

INDIANA BUILDER NEWS

OFFICIAL PUBLICATION OF THE INDIANA BUILDERS ASSOCIATION, INC.

WWW.BUILDINDIANA.ORG



July / August 2017



Vol. 54, No. 4

In This Issue



IBA Members Visit Capitol Hill

Leaders of the Indiana Builders Association visited members of the Indiana Congressional delegation on Capitol Hill in June as part of the NAHB Legislative Conference.

Page 9



Local Associations Work to Drive Membership

An update on the membership competition between the BA of Greater Lafayette and South Central Indiana.

Page 7

PRSR STD
US POSTAGE
PAID
INDIANAPOLIS, IN
PERMIT NO. 279

Indiana Builders Association
101 W. Ohio St., Ste. 710
Indianapolis, IN 46204

Protecting your company from copyright trolls after Design Basics

In a recent decision, Design Basics, LLC v. Lexington Homes, Inc., the U.S. Seventh Circuit Court of Appeals demonstrated the difficulty of targeting homebuilders for copyright infringement on single-family homes. Design Basics was a producer of market-ready designs for single-family homes for several decades. In 2009, the company was acquired by new owners, who viewed the company's 2700 home design plans as a litigation investment opportunity. They began trolling other homebuilders and using Design Basics' copyright registrations as a principal revenue stream by demanding money for copyright "infringements." By 2017, Design Basics had been a party to over 100 federal lawsuits, and it was uncovered that the company was offering its employees incentives to seek out potential infringement claims. Design Basics targeted and sued Lexington in 2014 for copyright infringement, contending that Lexington Homes had infringed Design Basics' copyrights on four home designs.

When the Court of Appeals compared the four home designs, the court was able to identify many differences between Design Basics' and Lexington's home designs. However, in its analysis, the court pointed out that there is very little that can be protected in a suburban single-family home design. The court also discussed how Design Basics' business model, like the business model of many copyright trolls, was far removed from the Constitution's goal of protecting intellectual property rights. This discussion highlighted the court's understanding of a copyright troll's business model and announced that copyright trolls will enjoy little success in the Seventh Circuit, which includes all of Indiana, Illinois and Wisconsin. While copyright trolls like Design Basics may continue targeting homebuilders, there are several steps you can take to minimize the likelihood that you and your company will be exploited.

Copyright trolls, like Design Basics, are opportunistic holders of copyrights who bring strategic infringement claims in the hopes of exploiting their targets into settlement payments or paying royalties. They effectively force their targets to make the difficult choice between litigating questionable copyright infringement claims and paying a settlement—priced just low enough to make paying an extortionate settlement more economical than being tied up in litigation.

The Copyright Act of 1976, amended in 1990 to include architectural works, affords copyright protection to building designs, which includes architectural plans and related technical drawings. This copyright protection extends to the "overall form, as well as the arrangement and composition of spaces and elements in the design," but does not include individual standard features, such as windows, doors, and pillars. To demonstrate copyright infringement, the owner of a design must prove that original elements of the work were in fact copied, and in the realm of architectural works, that can be very difficult to prove.

Proving that a single-family home design has been copied is particularly challenging. The market for single-family home designs has become crowded due to tight constraints driven by functional requirements, consumer demand, industry



By Arsha Hasan and Matt Schantz
Frost Brown Todd

norms, government regulations, and the sheer number of designs that have already been produced and are in the public domain. In fact, due to market constraints, copyright protection on home designs is quite thin, so that only a very close copying of protected elements is seen as actionable by the courts.

Even if the copyright owner can establish that the work in question is nearly identical to the copyrighted design, the two designs must also share enough unique features to demonstrate that copying occurred. This challenge is particularly acute for single-family homes, where economically-friendly ideas can only be expressed in a limited number of ways. Put simply, there are only so many ways to arrange bedrooms, a kitchen, common areas, and an attached garage, resulting in designs largely comprised of a collection of unprotected elements that are necessary to create a comfortable and habitable space.

