

INDIANA BUILDER NEWS ONLINE

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www.BuildIndiana.org



September, 2009



Vol. 46, No. 9

IBA gets green light to administer Home Energy Conservation Program

- Details at www.IBAEnergy.org -

IBA Energy Conservation Counties

The Indiana Builders Association is going full steam ahead in administering the Home Energy Conservation Program funded by ARRA in Indiana.

The web site, www.IBAEnergy.org, includes details about the program. A link to the Energy Program web site is also available on the home page of www.BuildIndiana.org.

IBA's work encompasses the 38 counties identified in yellow on the map. "We have more than 3,000 homes to weatherize in those counties, and we are ready to go to work," comments Mike Hannigan, Jr., Program Administrator. "The scheduling goals for completion of the projects are aggressive and we intend to meet or beat every one of them."

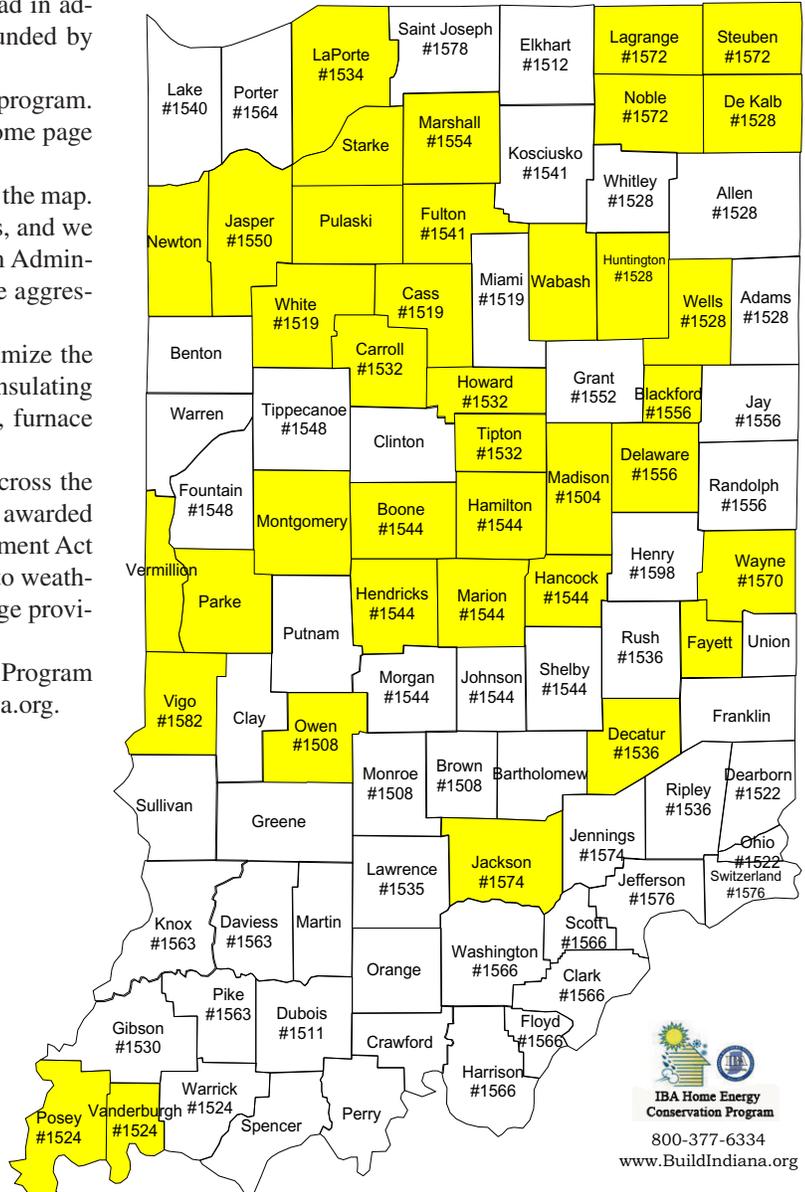
The Home Energy Conservation Program is designed to maximize the efficiency of homes particularly through stopping infiltration, insulating attics, installing sidewall insulation, installing hot water heaters, furnace tune-ups, and repairing or replacing combustion appliances.

IBA is engaging independent auditors and contractors from across the state to complete work on 3,333 low-income homes. All contracts awarded will be funded in whole by the American Recovery and Reinvestment Act of 2009 (ARRA). The IBA has an allocation of \$20,725,299.50 to weatherize 3,333 homes. All contracts are subject to the prevailing wage provisions of the Davis-Bacon Act.

If you have any questions, please contact Mike Hannigan, Jr., Program Administrator, at (800)377-6334, ext. 202 or Mike@BuildIndiana.org.



IBA President Dennis Spidel, GMB, CGB, CGR, CGP, (right), thanks U.S. Congressman Dan Burton for speaking to the IBA board of directors at their August meeting.



It is time to show the world what we can do

It is my sincere hope that this message reaches the right minds in our state and federal governments that want the best for Hoosier households and taxpayers. I have been told that this publication is read by many and is used by many to gain the pulse of our industry in Indiana. The Indiana Energy Conservation Program has been approved by the United States Department of Energy.

In a meeting some five weeks ago there were comments made that weatherization is nothing like building and remodeling houses. That our builders and remodelers, even after being trained by the system, are not qualified to perform energy audits or complete the actual construction work. That because our State Association has never administered grant funds we are incapable of doing so.

We were given the same charge as others to deliver a plan to the State of Indiana that will produce the best energy savings for every dollar spent for Hoosier households. Past President Mike Hannigan, Jr., in conjunction with our staff, has done just that.

Many of you have made the commitment to take or send your employees to the training programs in hopes of working on this project months ago. Some of you are already discouraged from the delays. I feel your pain because I have taken the best employees I have in the middle of summer out of production to attend this training at a cost of thousands of dollars in lost time.

It is now time to show the world what we can do. I am very confident that IBA will administer this energy program as intended. I remember Governor Daniel's words last March that this program is 11 times the size of the current Indiana weatherization program. His goal is to put as many Hoosier tradesmen back to work as possible. Speed, jobs and lasting value will be his template for the program's success. Helping low-income Hoosiers as fast as possible while permanently lowering the states energy consumption by the equivalent



President's Message

By Dennis Spidel,
GMB, CGB, CGR, CGP
Spidel Custom Homes and
The Lakeshore Design Center,
Angola
President,
Indiana Builders Association

of one small power plant every 10 years.

Common sense tells us that this program is so large that it cannot be done conventionally. That is why it was opened up to other nonprofit organizations like us.

I have to admit to you that I have a growing disappointment with the unnecessary delay. Some weeks ago we were notified by Congress that the Indiana program was conditionally approved. Well folks, we the Indiana Builders, were the condition. I would personally like to thank Senator Evan Bayh, Senator Richard Lugar, and Congressman Joe Donnelly for their confidence in the Indiana Builders ability to start auditing and weatherizing homes before the weather turns.

This last month marks the first real gain in membership we have seen since last July. Elkhart continues to lead the state with 44 new members this year. Just last week I asked State Treasurer Doug Miller what is the secret of success in Elkhart? "Courageous optimism, faith in the inherent good in people, our community, and many members have a solid faith that God will sustain us," he commented. Wise words.

