brad Sterchi, Evansville, 124
Steven Wilson, Carmel, 124
John Letherman, Elkhart, 121.5
Steve Bogenschutz, Ft. Wayne, 120.5
Tim Mustin, Anderson, 120.5
Ralph Yeary, Bedford, 120.5
Glenn Nurrenbern, Evansville, 119.5
Ken Wilson, Angola, 119.5
Mike Griffith, Indianapolis, 118.5
John Jones, Vincennes, 118.5
John Rosmanitz, Dyer, 118.5
Gene Jonas, Rolling Prairie, 117
Kevin Dupont, New Albany, 116.5
Fred Ellis, Muncie, 115.5
Edward Kelly, Crown Point, 115
Larry Pippin, Richmond, 114.5
Mike Hannigan, Jr., Carmel, 114
Thomas Plant, Terre Haute, 112
Damien Scheessele, Newburgh, 112
Royce Bowers, Richmond, 111
Jack Hertig, GMB, CGB, CGR, Ellkhart, 110.75
Greg Longest, Sellersburg, 110.5
Larry Koch, CGB, Boonville, 109.5
Todd Martin, Valparaiso, 109.5
W Bussing, Evansville, 108
John Davids, Saint John, 108
Bill Dodrill, Valparaiso, 107
Billy Greenwell, New Albany, 106
Jay Dee Hostetler, Shipshewana, 103
Dana Cone, Syracuse, 102.5
Roger Cox, Jasper, 102
Terry Day, Farmersburg, 102
Richard Helms, Bloomington, 101.5

GREEN SPIKES (50-99)

