



BAGI
BUILDERS ASSOCIATION OF GREATER INDIANAPOLIS

FROM THE GROUND UP

TM

BUILDING A BETTER FUTURE





PLAN IT



Check out all of the careers involved in the homebuilding industry, organized chronologically from the beginning of the build to the end.

FAST FACTS



80% of new skilled-trade jobs require less than a year of schooling.



Nearly 80% of construction businesses are struggling to fill skilled labor positions.

Associated General Contractors of America

Average starting salaries compared:



- BUILDER/REMODELER • REAL ESTATE DEVELOPER • ACCOUNTANT •
- ATTORNEY • MORTGAGE BROKER • ENGINEER/LAND PLANNER/SURVEYOR •
- ESTIMATOR • ARCHITECT/DRAFTSMAN • BUSINESS DEVELOPER



Builder/Remodeler

If you like to...

- Be physically active
- Be around people
- Do research
- Persuade others
- Be creative
- Be outdoors
- Solve problems
- Find trends and patterns
- Perform under pressure
- Use technology

...then you may just have a future as a Homebuilder or a Remodeler.

Builders and Remodelers do exactly what it sounds like they do. More

specifically, they manage the teams that build and remodel homes.

Beginning builders tend to prepare and clean sites, while assisting in the logistics of the process. More experienced builders help create budgets, blueprints and sketches. Being a builder requires a lot of problem-solving skills and interpersonal skills, as they work with people just as much as they work with wood and bricks. Being a Homebuilder is a lot like playing chess...anticipating the outcome of each movement.

Salary range: \$50k to \$85k to \$250+k
Education: High school or GED



Real Estate Developer

If you like to...

- Do research
- Persuade others
- Be creative
- Solve problems
- Perform under pressure

...then you may just have a future as a Real Estate Developer.

Being a Real Estate Developer starts with identifying a housing need. After

that, they locate the land where that need can be met while understanding the zoning and financial processes involved in developing that land. Real Estate Developers work closely with engineers, contractors, land owners and government employees in order to find land, buy land and attract homebuilders.

Salary range: \$35k to \$60k to \$160k
Education: Bachelor's degree, but experience is the most important part



Accountant

If you like to...

- Do research
- Solve problems
- Work with numbers
- Find trends and patterns
- Work indoors

...then you may just have a future as an Accountant.

Accountants are responsible for all finances involved in homebuilding — from preparing and examining financial records making sure they comply with law and regulations, to preparing tax returns and generating ways for the company to be more profitable.

Salary range: \$35k to \$60k to \$160k
Education: Bachelor's degree, CPA (certified public accountant) credential



Attorney

If you like to...

- Be around people
- Do research
- Persuade others
- Be creative
- Work indoors
- Solve problems
- Find trends and patterns
- Perform under pressure

...then you may just have a future as an Attorney.

Attorneys in the homebuilding industry represent builders and developers and assist with all the legal aspects of the building and development process. Specializing in this industry means knowing all of the construction laws and regulations and making sure your clients involved in the industry are in compliance with the laws.

Salary range: \$73k to \$110k to \$400k+
Education: Undergraduate and 3 years of law school



Mortgage Broker

If you like to...

- Be around people
- Do research
- Persuade others
- Work indoors
- Solve problems
- Find trends and patterns

...then you may just have a future as a Mortgage Broker.

Mortgage Brokers act as the middleman between someone needing a loan and the bank that would be lending the money. It's the brokers job to check out multiple lenders to find the best deal for the borrower. They do this by gathering information about the borrower, and then using that information to determine which type of loan is appropriate for the borrower and the amount of the loan.

Salary range: \$30k to \$70k to \$170k
Education: Bachelor's degree and state licensing



Engineer/Land Planner/Surveyor

If you like to...

- Be physically active
- Solve problems
- Use technology
- Do research
- Spot trends and patterns

...then you may just have a future as an Engineer/Land Planner/Surveyor.

compiling data about the needs of the area. They do thorough resource reports, researching other housing developments, schools, parks, streets, and highways. They often meet with leaders, city officials, developers, and architects to help turn plans into reality.

Engineers/Land Planners/Surveyors create plans for developing land after

Salary range: \$30k to \$60k to \$100k+
Education: Undergraduate and master's degree in planning or a related field; certification may be required

PLAN IT



Estimator

If you like to...

- Do research
- Find trends and patterns
- Work indoors
- Perform under pressure
- Problem solve

*...then you may just have
-a future as an Estimator.*

Estimators do exactly what you'd think they do...they estimate! They collect information in order to determine how much time, money, materials and labor it will take to build a house. They create a bid by analyzing the numbers from information like blueprints to using software that calculates total cost.