In my travels to the southern part of the state I got the same strong words from Greg Furnish, Tom Schroering, CGP and Dave Sunderman, CAPS. I recently was encouraged traveling with Rick Wajda to the Lawrence County HBA. As always La Quita Jennings and her husband Joseph are doing a great job in Bedford. President Beryl Horrall and the group will be celebrating their 40th anniversary in January. Forty years of keeping Lawrence County builders and associate members connected to IBA and NAHB.

Last month our quarterly IBA board meeting was held in Indianapolis. The honorable Congressman Dan Burton spoke at the board meeting. All meetings were held on a single **President's Message** (see page 21)



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IBA President Spidel wins BANI's people's choice award

The Builders Association of Northeast Indiana (BANI) is pleased to announce the 18th annual Parade of Homes People's Choice Winner, Dennis Spidel Custom Homes. Parade goers had a variety of options what with the eight homes on the tour but chose this out of the way gem located on Sylvan Lake in Rome City.

"We are very thankful for the general public attending the event and supporting the Builders Association of Northeast Indiana," said Dennis Spidel, GMB, CGB, CGR, CGP, President of Dennis Spidel Custom Homes. "The parade gives homeowners an opportunity to look at other styles and generate ideas for their own homes," commented Spidel.

"The number and variety of homes was exciting," said Dan Study, President of BANI. "I work with a number of other association Presidents around the state and some have flat out canceled their events, so to have as many and the quality of homes we had, we are very fortunate."

The Parade of Homes event held annually is the largest fundraising event for BANI. Other annual events the association organizes include: a tool donation, a scholarship program, and a spring home tour. "We are so happy with the results of this years parade, the sponsorship, community support, the weather, all the builders that participated, we just have had so many wonderful people involved," said Lyndsey Cook, Executive Officer.

Model home deduction

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

Visit IBA's website to download the application at <http://www.buildindiana.org/pdf/ModelHomeActApplication.pdf>.

A memo with additional details is available on-line at http://www.in.gov/dlgf/files/090528_-_Rushenberg_Memo_-_Model_Residence_Deduction_for_the_2008_Assessment_Date.pdf.

The form is also available on-line at http://www.in.gov/dlgf/files/State_Form_53947.pdf.



Dennis Spidel Custom Homes winning house.

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National Remodeling Show comes to Indianapolis

The National Remodeling Show is touted as the only event of its kind and it only happens once a year. For three days, October 28-30, 2009 the entire remodeling community comes together to illustrate and reinforce the strength of the market. Hundreds of manufacturers fill the show floor, showcasing new products and services at every turn. Thousands of remodeling professionals crowd the aisles looking to catch a glimpse of the newest products and services that will take their business to the next level. The event is located in your backyard in downtown Indianapolis on October 28-30, 2009, at the Indiana Convention Center. Complete details and registration is available on-line at www.theremodelingshow.com.

The Remodeling Show is a trade-only event and only professionals from the industry will be allowed to attend. Exhibit Hall registration is free for all attendees if they register on

or before September 28.

The Remodeling Show offers 51 sessions in six tracks including business, marketing, production, sales, kitchen, bath design and a NEW sustainable remodeling track for 2009.

Attendees can earn AIA, NKBA, AIBD and ASID industry designation. Pre-event CAPS, CGR and CGP designations are also available.

The Remodeling Show attracts a wide variety of residential construction professionals from North America and 15-20 countries around the world, including: carpenters, commercial remodeling contractors, construction managers, custom builders, dealers, distributors, retailers, flooring installers, framing contractors,

green building professionals, historic renovation specialists, home improvement professionals, kitchen & bath specialists, project managers, renovators, repair contractors, replacement contractors, residential architects, designers, residential general contractors, residential remodeling contractors, roofers, gutter installers, specialty contractors, and sub-contractors.

Suppliers and manufacturers in every major product category for the remodeling industry will be present: ADA-compliant products & services, backyard building, bath, business services, industry-related, deck materials, docks, exterior building products & materials, home automation, interior building products & materials, interior finishes, jobsite preparation, kitchen, outdoor living products, sustainable and green building products, tools, weatherization and moisture management products, and vehicles.



Register now for the 2010 NAHB Builders Show

Registration for the 2010 International Builders Show and Nextbuild[®] to be held in Las Vegas, NV on January 19-22 is available at www.BuildersShow.com. The Indiana Builders Association room blocks have been assigned to two hotels, Paris and Caesars Palace.

Registration for a Member Full Registration Package, allowing attendees to go to any of the 175+ education seminars, and includes access to the exhibit floor all four days, will be \$295 IF registered by January 18, 2010. After January 18, the on-site fee will be \$425.

New this year – a member 4-day exhibits registration will be free if registered by December

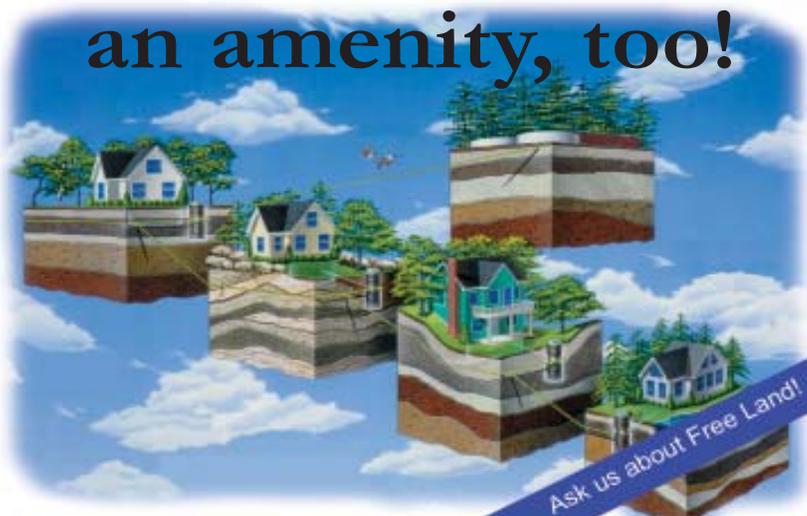


11, 2009. From December 12 to January 18, the exhibit floor pass will be \$75 and after January 18, the onsite price will be \$125.

Members who have not registered for the show as an NAHB member in the past are eligible for the first time attendee rate of \$100.

For more information about the Show, visit www.BuildersShow.com.

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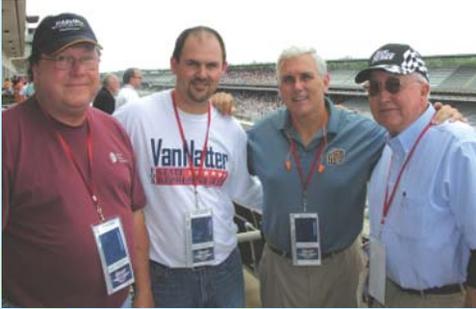
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News from around the state



IBA President Dennis Spidel, GMB, CGB, CGR, CGP, (left to right), discusses housing issues with NAHB Build-PAC Trustee Heath VanNatter, CGP, U.S. Congressman Mike Pence and Garney Jenkins.