Houser Canter, New Albany, 99
William Badger, Sr., Newburgh, 98
Curtis Rector, Indianapolis, 98
Dave Compton, Fishers, 97.5
Michael Gorman, CAPS, Greenwood, 97
Kenneth Puller, RAM, Indianapolis, 97
Leon Fisher, CGB, CGA, CAPS, Merrillville, 96.75
Michael Martyn, Newburgh, 95.5
Carl McIntyre, Mc Cordsville, 95
David Sanders, Terre Haute, 93.5
George Sweet, Carmel, 93.5
Pete Gray, Fishers, 93
Brad Killebrew, Evansville, 93
Gerri Garrett, Fort Wayne, 92
Douglas Miller, Elkhart, 92
Brenda Richards, Greenwood, 92
Doug Cochran, Paris, 91
Greg Hoppes, Kokomo, 90.5
Bob Van Berg, Hobart, 90.5
William Feikes, Laporte, 89
Tim Stauffer, Leo, 89
Alfred Bauer, Jr., Evansville, 87.5
Steve Connors, Lafayette, 87.5
Ervin Raber, Shipshewana, 87.5
George Sherman, GMB, CGB, Greenfield, 87
Ryan Baker, GMB, CGB, Terre Haute, 86.5
Frank Morin, Merrillville, 86.5
Michael Altman, GMB, CGB, Indianapolis, 86
Bob Hawley, South Bend, 85.5
Wilbur Umberger, Muncie, 85.5
Jerry Korte, New Haven, 85.25
Robert Lane, Greenwood, 84
Jack Davids, Saint John, 83
Ron Ebeling, La Porte, 83
Lynne Gallant, Indianapolis, 83
Jeff Moser, Mishawaka, 83
C Richard Davis, Indianapolis, 82
Gary Green, GMB, CGB, CAPS, Valparaiso, 81
Craig Taelman, Niles, 80.5
John Kozon, Syracuse, 80
Robert Osborne, Sellersburg, 80
Mark Hubers, Demotte, 79.5
Bill Ready, Princeton, 79.5
Richard Bowers, CGB, CAPS, Valparaiso, 79
Patrick Foley, Lafayette, 78.5
Kurt Kyler, Indianapolis, 78.5
Tony Schrank, Floyds Knobs, 78
Gerald Hilker, Fort Wayne, 77.5
Charles Pechette, Indianapolis, 77.5
Dale DeVon, South Bend, 77
Kevin Yoder, Elkhart, 77
Ed Spengeman, Indianapolis, 76.5
Dan Decicco, Burr Ridge, 76
Mike Temple, Westfield, 76
Jerry Highley, Jr., Yorktown, 74.5
Melanie Hoke, Greenville, 74.5
Joe Neverauskas, Saint John, 74.5
Rick Lasure, Terre Haute, 74
M Weiss, GMB, CGB, CGR, CAPS, Carmel, 74
Joe Goossens, Elkhart, 73.5
Jeff Hamman, CGB, CGR, CAPS, Leesburg, 73.5
James Pressel, Rolling Prairie, 73.5
Alan Sommers, Chesterton, 73.5
Danny Davis, Newburgh, 73
Terrell Taylor, Merrillville, 72.5
Jim White, Carmel, 72.5
Jay Shipley, Fort Wayne, 72
John Wagner, Kendallville, 72
John Waltz, Phoenix, 72
Ralph Biggs, Decatur, 71.5
Raymond Eggert, Saint John, 71.5
Art Fross, Kokomo, 71.5
Floyd Lancia, Fort Wayne, 71.5
Bob Mckean, Kokomo, 71.5
Jesse Brand, Columbus, 71
Jeff Hodges, CGB, Russiaville, 70.5
Brian Holley, Terre Haute, 69.5
Paul Trench, Terre Haute, 69.5
Chris Johns, Indianapolis, 69
Linda Krinock, Sterling Heights, 69
John Smith, Logansport, 68.5
Dick Zirkle, Evansville, 68
Vicki Lowery, Clarksville, 67.5
John Peninger, GMB, CGB, CAPS, Newburgh, 67.5
Robert Gorgei, Portage, 67
William Suhrheinric, Bloomington, 67
Douglas VanDerNoord, Crown Point, 67
Gregory Burke, Merrillville, 66.5
Jerry Deckard, Ellettsville, 66.5
Vern Heacock, Elkhart, 66.5
Mark Zimpfer, Lafayette, 66.5
Daniel Anderson, Valparaiso, 66
James Bauman, Fort Wayne, 65.5
Doug Harvey, CGB, CGR, CAPS, Warsaw, 65.5
Dave Newham, Valparaiso, 65.5
Randy Harris, Chesterton, 65
Frederick Olthof, Saint John, 65
Dean Stolpe, Valparaiso, 65
Barb Tithof, Merrillville, 64.5
Terry Yeagy, Indianapolis, 64.5
Jay Crapo, Terre Haute, 64
William Fox, Jr., Indianapolis, 64
Darrell Spears, Newburgh, 63.75
Herschel Atkinson, Greenwood, 63.5
Peter Baker, Indianapolis, 63.5
Eric Holt, CAPS, Otterbein, 63
Jim Kuykendall, Edwardsburg, 63
George Dubovich, Griffith, 62.5
Jim Fitzer, Valparaiso, 62.5
Lawrence Johnson, Anderson, 62.5
Mike Terry, Greenwood, 62.5
Larry House, Indianapolis, 62
Linda Rogers, Granger, 62
Brian Adams, Indianapolis, 61.5
Percy Robertson, Hammond, 61.5
Terry Davis, Ellettsville, 61
Mark Redding, West Lafayette, 60.5
Gregg Richhart, Woodburn, 60.5
Marge Frame, CAPS, Valparaiso, 60
Jim Minard, Valparaiso, 59.5
Jeff Thomas, Fort Wayne, 59.5
Richard Tudor, Muncie, 59.5
Gary Allen, Fort Wayne, 58.5
Thomas Borger, Elkhart, 58.5
Denny Smith, Indianapolis, 58.5
Jim Lancia, Fort Wayne, 57.5
David Loo, Dyer, 57.5
James Dye, Gary, 57
Gary Furniss, Fort Wayne, 57
James Zimmer, Chesterton, 57
Michael Christoffersen, Fort Wayne, 56
Paul Levin, Indianapolis, 56
Dave Poe, Floyds Knobs, 56
Floyd Chriswell, New Castle, 55.5
Jeff Chupp, Bristol, 55.5
Gary Maust, GMB, CGB, CGR, CAPS, Elkhart, 55.5
Jeff Deahl, Angola, 55
Roger Nealis, New Albany, 55
Brenda Schreiber, Merrillville, 55
Mark Sovinski, GMB, CGB, Bloomington, 55
John Eppen, Indianapolis, 54.5
Steve Rumple, Bloomington, 54.5
Jim Arvin, Evansville, 53.5
Larry Walker, Indianapolis, 53.5
Victor Charlson, Valparaiso, 53
Ron Klopfenstein, CGB, Leo, 52.5
Brad Persohn, Jasper, 52.5
Joe Reedy, Indianapolis, 52.5
Jeff Happe, Evansville, 52.25
Scott Eggert, Saint John, 52
Jim Muth, Evansville, 52
Ben Beard, Bloomington, 51.5
Don Clemens, Warsaw, 51
Kristen Owen, Valparaiso, 51
Jill Winebrenner, Columbia City, 51
Mark Tarrh, Terre Haute, 50.5
Richard Oakley, CGR, CAPS, Evansville, 50

LIFE SPIKES (25-49)