Salary range: \$35k to \$60k to \$100k

Education: Bachelor's degree without experience, or high school if coming from construction field



Architect /Draftsman

If you like to...

- Be around people
- Do research
- Be creative
- Solve problems
- Work indoors
- Use technology

*...then you may just have
a future as an Architect.*

Architects first listen to their client's needs and desires. From there, they prepare drawings and give specifications for the project, as well as the total cost. Architects have more than just design skills — they also must understand engineering and math, and also be good at managing and communicating in order to make their vision come to life.

Salary range: \$45k to \$75k to \$120k

Education: Bachelor's degree



Business Developer

If you like to...

- Be around people
- Do research
- Persuade others
- Be creative
- Be outdoors
- Solve problems
- Find trends and patterns
- Perform under pressure

*...then you may just have a
future as a Business Developer.*

Business Developers work to create and maintain relationships and seek out new business opportunities. They act as the face of the construction-related company and develop relationships with other organizations with the end goal being that it may lead to more business.

Salary range: \$45k to \$80k to \$300+k

Education: Bachelor's degree in business, sometimes MBA



BUILD IT



GEO-TECHNICAL ENGINEER • HEAVY MACHINE OPERATOR •
CONCRETE WORKER • STRUCTURAL ENGINEER • FRAMING CARPENTER •
PLUMBER • HEATING AND COOLING (HVAC) TECHNICIAN • ELECTRICIAN •
FIREPLACE SPECIALIST • ENERGY ENGINEER • INSULATION CONTRACTOR •
DRYWALL CONTRACTOR • MASON • MASONRY SUPPLIER



Geo-technical Engineer

If you like to...

- Do research
- Be outdoors
- Find trends and patterns
- Use technology

...then you may just have a future as a Geo-technical Engineer.

Geo-technical Engineers, a.k.a. Soil Scientists, have to know the “dirt” on dirt. They evaluate soil to understand the environmental impact of building

a house on a specific piece of land. Geo-technical engineering utilizes the disciplines of rock and soil mechanics to investigate subsurface conditions. Geo-technical engineering evaluations also include a review of the geologic conditions. These investigations are used to design and build foundations, earth structures, and pavement sub-grades.

Salary range: \$48k to \$72k to \$140k

Education: Bachelor’s degree and professional license & certifications



Heavy Machine Operator

If you like to...

- Be physically active
- Be around people
- Be outdoors
- Problem solve
- Work under pressure
- Enjoy math

...then you may just have a future as a Heavy Machine Operator.

Heavy Machine Operators know how to use a variety of machines — from jackhammers to dump truck to bulldozers. Being a heavy machine operator is physically demanding, and the work is mostly outdoors in various weather conditions and locations.

Salary range: \$28k to \$60k to \$80k

Education: High school or GED; apprenticeship program or post-secondary program



Concrete Worker

If you like to...

- Be physically active
- Be around people
- Be outdoors
- Be creative

...then you may just have a future as a Concrete Worker.

Concrete Workers plan and set up the space that needs concrete poured, then pour the concrete and finish it. They also repair concrete in addition to installing new concrete. Concrete workers must know how to use certain tools, work well with their team, and take initiative as they often work without much supervision.

Salary range: \$25k to \$60k to \$80k

Education: High school or GED; apprenticeship



Structural Engineer

If you like to...

- Do research
- Be creative
- Solve problems
- Find trends and patterns

...then you may just have a future as a Structural Engineer.

Structural Engineers take the architect’s design and decide what the best materials (steel, concrete, etc.) are to use given information like location or weather. They essentially make sure the “bones” of the house are appropriate for the environment it is being built in order to keep it standing.

Salary range: \$60k to \$78k to \$120k

Education: Bachelor’s degree in civil engineering or structural engineering and professional licensing



Framing Carpenter

If you like to...

- Be physically active
- Be creative
- Be outdoors
- Problem solve
- Work under pressure
- Enjoy math

...then you may just have a future as a Frame Carpenter.

Frame Carpenters are responsible for interpreting and implementation of the architect’s/draftsman’s building plans. Frame carpenters erect the “skeleton” and are responsible for the structure of a home. They are involved in the early stages of building because they literally frame out what the house will look like.

Salary range: \$25k to \$72k to \$150k

Education: High school or GED; 3-4 years of apprenticeship experience



Plumber

If you like to...

- Be physically active
- Be around people
- Be outdoors
- Solve problems
- Perform under pressure

...then you may just have a future as a Plumber.

You probably know what a Plumber is, but when it comes to building a home, installing plumbing is a little different than unclogging a toilet. Plumbers have to install all of the necessary pipes, fittings, clamps, and more to make sure everything flows smoothly and is up to code.

Salary range: \$30k to \$75k to \$100k

Education: High school or GED and professional license



Heating and Cooling (HVAC) Technician

If you like to...