NAHB Build-PAC Trustee Heath VanNatter, CGP, (left) along with Past State Presidents Larry Coplen (right) and Charlie Pechette (second from right) welcome U.S. Congressman Dan Burton to the recent board of directors meeting.



Andy Place, Sr., CGB, CGP, strikes a pose for the camera at the HBA of St. Joseph Valley golf outing.



Cindy Bussell, IBA COO (right) joins the girls during a golfing outing held by the HBA of St. Joseph Valley.



Cindy Bussell, IBA COO (second from right) was welcomed with open arms from Dale DeVon (right) at a recent golfing outing held by the HBA of St. Joseph Valley.

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IBCF Accepting Grant Proposals

The Indiana Builders Charitable Foundation (IBCF) was formed in 1999 by members of the Indiana Builders Association. Its purpose is to provide funding to educational causes that enhance knowledge and understanding of the housing industry and of the career opportunities available within the industry.

"We are currently accepting proposals to offer funding assistance to projects that are in line with our purpose," states Charles Pechette, President of the IBCF Advisory Board.



The IBCF is managed by the Central Indiana Community Foundation with direction from the IBCF Advisory Board consisting of President Charles Pechette; Secretary Michael Bell, GMB, CGB, CGR, CAPS; Rick Jenkins; Bill Roach; Carl Shepherd; and Joe Zehr.

The fund balance is near \$140,000 with direct contributions from several members of the industry.

The largest contributors to the fund (over \$10,000) are Bob Thompson, Charles Pechette, Joe Zehr, Bob and Moira Renfro, and Walt Leonard. Donors at the \$5,000 level include Andy Place, Sr., Bill Roach, and Carl Shepherd. Darrell and Jacqueline Spears donated \$2,500 and an additional 23 members donated over \$1,000 each to the fund.

To date, over \$46,000 has been dispersed to fund projects that meet the foundations mission.

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

the amount of funds needed to accomplish the project.

Send proposals no later than Oct. 16 to: Indiana Builders Charitable Foundation, 101 W. Ohio St., Ste. 1111, Indianapolis, IN 46204.

For more information on how you can donate to the fund, contact Cindy Bussell, IBA Chief Operating Officer, at (800)377-6334 or via e-mail at Cindy@BuildIndiana.org.

Movies on green

NAHB, in conjunction with a grant from Wells Fargo, recently unveiled two movies to help home builders and their consumers learn more about green building. Both videos are informative and can be ordered through NAHB for \$25. To view the consumer video, visit www.nahb.org/greenhomeguide and the builder/remodeler video can be viewed at www.nahb.org/greenreport.

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ANSI approves National Green Building Standard™



- Discounted books available through Indiana Builders Association -

The National Green Building Standard™ for all residential construction work including single-family homes, apartments and condos, land development and remodeling and renovation was approved recently by the American National Standards Institute (ANSI).

“The approval signals a new era for the nation’s builders, remodelers and developers and also provides an extra measure of reassurance for home buyers,” said Joe Robson, a home builder in Tulsa, Okla., and Chairman of the National Association of Home Builders.

“The National Green Building Standard is now the first and only green building rating system approved by ANSI, making it the benchmark for green homes,” said Ron Jones, who chaired the consensus committee charged with developing the standard.

“The standard provides home builders and remodelers with a much more expansive third-

party rating system that they can use to achieve green certification under NAHBGreen and the National Green Building Certification Program,” said Mike Luzier, CEO of the NAHB Research Center.

The Research Center provides certification for NAHBGreen projects, which until now have only included single-family homes. “Consumers are looking for authentic, verifiable green building practices, and now they’ll find them with a true industry consensus standard for residential green building,” Luzier said.

The standard defines what green practices can be incorporated into residential development and construction and how home owners can operate and maintain green homes.

But the National Green Building Standard also provides for flexibility - allowing home builders and home buyers to make green choices based on climate and geography as

well as style preferences and budget.

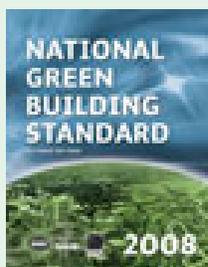
As part of the stringent process required by ANSI, NAHB and the International Code Council gathered a fully inclusive and representative consensus committee composed of a broad spectrum of builders, architects, product manufacturers, regulators and environmental experts.

The work of the consensus committee was administered by the NAHB Research Center, an ANSI Accredited Standards Developer.

The consensus committee deliberated the content of the standard for more than a year, held four public hearings and evaluated over 3,000 public comments in the development of the standard.

Members of the Indiana Builders Association who opt to have their homes certified through the NAHBGreen program may also receive certification from the Indiana Builders Association’s GreenBuildIndiana program.

National Green Building Standard Book Order Form



***** Save \$10 a book *****

IBA members may purchase National Green Building Standards Books from IBA and pick them up at IBA or their local builders association at a discounted rate of \$30 per book. Order today, we will contact you when your book is ready for pickup.

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Return form with payment to local builders association or mail to: Indiana Builders Association, 101 W. Ohio Street, Suite 1111, Indianapolis, IN 46204.
Order by phone with credit card 1-800-377-6334 or Fax (317) 917-0335.



NAHB revises Spike Club requirements for remainder of year

The NAHB Spike Club is comprised of an ever-growing number of active members who help to keep our association growing. NAHB's Membership Committee approved a number of special changes to the 2009 Spike Club program to help encourage recruitment, retention and engagement throughout the remainder of the year. Local associations should use these new in-

New electrical code effective August 26

The 2009 Indiana Electrical Code became effective on August 26, 2009. This is much sooner than the projected date of October 1st because all proposed changes to the state's residential code were forwarded by the Indiana Fire Prevention and Building Safety Commission to the state's Residential Code Review Committee for their consideration.

IBA supported the rule since the state removed the requirements for arc-fault circuit interrupters and tamper-resistant receptacles due to their fiscal implications. Visit <http://www.in.gov/dhs/2375.htm> to view the final rule.

NAHB announces HTA Builder Business Guide

NAHB is proud to announce the release of the newest addition to the NAHB's Business Management Builder Business Guides: Home Technology for Home Builders: A Builder's ABC's to Profit. The Builder Business Guides traditionally covered three topics: Business Management, Financial Management and Information Technology. The new guide outlines the benefits of Home Technology through informative articles and advises working with professional Electronic System's Contractors so builders can offer clients more options before their homes are built.

With the tech savvy generations becoming the prime consumers of homes, builders ought to be aware of the products and services they are soon going to expect. This guide offers an overview to get your membership started.

This guide, as well as our other guides, can be found at www.nahb.org/bbg to download. Hard copies can be ordered at www.nahb.org/materialsordering free of charge, except shipping.

If you have any questions call Agustin Cruz at 202-266-8472 or email at acruz@nahb.com.

centives to maintain and grow your membership during the downturn.

The first incentive provides amnesty for Spike credit losers. To become a Spike member, an individual must earn 6 Spike credits within two consecutive years and to retain that Spike status a minimum of 1 credit (new or retention) must be earned each year until a total of 25 credits have been earned, which triggers Life Spike status. For individuals that do not earn 6 credits by December of their second year of recruiting, all credits from the first year are forfeited.