Wayne Birkey, Granger, 49.5
David Eckrich, Granger, 49.5
Dean Jones, Crown Point, 49
Cory Kreith, GMB, Crown Point, 49
John Mongold, Sellersburg, 49
Tim Owczarzak, Griffith, 49
George Reilly, Greenfield, 49
David Lucas, Brownstown, 48
Dave Mark, Elkhart, 48
Vernon Sikora, Schererville, 48
Diane Trippeer, Crete, 48
Walter Van Zilen, Newburgh, 48
Stephen Becker, Lansing, 47.5
Tim Fetsch, Munster, 47.5
Merrill Wolff, Oakford, 47.5
Max Courtney, Warsaw, 47
Tom Mullen, CMP, MIRM, Indianapolis, 46.5
Lynn Delagrange, New Haven, 46
Mitch Feikes, Laporte, 46
Dan Kline, Logansport, 46
Herbert Schumacher, Evansville, 46
Jill Hayden, Newburgh, 45.5
Earl Yoho, Hammond, 45.5
Chris Johnson, Anderson, 45
Mike Urbanski, South Bend, 45
Terry Stauffer, Fort Wayne, 44.5
Randy Crutchfield, Westfield, 44
David Decesaris, Munster, 44
John Valenti, Valparaiso, 44
Larry Delagrange, Fort Wayne, 43.5
Richard Schmidt, Guilford, 43.5
Heath Vannatter, Kokomo, 43.5
Brian Wolka, Brownstown, 43.5
Mike Zehner, GMB, CGB, Newburgh, 43.25
Terry Herschberger, CGB, Middlebury, 42.5
Greg O'Herren, Indianapolis, 42.5
Gary Neterer, Elkhart, 42
Roger Toennis, Cincinnati, 42
E Yoder, South Bend, 42
Kevin Woodward, Indianapolis, 41.5
Timothy Chesna, Valparaiso, 41
Tom Everett, Mishawaka, 41
Mike Frank, Evansville, 41
Marti Masterson, Valparaiso, 41
Wilmer Miller, Elkhart, 40.5
David Snemis, Valparaiso, 40.5
Scott Coots, Charlestown, 40
Wendell Miller, CGB, CGR, Warsaw, 40
John Brooks, Westfield, 39.5
Bruce Jackson, Syracuse, 39.5
Pam Young, Hanover, 39.5
Glen Cowsert, Valparaiso, 39
Kelly Kyler, Indianapolis, 38.5
Robert Vermeulen, Dyer, 38.5
Alan Eisenhour, GMB, CGR, CAPS, Plymouth, 38
Gary Faust, Greenfield, 38
Corby Thompson, Fishers, 38
Eric Woerner, Indianapolis, 38
Tonya Figg, Indianapolis, 37.5
Ed Keim, Edwardsburg, 36.5
Gary Lueneburg, Granger, 36.5
Dennis Meneely, CGB, CGR, Brazil, 36.5
Zohrab Tazian, Fort Wayne, 36.5
Larry Luebcke, Crown Point, 35.5
Jerry Van Drunen, Merrillville, 35.5
Keith Knecht, Greensburg, 35
Al Pfeiffer, Greenwood, 35
Steve West, Seymour, 35
John Worstell, Valparaiso, 35
Brian Cottom, Terre Haute, 34.5
Bert Warner, Evansville, 34.5
Bob Gettinger, Columbia City, 34
Fred Kreigh, CGB, Kendallville, 34
E B Rayburn, Carmel, 34
Phil Barth, Franklin, 33.5
Kathleen Mackey, Indianapolis, 33.5
Gene Miller, Goshen, 33.5
Jay Shoultz, Oakland City, 33.5
Mike Smith, CGA, South Bend, 33.5
Dave Graber, Auburn, 32.5
David Carr, Crown Point, 32
Chris Combs, Evansville, 32
William O'Gorman, Indianapolis, 32
Robbie Sears, Evansville, 32
Jeff Stiller, Floyds Knobs, 32
Richard Cook, Crown Point, 31.5
Rodney Robrock, Fort Wayne, 31.5
Travis Beckman, Indianapolis, 31
James Buckhardt, Fort Wayne, 31
Doug Gooch, Kokomo, 31
Pete Hils, Indianapolis, 31
Greg Thompson, Fishers, 31
Al Mehringer, Jasper, 30.5
David Schuler, New Albany, 30.5
Steve Wolfe, Vincennes, 30.5
Ken Ausenbaugh, Crown Point, 30
Jack Crapo, Terre Haute, 30
John Guthrie, Terre Haute, 30
David Howald, Brazil, 30
Terry Robinson, Richmond, 30
Jackie Stuck, Schererville, 30
Dan Study, Spencerville, 30
Rick Schapker, Evansville, 29.5
Kim Thonn, GMB, CGB, CAPS, Lafayette, 29.5
Ted Ubelhor, Evansville, 29.5
Clint Cottrell, Terre Haute, 29
Kerry Dishman, Clear Creek, 29
Sharon Johnston, Merrillville, 29
Dale Langhans, Greenfield, 29
Andy Moore, Dyer, 29
Robert Sanders, Warsaw, 29
Don Smessaert, GMB, CGB, CAPS, Mishawaka, 29
James Bohrer, Bloomington, 28.5
Eugene Gregory, Warsaw, 28.5
Karen Lewis, South Bend, 28.5
Tom Raver, Louisville, 28.5
Brad Jackson, Syracuse, 28
Jeff Scripture, Carmel, 28
David Abel, Terre Haute, 27.5
Bernard Bower, CGR, Tell City, 27.5
Terry Pingel, Schererville, 27.5
Terry Shepherd, Warsaw, 27.5
Greg Allen, Greenwood, 27
Tina Bernacchi, Brookston, 27
Van Miller, Cromwell, 27
Mark Werncke, Greenville, 27
Mark Bossert, Ft. Mitchell, 26.5
Joe Clifford, Valparaiso, 26.5
George Gray, Bloomington, 26.5
Marvin Hecht, Schererville, 26.5
Elmer Knable, Floyds Knobs, 26.5
Francis Bieker, Crown Point, 26
Becky Gastel, Plainfield, 26
Brent Holweger, Evansville, 26
Jeff Loucks, Goshen, 26
Kristy Wozniak, West Lafayette, 26
Roberta Alfrey, Granger, 25.5
Mark Markovich, Valparaiso, 25.5
Lou Zickler, Indianapolis, 25

BLUE SPIKES (6-24)