- Be around people
- Do research
- Be outdoors
- Troubleshoot and solve problems
- Work under pressure

...then you may just have a future as a Heating and Cooling Technician.

Heating and Cooling Technicians travel to job sites where the heating and cooling systems need to be installed or repaired. They must understand how the systems work in order to troubleshoot any issues, and be able to install the equipment properly for efficient operation.

Salary range: \$30k to \$75k to \$100k
Education: High school or GED and apprenticeship



Electrician

If you like to...

- Be physically active
- Be around people
- Do research
- Be creative
- Be indoors and outdoors
- Solve problems
- Find trends and patterns
- Perform under pressure
- Use technology

...then you may just have a future as an Electrician.

Electricians deal with electricity... shocker! Being an Electrician involves interpreting calculations, performing inspections and maintaining electrical equipment, and understanding electrical schematics.

Salary range: \$30k to \$80k to \$115k
Education: High school or GED



Fireplace Specialist

If you like to...

- Work as a team
- Perform physical activity
- Work outside
- Learn technical data
- Solve problems
- Embrace responsibility

...then you may just have a future as a Fireplace Specialist.

Fireplaces are one of the unique products that turns a house into a home. Fireplace specialists blend the homeowner's vision with the best fireplace for their particular application. Customer service skills and product knowledge are important, as are having an understanding of construction and remodeling practices.

Salary range: \$50k to \$64k to \$93k
Education: High school or GED



Energy Engineer

If you like to...

- If you like to...
- Be around people
- Do research
- Be creative
- Solve problems
- Find trends and patterns
- Use technology

...then you may just have a future as an Energy Engineer.

Energy Engineers oversee anything and everything relating to energy while building a home. From monitoring energy consumption to conducting assessments and audits, they make sure the home meets energy standards and look for ways to reduce energy consumption.

Salary range: \$50k to \$78k to \$93k
Education: Bachelor's degree and often licensing



Insulation Contractor

If you like to...

- Be physically active
- Be around people
- Do research
- Solve problems

...then you may just have a future as an Insulation Contractor.

Insulation Contractors make sure your house is warm during the winter and cool during the summer. They install insulation between walls in order to help save energy and keep everybody inside happy and comfortable. Insulation contractors also decide which type of insulation is best to use given the circumstances.

Salary range: \$22k to \$33k to \$60k
Education: High school or GED



Drywall Contractor

If you like to...

- Be physically active
- Be around people
- Solve problems

...then you may just have a future as a Drywall Contractor.

Drywall Contractors pick up where framing and insulation left off. Once everything that needs to go inside the walls is in, the Drywall Contractors come in. They measure, cut and install drywall that makes up the walls of a house.

Salary range: \$20k to \$50k to \$120k
Education: High school or GED and apprenticeship

BUILD IT



Mason

If you like to...

- Be physically active
- Be outdoors
- Solve problems

...then you may just have a future as a Mason.

Masons read and interpret blueprints so that they can cut and measure materials such as bricks, pavers, or stone to the appropriate size. They then install the materials, enhancing the overall aesthetics of the home.

Salary range: \$36k to \$47k to \$63k

Education: High school or GED and apprenticeship or 1-year training program



Masonry Supplier

If you like to:

- Work with people
- Work with mathematics
- Solve problems
- Be creative
- Make cold sales calls on new clients
- Be persuasive

...then you may just have a future as a Masonry Supplier.

Masonry Suppliers read and interpret blueprints to be able to provide estimates to contractors and homeowners. In addition, they must also learn about different products from multiple brick and stone manufacturers. A successful Masonry Supplier should have the ability to interpret concepts and colors from a client and recommend products that meet their needs not only in color, but within their budget. To be successful, a Masonry Supplier must be self motivated.

Salary range: \$40k to \$60k to \$80k+

Education: High School education with building experience; tech school or Bachelor's Degree is advantageous



FINISH IT



INTERIOR CARPENTER • CABINETS SPECIALIST •
PAINT CONTRACTOR • FLOORING INSTALLER • DESIGNER •
LANDSCAPE ARCHITECT • LANDSCAPE CONTRACTOR



Interior Carpenter

If you like to...

- Be around people
- Do research
- Be creative
- Solve problems

...then you may just have a future as an Interior Carpenter.

Interior Carpenters follow the blueprints in order to measure, cut, and construct fixtures like windows and door frames. Interior Carpenters are responsible for working directly with Builders & Designers to develop the overall “look & feel” of a home.

Salary range: \$25k to \$50k to \$125k

Education: High school or GED



Cabinetry Specialist

If you like to...

- Be creative and solve problems
- Be precise and like the details
- Do research
- Work under pressure
- Be physically active

...then you may just have a future as a Cabinetry Specialist.