However, the NAHB Membership Committee has recently approved a temporary amnesty for all Spikes in this situation and will allow them to keep their credits and maintain their Spike status providing these individuals participate in one or more of the "credit savers" put forth by the Committee. These credit savers are activities that will allow the individual to maintain their credits. The Spikes in question will receive a letter directly from NAHB notifying them of their status and outlining this program.

The credit savers are as follows:

* Recruit at least 1 new member by October 31, 2009.

* Collaborate with local EO on a retention-based outreach program targeting current members.

* Collaborate with local EO on lapsed member reinstatement outreach program.

* Provide NAHB with a testimonial appropriate for use in membership marketing materials.

In addition to the credit saver activities, this fall NAHB will host another 3-month credit-doubling super drive during September, October and November on an opt-in basis. Local associations must sign up to receive double credits. To participate in the 3-month drive offered by NAHB, or if you have questions about spike club, email Felicia Kelly, NAHB Membership Manager at fkelly@nahb.com.

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International Code Council (ICC) code development

Home building throughout the U.S. is regulated by building codes that set minimum standards for construction. While these regulations are enacted at the state and local level, model building codes are developed and maintained by national organizations like the International Code Council (ICC) and the National Fire Protection Association (NFPA). Model building codes are constantly revised and undergo regularly scheduled code development cycles during which over 2,200 changes are typically proposed each cycle. Many of these changes, if approved, would significantly increase the cost

Carson to receive high honor

Bill Carson, former IBA CEO for 42 years, is scheduled to receive the Distinguished Alumni Award from his alma mater, Franklin College in Franklin, Indiana.

The ceremonial banquet will be held at the Napolitan Student Center in the Branigin Room at 6:30 pm on Friday, October 16, 2009 on the Franklin campus.

The award is based upon completion of a highly successful career with the Indiana Builders

Association. During his career, he spearheaded the passage of several unique affordable housing laws eventually resulting in Indiana being the most affordable housing state among the industrialized states in the nation.

When he began his tenure in 1963, IBA had 12 locals with fewer than 1,000 members. Upon his retirement, IBA had 33 locals and over 5,000 members.

Carson worked with eight Governors, hundreds of legislators and the Indiana members of Congress.

He received the nation's top Lifetime Achievement award for association management and was given the state's highest citizens award, the Sagamore of the Wabash, by five Governors.

In 2005, Carson was also the recipient of a rare honor when the Indiana Senate and House passed a concurrent resolution honoring his career.

Friends who may wish to attend the banquet may make reservations by calling Margee Stamper at (317)738-8167.



National Report

By Tom Mullen,
MIRM, CGB, CGP

*NAHB Area 9 Vice
President,
Indiana Builders
Association*

of constructing new homes and reduce housing affordability without providing a sound

cost-benefit.

The 2009/10 ICC Code Development Cycle (CDC) is officially underway. Of the 24 members NAHB nominated to be NAHB's representatives on 18 ICC Code Committees or Councils, 20 have been appointed to 12 Committees and two Councils. These appointments are made by the various ICC Code Councils. These appointments are up to the two IRC Code Committees and ten other Code Committees. The NAHB nominees to the IRC and the Plumbing/Mechanical/Fuel Gas Code

ICC Code Development (see page 20)

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And for every new propane water heater you install, you may qualify for a rebate up to \$300 from participating Indiana propane dealers. Ask about incentives for other propane appliances as well. For more on tankless water heaters, visit buildwithpropane.com.



To locate an Indiana propane dealer near you, visit indianapropane.com.

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Indiana Builders Association

May, 2009

4,373 members



2009 Goal

5,800 members



The BA of Elkhart County got to take the new member traveling trophy back home for the sixth time this year. Pictured are representatives from Elkhart.

New Members

As of July 31, 2009

Local HBA	Y-T-D New Members
Elkhart County	44
Greater Indianapolis	38
Southern Indiana	36
Porter County	32
Greater Terre Haute	24
St. Joseph Valley	20
Northwest Indiana	16
Greater Lafayette	16
Southwestern Indiana	14
Fort Wayne	12
Howard County	11
Kosciusko-Fulton Co.'s	9
Southeastern Indiana	7
Monroe County	6
Lawrence County	6
Madison County	6
Dubois County	5
LaPorte County	4
Jasper County	4
River Valley	4
North Central Indiana	4
Northeast Indiana	3
East Central Indiana	3
Wayne County	3
Gibson County	3
Marshall County	2
Dearborn County	1
Vincennes Area	1
Grant County	1
Jackson-Jennings	0
Henry County	0
At Large Members	0
Indiana	335

Retention Rate

As of July 31, 2009

Local HBA	Retention Rate
River Valley	95.0%
Jasper County	94.1%
LaPorte County	92.2%
Dubois County	91.4%
Monroe County	87.3%
Madison County	87.0%
Southeastern Indiana	86.4%
Lawrence County	84.6%
Howard County	80.9%
St. Joseph Valley	80.2%
Fort Wayne	79.7%
Elkhart County	79.0%
Kosciusko-Fulton Co.'s	78.7%
Southwestern Indiana	78.7%
Greater Terre Haute	77.1%
East Central Indiana	76.7%
Wayne County	76.5%
Vincennes Area	76.5%
Greater Lafayette	76.0%
Greater Indianapolis	75.8%
Southern Indiana	73.7%
Jackson-Jennings	73.3%
Porter County	72.1%
Northeast Indiana	70.1%
Gibson County	68.4%
Marshall County	65.9%
Henry County	63.2%
Northwest Indiana	61.6%
Grant County	61.5%
Dearborn County	56.5%
North Central Indiana	21.4%
At Large Members	0.0%
Indiana	76.3%

Membership Standings

As of July 31, 2009

Local HBA	Total Members
Greater Indianapolis	792
Elkhart County	383
Fort Wayne	342
Southwestern Indiana	306
Southern Indiana	266
Northwest Indiana	250
Greater Terre Haute	223
St. Joseph Valley	210
Porter County	205
Kosciusko-Fulton Co.'s	183
Greater Lafayette	171
Dubois County	154
Monroe County	123
Howard County	121
Northeast Indiana	92
East Central Indiana	82
LaPorte County	75
Dearborn County	53
Vincennes Area	53
Wayne County	42
Lawrence County	39
Jasper County	36
Marshall County	31
Madison County	26
Southeastern Indiana	26
River Valley	23
Jackson-Jennings	22
Gibson County	16
Henry County	12
Grant County	9
North Central Indiana	7
At Large Members	0
Indiana	4373

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Once your membership is processed by your local builders association and submitted to the National Association of Home Builders and the Indiana Builders Association, your information will be forwarded to these companies. Call the number listed by each benefit for complete details. Must be redeemed by March 31, 2010 unless noted otherwise. Must be redeemed by new member or employee of new member company. Does not apply to reinstated members.

Recognize the benefits associate membership brings during Associate Member Appreciation Month

Here are a few examples of why being an NAHB Associate Member makes good sense:

Networking opportunities on local, state, and national levels — associate membership brings unparalleled opportunities to introduce your business or service to potential clients in a friendly and collegial atmosphere. Your participation in association activities will solidify your reputation and business both within the association and the community.