Why then should you, as a homebuilder, file copyright registrations for your

home designs? A copyright registration can indicate to trolls and to a court that there is in fact (at least a modicum of) creativity in your design, and that it was independently created, regardless of the similarity between the two designs. And the registration can be used to defend your works from claims brought by copyright trolls.

While copyright protection of architectural works will be much more limited in the realm of residential homes, this lack of protection can actually work to a company's advantage when being targeted by copyright trolls. For example, when a court is presented with an infringement claim, it is required to examine the two floor plans at a micro-level, and any features that set the two designs apart—such as differences in spatial relationships, roofing configurations, and building materials—can indicate that there is no infringement. These subtle differences can be a saving grace against a troll's threat of infringement liability.

There is one other way a company can protect itself from copyright trolls. As was demonstrated in the Design Basics case, where a court can find no evidence of access by the defendant to the plaintiff's designs, it will determine that there was no copying, and therefore no infringement. We recommend advising employees to refrain from visiting websites owned and operated by known copyright trolls such as Design Basics. Further, as discussed above, obtaining copyright registrations for your own architectural works can operate as a preventative measure against dubious claims.

If you are unlucky enough to be targeted by a copyright troll, there are two viable options. First, pay the settlement. While it can be frustrating to succumb to a troll, the fees demanded are often more affordable than the attorneys' fees that come with full-blown litigation. However, showing that you're willing to pay may open a company up to further exploitation in the future. Alternatively, a company can retain a lawyer and fight back. While this may be the more expensive route in the short term, it sends a message to copyright trolls that your company will stand its ground in the face of extortion, so it may prevent future claims by such parties.

So, make sure your company's designers do not even see trolls' designs. Contact a copyright attorney and discuss registration of your original designs. Then if a troll comes a-knocking on your door, you'll be ready.

Indiana Builders Association Leadership

Senior Officers

Lance Swank
President
laswank@thesterlinggrp.com

Pat Richard
Vice President
pat.richard@spire-grp.com

Don Thieneman
Treasurer
don@thienemangroup.com

Brett Harter
Secretary
brett.harter@freemanharter-customhomes.com

Builder Area Vice Presidents
Ed Kelly
Area 1
egkelly2000@yahoo.com

Jeff Loucks, CGB, CAPS, CGP
Area 2
jeff@jlconst.com

Jeff Thomas
Area 3
jmthomas@mikethomasrealtor.com

State Rep. Heath VanNatter
Area 4
vannatterv@aol.com

Ryan Baker
Area 5
rbaker@rjbuilders.net

Dan Losekamp
Area 6
dan.threeL@hotmail.com

Steve Smith
Area 7
steve@overviewbuilders.com

Brian Murphy
Area 8
murphyhomes75@gmail.com

Associate Area Vice Presidents
Hal Kemmerer
Area 1
kemmerer@frontier.com

Greg Gerbers
Area 2
greg@dehayes.com

Mary Ellis
Area 3
mellis@MBAH.com

Tom Slater
Area 4
tslater@timberlandlbr.com

Trent Hunt
Area 5
trenthunt@LLHINS.com

Indiana's National Leadership
Andy Place, Sr., CGB, CGP
NAHB State Rep.
andy.place.sr@placebuilders.com

Greg Furnish
National Director
gregfurnish@yahoo.com

Tom Slater
Associate National Director
tslater@timberlandlbr.com

NAHB BUILD-PAC Trustees
Andy Place, Sr., CGB, CGP
andy.place.sr@placebuilders.com

State Representative Heath VanNatter
vannatterv@aol.com

The unspoken power of advocacy

Members often wonder, what exactly is my IBA membership worth? I can tell you it is much more than the many savings and discount programs that make for wonderful offerings. These offerings help you see value in dollars, but there is one member benefit that is absolutely priceless—advocacy.