Don Eyler, Terre Haute, 24.5
Mike Hood, Indianapolis, 24.5
Mike Schade, Elkhart, 24.5
Paul Shinn, Chesterton, 24.5
R E Frantz, South Bend, 24.25
Dennis Messinger, Evansville, 24
John Hickey, Indianapolis, 23.5
Michael Rhude, GMB, CGB, CGR, Middlebury, 23.25
Mary Hamilton, Greenwood, 23
Jack Slager, Saint John, 23
Bill Burns, Jeffersonville, 22.5
Melissa Duke, Franklin, 22.5
Ryan Kennelly, Greensburg, 22.5
Craig Yoder, Fort Wayne, 22.5
Mark Young, Jasper, 22.5
Rebecca Goranson, Seymour, 22
Krista Jackson, Indianapolis, 22
Joan Lane, Harrison, 22
Mark Lengacher, Fort Wayne, 21.5
Jennifer Mitchell, Evansville, 21.5
Daniel Mize, Greenfield, 21.5
Mel Wood, Granger, 21.5
Lynn Bosler, Fort Wayne, 21
Larry Easterday, Warsaw, 21
Donna Moulder, Carmel, 21
Robert Geswein, Corydon, 20.5
Robert Hennessey, Crown Point, 20.5
Trey Oetjen, Indianapolis, 20.5
Robert Phillippe, Warsaw, 20.5
Barclay Allen, GMB, CGB, Ft. Wayne, 20
Alan Goldsticker, Indianapolis, 20
Geoff Horen, CAPS, Indianapolis, 20
Cory Hull, Angola, 20
Jim Jackson, Indianapolis, 20
Cheryl Seitz, South Bend, 20
Julie Birky, Valparaiso, 19
Steve Dalton, Valparaiso, 19
Rodger Hall, Indianapolis, 19
Bryan Kistler, Logansport, 19
Matt Lancia, Fort Wayne, 19
Steven Smith, Borden, 19
Brad Carson, Greenfield, 18.5
Steven Hoss, Oaklandon, 18.5
James Masters, Edwardsburg, 18.5
Tony Milano, Greenwood, 18.5
Mark Shively, Indianapolis, 18.5
Dan Wolf, Noblesville, 18.5
John Zurschmiede, Sellersburg, 18.5
Curt Gholston, Indianapolis, 18
Robert Johnson, Muncie, 18
Jamie Lancia, Fort Wayne, 18
Bruce Miller, Newburgh, 18
Thomas Nowaskie, Vincennes, 18
Scott Perkins, Komkomo, 18
Dennis Voegerl, CGB, CAPS, Huntingburg, 18
Phil Wolf, Ft Wayne, 18
Shane Clements, Evansville, 17.5
Jerry Tarantino, Lawrenceburg, 17.5
Fred Vogel, Seymour, 17.5
Ralph Akard, Carmel, 17
Sheree Campbell, Westfield, 17
Greg York, New Castle, 17
Talib Alway, South Bend, 16.5
Uriah Bontrager, Indianapolis, 16.5
Dan Brandenberger, Fort Wayne, 16.5
Brad Cayot, New Haven, 16.5
Brian Keene, GMB, CGB, Lafayette, 16.5
Doug Klooze, Lafayette, 16.5
Alan Korte, New Haven, 16.5
Joe Mervar, Carmel, 16.5
Melissa Mitchell, Indianapolis, 16.5
Bob Soohey, Valparaiso, 16.5
Jim Stone, Indianapolis, 16.5
Sue Szilagyi, La Porte, 16.5
Vince Vondervellen, Elkhart, 16.5
Jon Newcomb, Evansville, 16.25
Jeff Brant, Schererville, 16
Roxanne Bryant, Munster, 16
John Cardwell, Kokomo, 16
Vance Csaszar, Granger, 16
Mark Gradison, Indianapolis, 16
Bill Taylor, Jeffersonville, 16
Bill Anderson, Valparaiso, 15.5
Dave Clinger, LaGrange, 15.5
Carl Doner, Terre Haute, 15.5
Jack Griffith, Mishawaka, 15.5
Mark Hansen, Evansville, 15
Louis Krueper, Niles, 15
Blake Lackey, Indianapolis, 15
Steven Thieneman, Floyds Knobs, 15
Beth Winstead, Lafayette, 15
Melvin Betz, Celestine, 14.5
Charlie Giese, Fort Wayne, 14.5
J D Lucas, Indianapolis, 14.5
Dan McMonagle, Mishawaka, 14.5
Melinda Smith, Fort Wayne, 14.5
Joe Wallace, CGR, CAPS, Indpls., 14.5
Jeff Langston, Carmel, 14
Rick Laurie, Lafayette, 14
Ronald Longacre, New Albany, 14
Beth Meeks, Vincennes, 14
Bryce Pickering, CGB, CAPS, CSP, Portage, 14
Aaron Prange, Bloomington, 14
David Stemler, New Albany, 14
Greg Szybala, La Porte, 14
Greg Bowers, Marion, 13.5
Bob Gillaspy, Seymour, 13.5
John Kidd, Winona Lake, 13.5
Cary Mcneil, Bargersville, 13.5
David Parish, Indianapolis, 13.5
Kathy Ribik, Valparaiso, 13.5
Dave Zehr, CGR, CAPS, Goshen, 13.5
Jim Caito, Carmel, 13
Kellie Fishburn, Nappanee, 13