NAHB's "Do Business with a Member" national campaign actively encourages builders and remodelers to work with Associate members.

NAHB offers many different sponsorship and advertising opportunities that provide exposure to your company to both broad range and targeted audiences. For more information, visit www.nahb.org.

Access to many online e-newsletters and the timely, helpful information therein, including: Business of Building e/Source, Eye on the Economy, Monday Morning Briefing, Nation's Building News Online, SmartLink, and State and Local Reporter. Complimen-

tary subscription to NAHB's official member newspaper, Nation's Building News, which contains the latest news on regulatory, technological, legislative, and other industry and business related issues.

Twenty percent discount on products from BuilderBooks.com — the latest business management tools, demographic studies, and consumer trend analyses to keep you one step ahead of your competition.

The NAHB Member Advantage discount program offers year-round discounts from 21 companies including GM, Dell, Pitney Bowes, Hertz, DHL, Paychex, hotels, and more.

Access to a mailing list from NAHB at member-discounted prices.

Allows you to keep up-to-date on the latest industry developments with access to members-only content on www.nahb.org, including up-to-the-minute news reports, economic and forecasting information, and networking resources.

Access to valuable legal advice, technical assistance, and individual consultation with any of NAHB's 300+ staff experts on over 500 industry subjects

Associate member specific professional designation: Certified Graduate Associate (CGA). The CGA program is designed to enhance your professional standing while providing you the opportunity to collaborate with builders and remodelers as you take classes

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ASSOCIATES

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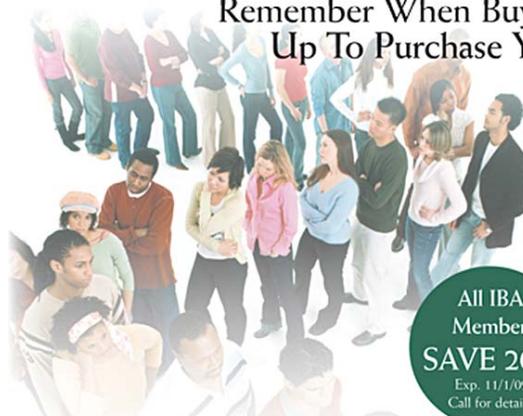
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Truss bracing - do you know what it is for?

For many years builders and inspectors have often worked under a false understanding of the purpose of the truss bracing. The available literature on truss bracing has always shown continuous lateral braces (CLB) running the length of the building or group of trusses with "X" bracing applied to it at various intervals. This has left the impression that the purpose of the bracing is to brace the roof system as a whole from side sway or other movement. To add to the confusion BCSI (Building Component Safety Information) has chapters or sections discussing temporary bracing, gable end bracing, and even sway bracing where clearly system issues are being addressed.

Additionally the truss industry has made it clear that they do not design systems but components to be used within a system designed by others. In a commercial building this type of system bracing is the responsibility of the building designer. In the residential code system concerns (whether stick framed or with trusses) are assumed to be adequately addressed by the prescriptive rules of the code. Generally this means it is assumed that the diaphragms (roof and floor wood sheathing and ceiling drywall) are sufficient to distribute the wind and earthquake horizontal loads throughout the building to those elements that will resist them.

Temporary bracing is meant to be a system but, even though a large part of it may wind up being part of the permanent bracing, it is not the same thing as permanent bracing. Gable bracing is a special case caused by the break at the ceiling and a switch to flat lumber orientation in the gable truss which will not resist as much wind pressure. Gable bracing can be reduced or eliminated by switching to balloon framed walls that run continuous to the roof deck or by using a 3½" wide "gable wall" instead of a 1½" wide gable truss.

So what exactly is the purpose of the bracing called out on a truss drawing (the permanent bracing)? It is for the reduction of the buckling length of compression members in the truss. It's far less complicated than it sounds. Unlike rafters truss members develop very high forces acting down their length, pushing in or pulling out on their ends. When pushing in (compression) they will try to buckle. This is exactly what happens when you push down on a yardstick, it buckles. If you cut the yardstick in half it will take a lot more pressure (compression force) to get it to buckle. This is the sole purpose of the bracing

Codes Corner

By: Joe Heinsman, P.E.

called out on the truss drawings, to reduce buckling lengths. It has nothing to do with any system issues. The truss member has a high enough force in it that it will (under full load) buckle. The brace will hold the mid-point of the web in place reducing the "buckling length" of the web by half. This increases the capacity of the web to four times as much. If two braces are used at third points then it will be nine times as much. Webs can be made bigger to keep from buckling in their wide dimension direction but you are stuck with the 1½" thickness and that is the direction they want to buckle in.

Top chords, which have very high compression forces in them, do not normally have this problem since they are almost always sheathed with wood sheathing which keeps them from moving out of plane. Bottom chords are normally in tension but can wind up in compression if wind uplift is sufficient to cause the bottom chord to be in compression. As a result this issue needs to be addressed in bottom chords as well. However, drywall applied to the bottom chords of trusses is normally considered to be sufficient to brace them. The truss drawing will have information on the spacing of braces in areas of truss top and bottom chords that happen to not have sheathing on them.

Using a CLB (continuous lateral brace) is not the only way to accomplish this goal. Since the problem is trying to keep the 1½" wide member from buckling why not make it thicker so it is stiffer? This is exactly the purpose of the "T" and "L" bracing discussed in BCSI chapter 3 (BCSI-B3). By nailing a 2x4 (or larger as needed) to the 1½" edge of the web forming a "T" or "L" with it you can stiffen the web so it will not buckle. This is typically done where small quantities of adjacent trusses do not allow for the installation of CLB bracing since the webs do not line up. In fact all web bracing could be done this way. The sole reason for not doing it all this way is that it generally takes more lumber to do it. CLB bracing will usually reduce the amount of lumber used in bracing. However, if you imagine a roof of trusses where all the web bracing was done as "T" bracing and all chords are sheathed, then as far as the truss designer is

Truss Bracing (see page 20)



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- > Green Building for Building Professionals
- > Business Management for Building Prof. OR hold an NAHB designation

CGP Graduates are able to:

- > Locate & design green building development sites.
- > Control moisture & durability for each component of the building envelope effectively.
- > Employ resource-efficient materials to achieve comfortable, safe and sustainable buildings.
- > Strategize ways to meet, exceed and verify green building energy efficiency requirements.
- > Implement indoor and outdoor water conservation practices.
- > Achieve indoor air quality.
- > Consider green building objectives in a remodeling project.
- > Explain a homeowner's and builder's role in effective operation and maintenance of a green home.
- > Apply successful business management, marketing and sales strategies to sell green.

Questions?

Contact Cindy Bussell
(800) 377-6334
Cindy@BuildIndiana.org



What is **CAPS**?

The **Certified Aging-in-Place Specialist (CAPS)** designation program will expand your understanding of the aging-in-place market, provide the necessary technical knowledge & resources, and give you the tools to gain access to the market.