An IBA membership provides daily, full-time representation on both state and national legislative and regulatory issues that impact the housing industry. The aim is keep housing both safe and affordable for home builders and buyers. Members



President's Message

By Lance Swank
Sterling Group

President
Indiana Builders Association

save thousands of dollars a year by filing and taking advantage of relief provided by laws and regulations that have been opposed and monitored closely by our governmental affairs team.

The IBA team works closely to make sure the legislature is passing measures that are both pro-business and pro-housing. Our association has made a reputable name for itself with the Indiana General Assembly and throughout the public sector. These lasting relationships with legislators and government officials have been fostered from years of hard work and diligence.

To safeguard these relationships, IBA created the Association to Build a Better Indiana (ABBI), a political action committee that enables builders and lobbyists to develop and maintain those relationships with government leaders. In addition, the association gives access to a software called VoterVoice, in which members are kept up-to-date on all pending housing-related legislative and regulatory happenings, as well as email access to elected officials.

Needless to say, IBA aims to instill transparency and make sure our members are fully informed on the political issues

that affect their livelihood.

Our success does not go unnoticed. Some legislative and regulatory accomplishments IBA has had over the years include passing a developers discount statute, passing a model home and spec home act that would give builders a 50% property tax break on up to three structures for three assessment periods, defeating the residential fire sprinkler mandate that would have required the installation of fire sprinklers in residential structures, and many more regulations that affect the safety and affordability of the housing industry.

Recently, I had the honor of representing the association on Capitol Hill, along with several other IBA members. Our members had the privilege of meeting with 9 of the 11 members of the Indiana Congressional Delegation.

With lawmakers we were informed of efforts at the national level, while also discussing issues of importance to the housing industry. Currently, these issues include decreasing the mortgage interest deduction, improving overly burdensome energy codes, addressing the softwood lumber crisis that jeopardizes our industry and preserving the low-income tax credit that provides developers the flexibility to be more responsive to local needs.

As you can see, with all of the regulatory challenges that face builders today, the power of advocacy should not be undermined.



IBA member and Local Executive Officer Charlie Smith bonding with Gov. Holcomb over prideful footwear.

Advertising Index

Cottage Watchman.....	page 5
Fiat.....	page 3
HBA Rebates.....	page 7
Place Builders.....	page 4
Snazzy Traveler.....	Page 11
Speedway.....	page 12
Vinyl Siding Institute.....	page 6
WaterFurnace.....	page 10

Please direct all advertising inquiries to Reagan Van Cleave at 800-377-6334 ext. 203 or reagan@buildindiana.org.

IBA welcomed 51 new members in May

IBA welcomed 51 new members in the month of May. They are listed below:

- Matt Akers, Pine Village
- Melissa Allender, Brazil
- Brian Antonides, Goshen
- Peco Bosilkovski, Crown Point
- Todd Boyd, Lafayette
- Chad Brooks, Lafayette
- Travis Brown, Fishers
- Greg Brown, Lafayette
- Brian Come, Newburgh
- Dianna Couch, Evansville
- Mike Dunkle, West Lafayette
- Steve Elfreich, Wadesville
- Robert Fischer, Lombard
- Carlos Funk, Fort Wayne
- Kevin Garland, Martinsville
- Bill Gerling, Henderson
- Bill Haga, Evansville
- Nick Hammond, Lafayette
- Aaron Hauser, Evansville
- Vanessa Heath, Chandler
- David Hochstetler, Millersburg
- Cynthia Hogan, Bloomington
- Bryan Hord, North Wilkesboro
- John Howard, Elkhart
- Craig Huckstep, Indianapolis
- Kyle Huntzinger, Cloverdale
- Luke Kaiser, Batesville
- Ryan Kennelly, Greensburg
- Colleen Kliza, Merrillville
- Kris Kyler, Indianapolis
- Jason Lynch, Terre Haute
- Lorrie MacKenzie, West Lafayette
- Michael Major, Indianapolis
- Rollie Mason, Bloomington
- Rimas Maurukas, Schererville
- Joe Mishak, Fort Wayne
- Carolyn Nutter, West Chester
- Bill Poynter, Williamsport
- Roger Reer, Batesville
- Terry Rooksberry, Terre Haute
- Jeff Rosell, Fishers
- Dan Sanders, Terre Haute
- Ben Schmucker New Haven
- Doug Schrader, Lafayette
- Nate Skaggs, Fort Wayne
- Jason Spuller, Fort Wayne
- Cathy Strawn, Greenwood
- Tim Tippmann, Fort Wayne
- Bob Van Pelt, Bloomington
- Mark West, Terre Haute
- Len Wilson, Lafayette