Bob Johnson, Griffith, 13
James Mannan, Leesburg, 13
Rick Miller, Kokomo, 13
Bill Roberts, Greenwood, 13
Rich Welage, Vincennes, 13
Terry Whittington, Brazil, 13
Tod Boise, Carmel, 12.5
Doug Long, Carmel, 12.5
Robert Thompson, Indianapolis, 12.5
Joe Beach, Vincennes, 12
Jerome Elpers, Haubstadt, 12
Brad Ericks, Crown Point, 12
Steve Fest, Newburgh, 12
Tom Gray, West Lafayette, 12
Shelia Hurst, Indianapolis, 12
Jeff Martin, CGB, CGR, Goshen, 12
Wendy McClellan, Greenwood, 12
Paul Miele, Louisville, 12
Carol Rynearson, Valparaiso, 12
Eric Secrist, Mentone, 12
Joseph Vecera, Centerville, 12
Joe Barrett, Indianapolis, 11.5
Lisa Harvey, Warsaw, 11.5
Lora Nix, Louisville, 11.5
Mike Everett, Niles, 11
Stacy Gillen, Indianapolis, 11
Dan Losekamp, CGB, CAPS, Harrison, 11
Christine Neal, Dyer, 11
John Price, Roselawn, 11
Tom Slater, Indianapolis, 11
Becky Taylor, Lafayette, 11
Lori Abram, Bloomington, 10.5
Dale Hughes, Franklin, 10.5
Darrin Selking, Valparaiso, 10.5
Randy Voris, Greenfield, 10.5
Angelo Zarvas, Indianapolis, 10.5
Michael Edwards, South Bend, 10
Jerrod Klein, Indianapolis, 10
Marla Lessen, Fort Wayne, 10
Ed Mehringer, Jasper, 10
Jon Pritchett, CAPS, Bedford, 10
Lisa Raderstorf, Elkhart, 10
Leslie Smith, New Albany, 10
Stacy Vervynckt, Mishawaka, 10
Jesse Willoby, Cincinnati, 10
Yvonne Galich, Crown Point, 9.5
Jim Langston, Carmel, 9.5
Jason Lile, Indianapolis, 9.5
Sarah Oudman, CAPS, Wheatfield, 9.5
Erin Smith, Greenwood, 9.5
Keith Smith, Tipton, 9.5
Kent Burget, Indianapolis, 9
Cindy Finley, Crown Point, 9
Steve Howard, Plymouth, 9
Mike Mendlik, La Grange, 9
Chris Monroe, Kokomo, 9
Don Naville, New Albany, 9
Bunny Radcliffe, Angola, 9
Kevin Becher, Vincennes, 8.5
Ryan Davis, Ellettsville, 8.5
Brent Day, Seymour, 8.5
Michael Duke, Greenwood, 8.5
Vicki Garrett, Franklin, 8.5
Janet Hardy, Floyds Knobs, 8.5
Chad Korte, New Haven, 8.5
Maxine Laugle, Harrison, 8.5
Pepper Bryant, Terre Haute, 8
Forrest Carpenter, Greenwood, 8
John Graupner, Evansville, 8
Bill Lehman, Warsaw, 8
John Merritt, Angola, 8
Sean Miller, Newburgh, 8
Julia Moore, Rochester, 8
Tong Nokaya, Grabill, 8
William Roach, Brownsburg, 8
Christopher Shaw, Brookville, 8
Trevor Stout, New Castle, 8
Donna Troyer, Niles, 8
Daniel Schlatter, Warsaw, 7.5
Chris Scholz, Evansville, 7.5
Greg Wirtz, Crown Point, 7.5
Ric Zehr, Fort Wayne, 7.5
Deb Clark, Indianapolis, 7
Kristi Ellis, Hamilton, 7
Jim Greig, Greenfield, 7
Matt Rausch, Indianapolis, 7
Tammie Reynolds, Merrillville, 7
Chad Todd, Lafayette, 7
Robin Verta, Highland, 7
Celeste Zajac, Crown Point, 7
Nathan Baker, Angola, 6.5
James Bushey, Fort Wayne, 6.5
Michael Prickett, Hanover, 6.5
Bart Spencer, Greencastle, 6.5
Jack Thompson, Bloomington, 6.5
Jay Andrews, Lafayette, 6
Reenie Brown, Evansville, 6
Richard Butcher, Cincinnati, 6
Tracy Carlisle, Vincennes, 6
Phyllis Courser, Lafayette, 6
John Elpers, Evansville, 6
Tammy Foley, CAPS, Lafayette, 6
Mike Freeman, Newburgh, 6
Tom Garman, Mishawaka, 6
Joe Hamilton, Warsaw, 6
Lisa Hammock, Madison, 6
Bill Kattmann, Evansville, 6
Pat Kemper, Lawrenceburg, 6
Rustin Laswell, Terre Haute, 6
Cathy McGillem, Evansville, 6
Robin Montgomery, Vincennes, 6
Chuck Murphy, Harrisburg, 6
Lori Peare, Ft Wayne, 6
Jeff Razor, New Castle, 6
Jonelle Romaine, Indianola, 6
Bill Rushing, Evansville, 6
Alyce Shafer-Erdman, New Albany, 6
Terri Taylor, Ft Wayne, 6
Teri Tillery, Indianapolis, 6
David Van Vactor, Plymouth, 6
David Weiss, South Bend, 6
Fred Yagodinski, Fort Wayne, 6