Curriculum and Other Requirements:

Complete 3 Courses:

- > Marketing & Communications Strategies for Aging & Accessibility
- > Design/Build Solutions for Aging & Accessibility
- > Business Management for Building Prof. OR hold a CGB, CGR or CGA designation

Benefits of the **CAPS** designation:

- > Recognition for completing the only national designation program dedicated to improving the knowledge of those who want to serve the aging-in-place market.
- > Marketing & customer service tools to gain access to the burgeoning aging-in-place population.
- > Technical knowledge to solve the housing needs of the aging-in-place population.
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Instructor: Stephen Robinson, GMB, GMR, CGB, CGR, CAPS, CGP
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Business Management for Building Professionals (CGP, CAPS, CGB, CGR, CGA)

Whether you are starting a new business or want to improve your current business, this course can provide you with a variety of essential “tools” for your business management toolbox. This course discusses the components of a business plan; defining and staffing your business; performance tools for managing and monitoring administration, sales, and production, and strategies for managing common challenges experienced in startup businesses. By using case studies and sample forms, your instructors give you practical and applicable tools for management success.

Instructor: Guy East, GMB, CGA, CGB, CGR, CAPS, CGP
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Marketing & Communications Strategies for Aging & Accessibility (CAPS)

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

Instructor: Guy East, GMB, CGA, CGB, CGR, CAPS, CGP
 _____ **Sept. 17, 2009 Indianapolis - \$175 IBA Member**
\$200 NAHB Members / \$225 non-HBA Member

Cancellation Policy:

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

Design/Build Solutions for Aging & Accessibility (CAPS)

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

Instructor: Guy East, GMB, CGA, CGB, CGR, CAPS, CGP
 _____ **Sept. 18, 2009 Indianapolis - \$175 IBA Member**
\$200 NAHB Members / \$225 non-HBA Member

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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.

CAPS continuing education requirements: CAPS designates are required to complete 12 hours of continuing education every 3 years, and 6 of the 12 hours must be from an NAHB University of Housing course and the remaining 6 hours may be earned by completing approved state and local seminars, NAHB seminars, or college courses related to the building industry with a maximum of 2 hours earned by participating in community service projects (work done for the public good without compensation).

CGP continuing education requirements: CGP designates are required to complete 12 hours of continuing education every 3 years. 6 of the 12 hours must be from NAHB University of Housing educational activities. A minimum of 8 hours is required to come from green building industry related educational activities.

Green success in Porter County

The Porter County Builders Association (PCBA) Green Homes on Parade will take place from September 18 through 27, noon to 8:00 p.m. (CST). It is the first single-site Parade consisting of homes built to achieve, at a minimum, the silver level standard under the ANSI-approved (American National Standards Institute), new National Green Building Standards. The PCBA would be honored if all Indiana Builders Association members would visit our Parade and all are invited to our VIP party on September 16, beginning at 5:00 p.m. (CST) and ending, well that depends on how much fun we are having.

The six Green Homes on Parade builders are constructing these homes in The Village in Burns Harbor, the very first development in the nation to be certified under the new NAHB standard. A green home in a green development is about as green as it gets. The builders: Pickering Homes, Treasure Homes, Inc., The Given Group, Coolman Communities, Accent Homes and Village Builders LLC are all Certified Green Professionals.

This is all taking place in the middle of the so-called rust-belt of Northwest Indiana, in a development carved from unused farm fields and an old commercial development, bordering a major expressway. One may ask if people will want to live here, and the answer is yes indeed! As of today, close to 70 homes are built and occupied.

On July, 17, 2009, as a precursor to the Parade, the PCBA partnered with The Greater Northwest Indiana Association of REALTORS(r) (GNIAR) to host a Green Work Boots Tour. The purpose of the Green Work Boots Tour was to educate the public and industry professionals by guiding them through the future Parade homes in various stages of completion, while highlighting green construction practices. In addition to the tour, REALTORS(r) attended a three-hour green education class for which they received continuing education credits.

Also, November 6-8, 2009, the PCBA is holding the second annual Living Green Expo. At the Expo, green industry experts hold seminars about products and technology to educate the public about saving energy dollars at home while preserving the resources of planet earth. This year, due the event's popularity, the Expo has moved to a larger venue and will be held at Ivy Tech Community College in Valparaiso, Indiana.

The Green Homes on Parade, Work Boots Tour, and Living Green Expo have generated

a huge amount of interest and excitement from national leaders in the home construction industry, home builder associations, REALTOR(r) associations, government officials, local business leaders and the media.

Our success will be determined by our achieving the following objectives:

- * Educating homeowners, future homeowners, and professionals key to the home-construction industry such as REALTORS^(R), appraisers and bankers on to the merits and affordability of "going green".
- * Developing and strengthening mutually beneficial partnerships with other professional associations, business and industry as well as regional educational institutions.

* Raising public awareness of the commitment to the green movement by our Green Homes on Parade sponsors and the Porter County Builders Association.

* Stimulating the home-construction industry in Porter County.

* Fulfilling the PCBA mission of promoting the American Dream of home ownership.

If you would like additional information about our events or to RSVP for the Green Homes on Parade VIP party (featuring Emmy-nominated Chris and Lou Acoustic Duo live), please contact PCBA Executive Officer, Vicky Gadd, vgadd@pcbaonline.com or by phone at 219-464-2944. Tickets to the VIP party are \$30 per person (VISA and Mastercard accepted).

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Stimulus package includes tax breaks for contractors

A sweeping \$787 billion stimulus package was signed into law by President Barack Obama on February 17. The American Recovery and Reinvestment Act of 2009 (ARRA) includes a number of provisions that affect builders, including new spending on infrastructure projects, as well as tax breaks aimed at homebuyers, small businesses, and individual and business investments in green technologies. These are some of the most significant tax provisions affecting contractors:

Incentives for first-time homebuyers. The current \$7,500 credit for taxpayers buying their first homes is increased to \$8,000 for primary residences purchased between January 1, 2009 and November 30, 2009. Under the new legislation, the previous requirement that the credit be repaid is waived provided the home is not sold within 36 months. The credit starts to phase out for taxpayers with adjusted gross income (AGI) above \$75,000 for single filers and \$150,000 for joint filers.

Extension of green energy credits. The legislation extends through 2013 existing renewable energy production tax credits for solar, biomass, geothermal, and certain other alternative energy forms. The credit for producing electricity from wind is extended through 2012. The law creates a new tax credit of 30% for certain renewable energy investments, up to \$2,000 for solar or geothermal installations, \$4,000 for wind, and \$500 for each one-half kilowatt of fuel cell capacity. The investment tax credit, currently available for 2009 and 2010 only, must be claimed in lieu of the production credit.

Making Work Pay credit. Under this provision, wage earners and the self-employed are permitted to claim a credit equal to the lesser of 6.2% of earned income, or up to \$400 a year for single filers or \$800 a year for joint filers in 2009 and 2010. The credit begins phasing out at an AGI of \$75,000 for single filers and \$150,000 for joint filers.

Expansion of the Work Opportunity Tax Credit (WOTC). The WOTC, which provides businesses that hire members of certain "targeted groups" with a credit of up to \$2,400 per employee, is broadened under ARRA to include unemployed veterans and "disconnected youth," or young people between the ages of 16 and 25 who have not been regularly employed or in school over the previous six months. The new categories apply to individuals who are hired and begin work in 2009 or 2010.