Cabinetry Specialists are experts in woodworking and must pay major attention to the details. They listen to the needs of their clients and then create custom cabinets that are both functional and aesthetically pleasing.

Salary range: \$20k to \$50k to \$125k

Education: High school or GED



Paint Contractor

If you like to...

- Be physically active
- Be creative
- Be indoors and outdoors

...then you may just have a future as a Paint Contractor.

Paint Contractors prepare and paint both the interior and exteriors of houses. It's a physical job that requires a lot of climbing on ladders, bending, kneeling, and reaching. Paint contractors are responsible for every inch of the home and is indispensable to a project.

Salary range: \$20k to \$55k to \$60k

Education: High school or GED



Flooring Installer

If you like to...

- Be physically active
- Be precise and like the details
- Be creative
- Be around people
- Solve problems

...then you may just have a future as a Flooring Installer.

Flooring Installers clean and prepare areas, ensuring the space is safe. They then remove previous flooring, and/or install new flooring. Flooring installers typically need to be strong with good stamina.

Salary range: \$20k to \$50k to \$125k

Education: High school or GED



Designer

If you like to...

- Be around people
- Do research
- Persuade others
- Be creative
- Solve problems
- Perform under pressure

...then you may just have a future as a Designer.

Designers consult with their clients in order to understand what their needs and style preferences are. They then sketch or generate a design digitally to show their clients. Once the design and budget are approved, designers shop and execute their plan.

Salary range: \$30k to \$66k to \$80k

Education: Bachelor's Degree



Landscape Architect

If you like to...

- Be around people
- Do research
- Persuade others
- Be creative
- Be outdoors
- Solve problems
- Perform under pressure

...then you may just have a future as a Landscape Architect.

Landscape Architects are the designers of the outdoors. They plan and design outdoor spaces given their clients' needs and budgets. Landscape Architects consult with their clients, engineers, and architects in order to understand the project.

Salary range: \$26k to \$64k to \$70k

Education: Bachelor's degree



Landscape Contractor

If you like to...

- Be physically active
- Be around people
- Persuade others
- Be creative
- Be outdoors
- Solve problems
- Perform under pressure

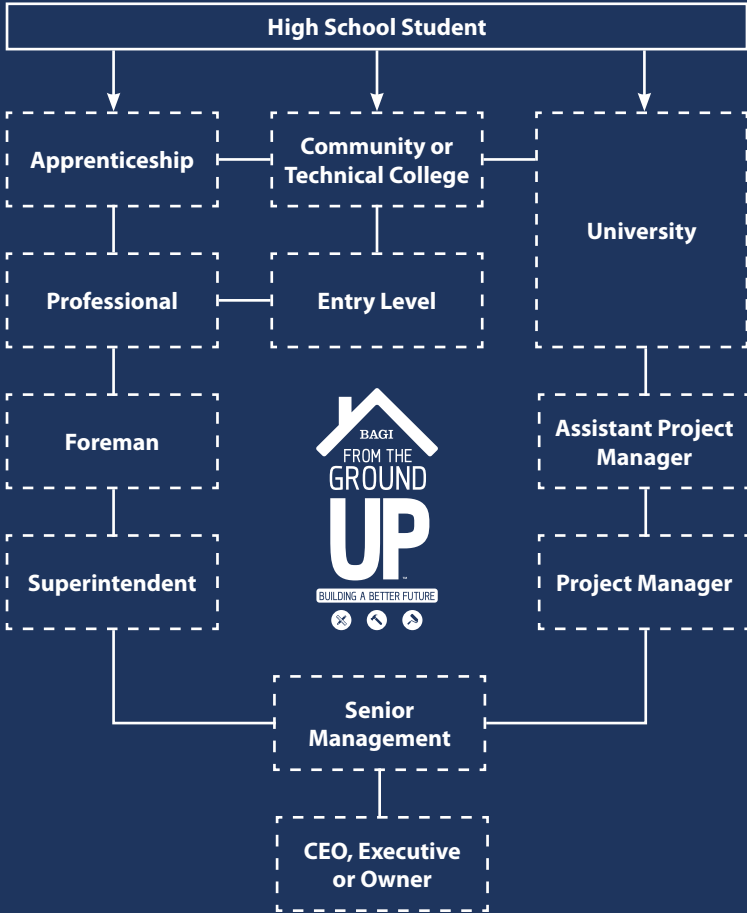
...then you may just have a future as a Landscape Contractor.

Landscape Contractors oversee the execution of the Landscape Architect. They do the heavy lifting or manage a team that does the physical labor in the outdoor space.

Salary range: \$26k to \$42k to \$80k

Education: High school or GED

Homebuilding Career Paths



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