Talbert is Super Spike

Mike Talbert, member of the Southwestern Indiana Builders Association, reaches Super Spike status with 250 Spike credits.

Reaching the Royal Spike plateau are Trent Hunt, New Albany, and Mike Ullery, Kokomo, who earn their 150th Spike credit. Hunt is a State Director from the HBA of Southern Indiana and Ullery is an IBA Past President and Senior Life Director from the HBA of Howard County.

Mark Tarrh, Terre Haute, earns his 50th Spike and joins the Green Spike circle. Tarrh is a State Director from the HBA of Greater Terre Haute.

New Life Spikes are Mark Bossert, Ft. Mitchell; Tom Raver, Louisville, and Kristy Wozniak, West Lafayette. Bossert is a State Director and current president of the Dearborn County HBA.

Welcome the BIA of Northwest Indiana's newest Blue Spike, Tammie Reynolds, Merrillville.

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BAR & PREP: The first steps to your CGB & CGR designation

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.

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.

Mon. Nov. 12 - Tues. Nov. 13
Indianapolis
____BAR Exam ___PREP Exam
9 a.m. to 5 p.m.
Hilton North
8181 N. Shadeland Ave., Indpls., 46250

Wednesday, November 14
Clarksville
____BAR Exam ___PREP Exam
12 noon - 3 p.m.
HBA of Southern Indiana
1601 Greentree Court, Clarksville, 47129

Fort Wayne
____BAR Exam ___PREP Exam
___8 - 11 a.m. OR ___12 noon - 3 p.m.
HBA of Fort Wayne
305 W. Main St., Ft. Wayne, 46802

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

IBA Housing University
TheNAHB University of Housing

Thursday, November 15
Valparaiso
____BAR Exam ___PREP Exam
8 a.m. - 11 a.m.
Porter County BA
1356 W. Lincolnway, Valparaiso, 46385

Terre Haute
____BAR Exam ___PREP Exam
___8-11 a.m. OR ___1-4 p.m.
HBA of Greater Terre Haute
2747 Sidenbender Rd., Terre Haute, 47802

Friday, November 16
Evansville
____BAR Exam ___PREP Exam
9 a.m. - 12 noon
Southwestern Indiana BA
2175 N. Cullen Ave., Evansville, 47715

Elkhart
____BAR Exam ___PREP Exam,
___8-11 a.m. OR ___1-4 p.m.
BA of Elkhart County
25428 County Road 20, Elkhart, 46517

Registration Information

____x **$95/exam** for HBA Member
____x **$145/exam** for Non-HBA Member
____x **$25** Fee/exam if Registered Less than 10 Business Days before Exam
Amount Due: $_____ **You MUST Register & Pay 10 Business Days Before Exam**
(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 ext. 106 or Carlie@BuildIndiana.org
Return Completed Form: IBA, P.O. Box 44670, Indianapolis, IN 46244-0670
FAX (317) 236-6342

NAME COMPANY

ADDRESS CITY STATE ZIP

PHONE FAX

E-MAIL ADDRESS LOCAL HBA

SOCIAL SECURITY# (required to order exam)

IBA Welcomes 55 New Members

IBA Total Membership 6,914

Below is a list of the new members who recently joined the builders association, along with the members who recruited them.

Each month, IBA will draw the name of one lucky recruiter to receive a $100 credit toward products and services from Sears Commercial Sales, IBA's official membership sponsor. In addition, Sears Commercial Sales will provide a $100 credit toward the purchase of Sears appliances, water treatment, fitness equipment, lawn tractors and mowers, snow throwers, and mattresses to Indiana's #1 recruiter for 2007. For your local Account Manager, contact Joe Goode at 317-514-9469 or rgoode3@searshc.com.

IBA thanks the following recruiters for supporting the builders association and welcomes the following new members:

Dearborn County HBA

Mark Bossert, Tucker Homes, welcomes Jackie Kirley, American Protection Services.

BA of Dubois County

Gary Schnell, Sell4Free Welsh Realty, welcomes Allen Luebbehusen, Video Tech.

BA of Elkhart County

Chris Erb, Team Construction, welcomes Greg Nichols, G Nichols Wood Flooring.

Vern Leatherman, Leatherman Supply, welcomes Kristin Kostrzewski, Andersen Windows.

Dave Mark, Dave Mark Construction, welcomes Judy Hoefle, First Realty.

Gary Neterer, Cedar Siding, welcomes Hans VanEck, Richard's Building Supply.

HBA of Fort Wayne

Jeff Thomas, Oakmont Development, welcomes Glen Abplanalp, Miles Distributors, and Brian Miller, Weiss Homes.

HBA of Howard County

Don Bartlett, Kramer Lumber Company, welcomes Tim Houze, Integrity Windows & Doors.

BA of Greater Indianapolis

Michael Altman, GMB, CGB, Michael & Associates, welcomes Jane Lowe, Lowe Professional Flooring.

Deb Clark, First Horizon Home Loans, welcomes Jeff Bollman, Indianapolis New Homes Now.

Leigh Ann Clayton, Union Savings Bank, welcomes Zach Ormsby, Audio Video Lifestyles.