Bonus depreciation. For qualifying property bought and placed in service in 2009,

small businesses have the option of depreciating 50% of the adjusted basis of the property, in addition to the usual depreciation that may be claimed for year one. This is an extension of the bonus depreciation provision of the Economic Stimulus Act of 2008.

Credits in lieu of bonus depreciation. Companies that do not claim bonus depreciation are permitted under the new law to accelerate a portion of their AMT and research and development (R&D) credit carryovers for

qualifying property placed in service in 2009. The amount of credit that may be accelerated is capped at the lesser of \$30 million, or a company's historic accumulated AMT and R&D credits.

Extension of enhanced Section 179 expensing rules. The new law permits small businesses to expense up to \$250,000 of Section 179 property in 2009. The amount ex-

Stimulus Package (see page 21)

Indiana Builders Association Nomination for State Elective Office

The Nominating Committee of the Indiana Builders Association (IBA) is accepting nominations for elective office in IBA for 2010. The Committee wishes for all qualified members who desire to hold office to actively seek such office by completing this form and submitting it prior to October 16, 2009. The Committee will conduct interviews of nominees for certain offices. The election shall be held at the State Board of Directors Meeting Tuesday, November 17, 2009. The election shall be held in accordance with Article X, Sections 1, 2, 3, and 4 of the Association's By-laws.

Nominees may request the contact information of the Directors, for the purpose of campaigning, from the IBA.

Elected offices to be filled are:

State President	NAHB State Representative for IN
State First Vice President	National Director for State Board
State Treasurer	Alternate National Director
State Secretary	National Associate Director
Builders Area Vice Presidents	Alternate National Associate Director
Associate Area Vice Presidents	

* * Nomination Form for State Elective Office * *

Nominee's Name _____

Company _____

Phone _____ Fax _____

Address _____

City, State, Zip _____

E-Mail _____

FOR THE OFFICE OF _____

Return completed form to:
Indiana Builders Association
101 W. Ohio St., Ste. 1111
Indianapolis, IN 46204
Fax (317) 917-0335

ICC Code Development

(from page 10)

Interpretation Committees were also appointed. Under its agreement with ICC, NAHB is guaranteed four voting positions on each of the two IRC committees and preferential consideration for other ICC committees and councils. These Code Committees make the initial decisions to approve or reject proposed changes during the Code Development Hearings (CDH). As such, their "Committee Actions" are critical to the final outcome on any given proposal.

NAHB submitted 54 proposals by the June 1 deadline. Among these, and in keeping with NAHB Policy, are the NAHB "Home Builders' 30% Solution" proposals to add prescriptive provisions that will allow the builder to achieve a 30 percent increase in energy efficiency over the 2006 International Energy Conservation Code (IECC). This 30 percent increase is already an incentive included in the recent economic stimulus legislation recently signed into law and is a mandate included in many current bills going through Congress to address green house gas emissions. Other proposals deal with tradeoffs for construction methods and materials when a fire sprinkler system is installed, and those provisions related to braced wall engineering.

Preliminary reports from ICC puts the total number of submitted proposals 20 percent over the 2220 proposals submitted for the 2007-08 CDC. As noted in a previous report, the CDC schedule has been changed. ICC will be maintaining their 3-year cycle for publishing the IRC and other I-Codes. However, the plan abandons the current two 18-month CDCs and essentially has one 2-year CDC. The third year will be for editing and publishing the new I-Codes, and for related training. The new CDC also splits the codes into two Groups. During the 2009-10 CDC all Proposals will be considered at the CDH in Baltimore in October/November.

In 2010 the Final Action Hearings (FAH) will be split. Approximately 60 percent of the Public Comments will be heard as "Group A" in Dallas, Texas in May 2010, and the remaining 40 percent "Group B" Public Comments will be heard in Charlotte, North Carolina in September 2010. The members of the 2009-10 NAHB POGs (Provisions Oversight Groups) are in the process of being appointed by Sonny Richardson, the 2009 Chairman of the CC&S Committee. The monographs of the approximately 2700 Public Proposals are available for review. The POGs are scheduled to meet September 21-23 at the National Housing Center to review the Public Proposals and

develop NAHB's positions. NAHB usually takes a position of support or oppose on 30% of all Proposals (just over 800 for this CDC).

The 2009-10 CDH on the Public Proposals will be held over 19 days from October 24 through November 11 in Baltimore, Maryland. The CDH will be suspended the middle 3 days as to allow the 2009 ICC Annual Business Meeting to take place. Among the issues to be addressed are recent new policies on ethics and sponsorships of ICC Governmental Voting Members at the hearings, and proposed By-law revisions as to what constitutes an ICC Governmental Unit Voting Member and their designated voting representatives. This is in response to the concerns raised by NAHB in its appeal and by others regarding the voting by fire officials that transpired in Minneapolis Fall 2008 at the Final Action Hearings. Unlike these other types of procedural changes, a two-thirds vote of the ICC Governmental Member Representatives is needed to approve changes to the ICC Bylaws. It may be difficult for any such Bylaws change to be approved given the contentious nature of the issues as it relates mainly to volunteer fire fighters companies (non-profit corporations) being designated as Governmental Unit Voting Members.

Residential Fire Sprinklers

Fire sprinkler manufacturers, fire protection engineers, and many fire and code officials have long advocated for mandatory fire sprinkler systems in all one- and two-family dwellings. NAHB policy opposes mandatory requirements because they are not a cost-effective improvement to occupant safety (or property protection), especially since there has been a well documented and continuing decline in residential fire incidents, injuries, and deaths due to advances in residential construction practices and materials. NAHB and its affiliated HBAs have for nearly two decades successfully opposed mandatory requirements in building codes, but the sentiment of fire and code officials is increasingly supportive of them. A growing number of local jurisdictions have adopted such requirements.

Understanding the importance of this matter, the NAHB Senior Officers, with the recommendation of the Construction, Codes and Standards Committee leadership, established the Fire Sprinkler Strategic Response Task Force (FSRRTF) with a charge to develop a Strategic Response Plan designed to assist NAHB members and HBAs in addressing the threat to housing affordability posed by the mandated fire sprinkler requirements. The FSSRTF held many conference calls and one face-to-face meeting since their appointment,

looking at the many options available to assist the builder when faced with the adoption of the 2009 IRC. The FSSRTF has completed its assigned tasks in February and presented its final report, *Opposing Fire Sprinkler Mandates Recommendations*, to the Senior Officers.

Several state and local HBAs have already moved forward with proposed legislation that prohibit the state from adopting any code provisions requiring residential sprinklers in one- and two family dwellings. North Dakota and Idaho were the first to have successfully passed legislation that prevents the state from requiring residential sprinklers in one- and two- family dwellings and uphold the homeowners' individual rights to install residential sprinklers voluntarily. The Texas HBA was successful in promoting a similar bill that has passed both the House and the Senate and is currently awaiting the signature of the Governor. In Missouri, the Home Builders and the State Fire Marshall were able to come together and agree that builders would be required to offer residential fire sprinklers as an option in new homes. This is similar to a mandatory option that builders were required to comply with when building in the early 1990's within Montgomery County, Maryland. The efforts of the Task Force are continuing under the purview of the Fire Safety Working Group of the Construction, Codes and Standards Committee. Information to assist state and local HBAs to oppose the mandating of fire sprinklers can be found on the nahb.org web site, key word "sprinklers".