Indiana Builders Association Staff

101 W. Ohio St., Ste. 710, Indianapolis, IN 46204
Phone: (800) 377-6334 • (317) 917-1100 • Fax: (844) 272-4932
www.BuildIndiana.org

<i>Chief Executive Officer</i> <i>Chief Lobbyist</i>	Rick Wajda ext. 204 • rick@BuildIndiana.org
<i>Governmental Affairs Director</i>	Carlie Hopper ext. 206 • carlie@BuildIndiana.org
<i>Communications Director</i>	Reagan Van Cleave ext. 203 • reagan@BuildIndiana.org
<i>Member Services Coordinator</i>	Chris Fisher ext. 205 • chris@BuildIndiana.org
<i>Operations Coordinator</i>	Heather Sturgeon ext. 207 • heather@BuildIndiana.org

Indiana Builder News

Official publication of the
Indiana Builders Association, Inc.

Indiana Builder News is published in hard copy and online bi-monthly. Please direct all editorial or advertising inquiries to Reagan Van Cleave at 800-377-6334 ext. 203 or reagan@buildindiana.org.

Indiana Builder News is distributed to all members of the Indiana Builders Association, government officials and other parties affiliated with the Indiana housing industry.

This publication will not knowingly accept any advertisement that is in violation of the law. Inclusion of an advertisement and/or article does NOT indicate approval or endorsement of the product, service, or opinion by Indiana Builders Association.

For more information, call 800-377-6334 ext. 203 or visit buildindiana.org/advertise.



Indiana Builders Association, Inc.



@IBAHome

Legislature ends, but the work continues

As many know, the Indiana General Assembly has adjourned for 2017. Many of the issues debated and discussed when the Legislature is in session are sent to summer study committees if they are not resolved during the four-month legislative period. Other bills that are enacted into law begin the implementation phase with the rules and regulations from various state agencies.

During the summer months, regulatory activities kick in to high gear as agencies begin to enact legislative measures, and discussion begins on bills for the following year. IBA's team of governmental affairs professionals represent the industry year-round and with an update on the state's residential code, along with outlining new issues facing the trade, this quarter promises to be just as dynamic as the last.

In fact, staff and members are meeting several times a month to pour over the residential code, line by line.

The Indiana Department of Environmental Management (IDEM) is in the process of updating its storm water general permit rule, better known as Rule 5. It has been well over ten years since this rule has been updated and will certainly have an impact on new home construction across the state. IBA is involved in an advisory group working through the changes.

During the summer, legislators and elected officials host fundraisers and other events in the community in support of their election or reelection. We are fortunate to

have many elected officials who understand the importance of a strong housing industry, giving us the platform to reinforce our message of safe and affordable housing across the state. We are also honored to have several members of the association who have chosen to represent the housing



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

industry as an elected policymaker. These members are seasoned in the building trade and genuinely understand the housing needs of both home builders and homebuyers in the state.

On the national level, approximately 15 leaders of the Indiana Builders Association traveled to Washington, DC in June to make the case for housing with members of the Indiana delegation. I am happy to report that we met with 9 of the 11 members of the Indiana delegation, including Senator Donnelly and Senator Young. Our national representatives are aware of the challenges facing the industry today and understand the important role we play in providing a piece of the American Dream through the value of homeownership.

On the Association front, our leaders continue to implement our Strategic Plan as various Task Forces are working diligently to provide the best level of service to the membership for them to take back to their own businesses. IBA staff continues to look at increasing the level of benefits available to the membership and are optimistic that new products and services will be available to the membership in the near future that will drive value and a return on your investment in the organization.