Brad Davis, Davis Homes, welcomes John Schuler, Eagle Materials.

Guy East, GMB, CGB, CGR, CGA, CAPS, UBUILDIt-Indianapolis North, welcomes Michael Market, Environmental Septic Solutions.

Joe Gradison, Gradison Building Corp, welcomes Jennifer Dalton, BGBC Partners.

Mike Kirkhoff, Marvin Windows & Doors, welcomes Scott Sauder, Window Design Center.

Kurt Kyler, Kyler Bros Service, welcomes John Elsey, CGB, Equity Builders Custom Remodeling, and Stacey Sobczak, Sobczak Construction Services.

Carl McIntyre, Carrington Homes, welcomes Rachael McDaniel, One-Touch Automation.

Brad Moon, Lunar Construction II, welcomes Rusty Derrer, Extreme Concrete Design.

Al Pfeiffer, Pfeiffer Group, welcomes Dennis Onken, Platinum Marketing.

Erich Rebennack, EVR-Last Concrete, welcomes Ryan Fowler, Jackson Concrete.

Dan Scofield, ICC Floors, welcomes Matt Mooney, Carmel Financial.

Robert Thompson, R N Thompson & Associates, welcomes Brad Carson, Plainfield Ready Mix.

BA of Greater Lafayette

David Kovich, GMB, CAPS, Komark Ltd, welcomes Chris Remley, Tippecanoe Swcd.

Kristy Wozniak, Wade Homes, welcomes Andy Parlin, Doors Plus.

BA of LaPorte County

Bryon Vaughn, Vaughn Industry Granite & Marble, welcomes William Krachinski, Contemporary Builders & Concrete.

New Members/Recruiters *(see page 23)*

Your tax-deductible gift to the Indiana Builders Charitable Foundation (IBCF) can help that dream come true.

Established in 1999, the IBCF provides funding for educational institutions to promote and encourage Indiana youth to pursue careers in the housing industry.

Central Indiana Community Foundation (CICF) manages the IBCF assets and provides expertise in gift planning and grant-making. CICF staff can work with you and your professional advisor to build a charitable gift planning strategy to maximize your tax advantages.

CICF Central Indiana Community Foundation | The Indianapolis Foundation Legacy Fund | Inspiring philanthropy

For More Information: Clip and Send

❍ Yes, I wish to become a Donor. Check enclosed.
❍ I wish to meet with a CICF gift planning officer.
Name _____
Phone ( )_____ Fax ( )_____ E-mail_____
Address _____ City_____ State _____ Zip _____

Please return to Central Indiana Community Foundation (CICF), 615 N. Alabama St., Suite 119, Indianapolis, IN 46204-1498 or fax 317.803.2061.

For more information, contact Central Indiana Community Foundation at 317.634.2423.

Indiana's 2008 Midwest Builders Convention
Visit Booth # 114

IBA Mourns Loss of a Great Member

Jack R. Dempsey, born February 8, 1926, in Logansport, Indiana, maintained a loyal presence to the state builders association, as well as to the HBA of Greater Terre Haute from 1964 until his passing on October 1, 2007.

Dempsey worked in the building material business for 43 years, first at S.H. Pawley Lumber Co., as President of Reiman Building Materials, then as Public Relations Director for Powell-Stephenson/Wolohans.

In addition to his civilian career, Dempsey was drafted in the U.S. Army in 1944 and continued service to his country for another 42 years, earning the Bronze Medal. He retired from the Army Reserve and Indiana National Guard as a Lt. Colonel in 1986.

Dempsey was one of the first groups of gentlemen that met on April 22, 1964, in the back room of Louises Restaurant to discuss starting a new HBA in Terre Haute. He was one of 17 who signed the charter to begin the HBA of Greater Terre Haute a week after that first meeting.

On June 3, 1964, the HBA held its first election, where Jack was elected Treasurer. In 1995, he was awarded the "Associate of the Year" by the HBA of Greater Terre Haute. This same award was renamed the "Jack Dempsey Associate of the Year" due to the dedication that he had over 40+ years.

For years, Dempsey served as a State Director for the HBA of Greater Terre Haute. In 2005, he was awarded Senior Life Director status by the Indiana Builders Association. He attended 92 State Board meetings over the years.

The last local general membership meeting that Dempsey attended was in September of 2005. In honor of the HBA, he presented all attending past presidents with a plaque celebrating 40 years as an association.

Dempsey is remembered for taking groups of local builders to NAHB events across the country over the years in his private airplane, which he piloted. Many have a lot of terrific memories that they will cherish of their mentor.

IBA mourns the loss of this great member.

New Members/Recruiters *(from page 22)*

Monroe County Building Association

Gary Lynch, Lynch & Sons, welcomes Steven Shertzer, Custom Construction Building Company.

Aaron Prange, Prange Building, welcomes Scott Trilling, Irwin Union Bank.

Muncie HBA

William Dennis, Hoosier Hearth Distributing, welcomes Jake Wright, Jake Wright Construction.

R Johnson, Eagle Corporation, welcomes Eric Wilson, Wilson Homes Builders.

North Central Indiana BA

Ron Herman, C E Home Theater, welcomes Joey Martin, Martin Drafting & Design.