Truss Bracing (from page 14)

concerned the trusses are braced even though there is absolutely no lumber connecting any truss to the next. Considering this it becomes clear that the bracing called for on the truss drawings has nothing to do with a system or any kind of system bracing but is solely about getting that individual truss to work when it is fully loaded.

In an effort to make this clearer the truss industry has changed the terminology they are using. BCSI literature now calls CLB continuous lateral restraints (CLR) since they are restraining the web from buckling by holding it at a point on the web. The "X" bracing keeping the CLR from moving (what used to be called "bracing the bracing") is still called a brace. "T" and "L" bracing is now called "T" and "L" reinforcement since that is what it does. It reinforces the web making it stiffer.

In summary the permanent bracing called for on a truss drawing is not in any way for the system. It is solely for the needs of that individual truss component to make it capable of carrying the loads shown on the drawing.

President's Message

(from page 2)

day in an effort to save money for members and the association. I urge all State directors and local association leaders to get these meetings on your calendars and to attend. Meetings are fast paced and all of the information is sent prior to the meeting by email so you have time to prepare. If you missed the last three meetings this year you will need to print advance information as we have cut back on the materials printed and distributed at the meetings. Staff continues to save trees, carbon and your hard earned dues monies.

In closing, I would like to appeal to local associations to send in your contributions to the Association to Build a Better Indiana. This is the Indiana Builders Association's Political Action Fund. This year has been a real eye

opener for yours truly in the arena of state and federal politics. Every member of the IBA has the ability to send in an extra \$20 even if your local does not. Our state lobbying team will use your money wisely. Thank you to all that have already contributed and to those who plan to contribute to this necessary fund. John C. Hart Sr. once said we are not Republicans or Democrats, we are builders and we support those who support the values and policies of the Indiana housing community.

If we could only take the politics out of things and get to work building a better Indiana for all. I know you are all tired of the uncertainty of these times. You can rest assured the Indiana Builders Association is strong and will continue to deliver a high quality message for you.

Best Regards, Dennis

September is Associate Member
Appreciation Month

The best way to say
thank you to an associate
member is to say



**You Have My
Business**

Associate with the Best—
Do Business with a Member!



Stimulus Package (from page 19)

pensated is reduced only if purchases exceed \$800,000. If purchases exceed \$1,050,000, Section 179 expensing is not permitted.

Net operating loss carrybacks of up to five years. Businesses are generally permitted to "carry back" net operating losses to the previous two tax years, which may generate a tax refund for a preceding year. Qualifying small businesses will be permitted under the new law to carry back 2008 losses for up to five years, instead of two. The normal carryback period of two years will apply to losses incurred in 2009.

Discharge of indebtedness. Under the new law, certain companies that buy back their debt at a discount in 2009 and 2010 only will be allowed to defer taxes until 2014 and then recognize the deferred debt in income ratably over the next five years.

Enhanced breaks on sales of small business stock. Under the new law, investors will be permitted to exclude 75% of the gain from the sale of certain small business stock that has been held for more than five years, up from 50% previously. To qualify, the stock must be purchased after the date of enactment and before January 1, 2011.

Relief for the unemployed. For 2009 only, the new law allows recipients to exclude from taxable income the first \$2,400 in unemployment benefits. ARRA also extends the Emergency Unemployment Compensation program until December 31, 2009. The program provides up to 33 weeks of benefits to unemployed workers. Under the legislation, weekly benefit payments will rise by \$25 per week. ARRA subsidizes the cost of health care coverage provided under the Consolidated Om-

nibus Budget Reconciliation Act of 1986 (COBRA), which allows individuals to remain enrolled in their company health plan for a period of time after leaving a job. Workers who are involuntarily separated from employment between September 1, 2008 and January 1, 2010 are given the option of paying just 35% of the cost of COBRA coverage for up to nine months. The former employer will be required to pay the remaining 65%, but will be reimbursed by the government through a payroll tax credit.

For more information on how to make the most of these provisions, consult your tax professional.

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Joni Truex (right) recognized Marsha Doan, Executive Officer of the HBA of Greater Terre Haute, for 5 years of service. In 2007 Marsha organized the Associations most successful membership drive in its history. The Terre Haute based local recruited 151 new members in just two days making it the #1 recruiter in the state. Marsha has also served as President of the Executive Officers Council in 2007 and 2008.



Association to Build a Better Indiana Goals and Contributions

(As of August 31, 2009)

2009	2009 Actual	2009 Goal	Members	Chairperson	Local Association	2008
100%	2160	2160	108	Cheryl Blair	East Central Indiana	100%
100%	8420	8420	421	Orrin Sessions	Fort Wayne	103%
100%	640	640	32	Brian Brock	Jackson-Jennings Counties	0%
100%	4280	4280	214	Doug Harvey, CGB, CGR, CAPS	Kosciusko-Fulton Counties	103%
100%	2540	2540	127	Fred Kreigh, GMB, CGB	Northeast Indiana	100%
55%	2500	4580	229	David Eckrich, Jr	St. Joseph Valley	106%
46%	720	1560	78	Larry Mosier, CGP	LaPorte County	113%
8%	660	8060	403	B. Sodo, GMB, CGB	Northwest Indiana	58%
3%	20	700	35	Joseph Jennings	Lawrence County	101%
0%		1840	92	Mark Rosenberger	Dearborn County	100%
0%		3320	166	Tom Schroering	Dubois County	106%
0%		8660	433	Doug Miller, CGB, CGP, CAPS, GMB	Elkhart County	103%
0%		480	24	Jerry Elpers	Gibson County	0%
0%		340	17	Greg Bowers	Grant County	0%
0%		380	19	Stephen Robinson, GMB, CGB, CGR, CAPS, GMR, CGP	Henry County	0%
0%		2880	144	Lynn Harrison	Howard County	113%
0%		21620	1081	Curtis Rector	Greater Indianapolis	73%
0%		780	39	Eric Maple	Jasper County	0%
0%		4140	207	Pat Foley	Greater Lafayette	61%
0%		500	25	Jim Stuart	Madison County	0%
0%		920	46	Jason Large	Marshall County	100%
0%		2580	129	Tracee Lutes	Monroe County	100%
0%		380	19	Joey Martin, CGA, CGP, CAPS	North Central Indiana	100%
0%		5100	255	Ben Houser	Porter County	102%
0%		400	20	Bill Webster	River Valley	0%
0%		300	15	Kenny Pfeiffer	Southeastern Indiana	0%
0%		6660	333	Kenneth Smith	Southern Indiana	36%
0%		7740	387	Carl Shepherd	Southwestern Indiana	81%
0%		5560	278	Rick Jenkins	Greater Terre Haute	2%
0%		1340	67	Ross Montgomery	Vincennes Area	47%
0%		1180	59	Joe Elstro	Wayne County	0%
20%	21,940	110,040	5,502		Indiana	74%

Indiana Builder News



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