BA of Northeast Indiana

Dan Study, Chapel Homes, welcomes Donna Roach, Mike Thomas Associates / F.C. Tucker.

BIA of Northwest Indiana

Yvonne Galich, MainSource Bank, welcomes Jessica Kljajic, Coldwell Banker Real Estate.

Andy Moore, A J P Custom Homes, welcomes Erik Schneider, Nason's Appliance.

Porter County BA

Bill Anderson, Claudon & Anderson Insurance, welcomes Matt Courtney, Summit Homebuilders.

Marge Frame, CAPS, MB Builders, welcomes Jerry Struven, Carpet Direct.

Bob Greavu, MK&I, welcomes Mark Lackey, NWI Vision Homes.

Dennis Henderlong, CGB, Generation Homes, welcomes David Decesaris, DeCesaris Builders, and Dawn Collins, Century 21 Executive Realty.

Ken Pylipow, VonTobel Lumber, welcomes Terry Weiland, Trinity Home Builders.

Diane Schwader, The Times/Lee Enterprises, welcomes Sarah Weiland, Weiland Homes; Don Blum, Blum Construction, and Brad Meyer, Pinnacle Homes.

John Worstell, Worstell Construction, welcomes Rob Szrom, Lakeshore Landscaping.

HBA of Southern Indiana

Kevin Dupont, L & D Properties, welcomes Charles Fulcher, Kentucky Waterproofing.

Clint Guthrie, Guthrie Construction, welcomes Lisa Armstrong, All-in-One Security.

Dave Poe, Dave Poe Construction, welcomes Tiffany Nolot, C.C.G.C.

Steven Smith, CGB, Overview Builders, welcomes Jim Hancock, Hancock & Hancock.

Brian Walter, Irving Materials, welcomes Connie Walter, Indiana Farm Bureau Insurance.

Southwestern Indiana BA

Kenny Elpers, Elpers Development, welcomes Andrew Preske, The Copper Shop.

Carl Shepherd, Shepherd Construction, welcomes Larry Koch, CGB, Koch Construction.

HBA of St. Joseph Valley

Jeff Moser, Jeff Moser Homes, welcomes Kristin Kostrzewski, Andersen Windows.

Vincennes Area BA

Beth Meeks, Meeks Real Estate and Insurance, welcomes David James, Wells Fargo Home Mortgage.

Wayne County BA

Larry Pippin, CGR, Pippin Building & Remodeling, welcomes Jon Anderson, Anderson Home Improvements.

Membership Milestones

Recognized for their recent Spike achievements at a recent Builders Association of Elkhart County meeting are (left to right): Jeff Loucks, Jeff Martin, Gene Miller, Doug Miller, Richard Miller, and Dave Mark. Richard Miller, who is moving to Sante Fe, New Mexico to work for Habitat for Humanity, was also thanked for his 22 years of membership in the association and for serving as BAEC president in 1988.

Picture to Right
Marshall County Builders Association President Eric Secrist (right), congratulates David VanVactor, on receiving a National Association of Home Builders Spike award for membership development. Marshall County, based in Plymouth, has 58 members.

Monthly Recruiter Drawing
Winner Earns a $100 Credit at Sears

Month	Winner	Sponsored by
September	Dan Study, Chapel Homes, Spencerville	Sears Commercial

Indiana Builders Association Membership

Standings (as of September 30, 2007)

Local HBA	Aug-07	NEW	CANCEL	RETAIN %
BA of Greater Indianapolis	1247	215	92	84.0%
HBA of Fort Wayne	565	183	68	81.8%
HBA of Southern Indiana	547	193	81	77.2%
Southwestern Indiana BA	518	173	38	86.0%
BIA of Northwest Indiana	500	181	57	80.4%
BA of Elkhart County	412	105	51	80.7%
HBA of Greater Terre Haute	386	176	58	74.5%
HBA of St. Joseph Valley	331	105	54	76.9%
Porter County BA	299	63	88	71.5%
BA of Greater Lafayette	287	127	55	73.3%
BA of Kosciusko-Fulton Counties	253	118	29	82.2%
HBA of Howard County	186	60	19	82.0%
BA of Dubois County	174	12	16	89.4%
BA of Northeast Indiana	157	63	12	88.6%
Dearborn County HBA	139	98	11	78.8%
Monroe County Building Association	127	23	20	79.7%
Muncie HBA	121	28	26	73.8%
Vincennes Area BA	94	53	5	88.6%
HBA of LaPorte County	81	18	19	69.8%
Wayne County BA	65	2	12	82.1%
Marshall County BA	58	10	5	81.0%
Jasper County HBA	51	5	6	66.2%
Madison County HBA	45	6	12	72.2%
Jackson-Jennings BA	44	5	4	87.2%
HBA of Lawrence County	42	3	11	76.0%
Henry County BA	36	17	5	73.1%
BA of River Valley	32	0	-1	93.1%
BA of Southeastern Indiana	27	13	11	44.8%
Gibson County BA	25	11	6	63.6%
North Central Indiana Chapter	21	12	16	21.7%
Grant County BA	20	0	-2	95.2%
Indiana BA - At Large Members	14	0	2	60.0%
Whitley County BA	10	1	21	30.0%
HBA of East Central Indiana	0	2	5	14.3%
Indiana	**6914**	**2081**	**912**	**79.4%**

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