We have a lot of issues and challenges ahead of us as the market begins to rebound. Rest assured, we will be there every step of the way to make sure our voice is heard and safe and affordable housing is taken into consideration when those decisions are made.



IBA Senior Officers and local members join Governor Holcomb and State Representative Jim Pressel for the signing of HB 1421, Construction and Zoning Permits.



Members of the Dearborn County HBA gather for a picture to celebrate 25 years as a local association.



IBA Past President Linda Rogers (left) has announced her intent to run for Indiana Senate in District 11. Linda is a custom home builder and golf course owner in Granger, Indiana. Joining Linda at her campaign kick-off event are husband Mike Rogers (center) and IBA Past President and State Representative Jim Pressel.

WE'RE HERE FOR THE LONG HAUL.

LOAD-LEVELING REAR AIR SUSPENSION¹

MAXIMUM 31,210 LB TOWING²

IMPRESSIVE 7,390 LB PAYLOAD³

2016 RAM 3500 TRADESMAN[®]

¹ Available feature. ² Available Cummins[®] Diesel when properly equipped. ³ Payload based on available 6.4L gas V8. ⁴ Based on IHS Automotive VIO registration data for all brands of GVW 1-3 pickup trucks continuously sold in the U.S. since 1988. Dodge and Ram have the highest overall percentage still on the road. ⁵ Family members must reside in member's same household. See dealer for allowance and eligibility requirements. ⁶ Upfit bonus must be used in conjunction with On The Job program. See dealer for On The Job eligibility requirements and offers. ©2017 FCA US LLC. All Rights Reserved. Chrysler, Dodge, Jeep and Ram are registered trademarks of FCA US LLC. FIAT is a registered trademark of FCA Group Marketing S.p.A., used under license by FCA US LLC. Cummins is a registered trademark of Cummins Inc.

Home builders face a demanding work site—and they demand the most from their work vehicles. That's why we build Ram trucks to always be ready for the big job and never buckle under pressure. Use your NAHB membership to get a \$500 cash allowance on select FCA vehicles like Ram trucks, and stack it with our On The Job program to give it everything you need to get your job done. Whether your big job is next month or years away, trust the longest-lasting pickup trucks⁴ to finish strong.

GET A
\$500 CASH ALLOWANCE
ON MANY
FCA US LLC VEHICLES⁵

UP TO
\$1,000 ADDITIONAL VEHICLE BENEFITS⁶

ON THE JOB

MOST NATIONAL AND LOCAL INCENTIVES

➔ Visit NAHB.ORG/FCA for more details.

FCA US LLC IS A PROUD AFFINITY PROGRAM PROVIDER FOR THE NATIONAL ASSOCIATION OF HOME BUILDERS.

Sound the alarm; housing affordability in jeopardy

In May, the Indiana Fire Prevention and Building Safety Commission established the Indiana Residential Code Review Committee to create a draft proposed rule to update the 2005 Indiana Residential Code. While having a newer residential code is exciting to some,

recommended to the Commission that committee membership be limited to those directly impacted by the new code - builders and building officials - while also allowing one representative from the architects and fire service to serve as voting members. A balanced committee has the best chance to produce a balanced code. That committee make-up would mirror the one from the last code review which was comprised of 24 voting members - eight builders, eight building officials, and eight independents from the areas of fire safety/services, public utilities, product suppliers, architects, building designers, engineers, and manufactured housing.

Despite our recommendation, the Commission established a 17-member committee, which includes one Commission member, five members of the Indiana Builders Association, five members of the Indiana Association of Building Officials, three members of the American Institute of Architects Indiana, two members of the fire service, and one engineer.

No Interest in Amending the Code

The committee make-up has proven to be problematic from the start. Of the 44 proposed code changes submitted for Chapters 1-3, nearly 70% were submitted by builders with fire service representatives filing 3 proposals and the building officials filing 11 proposals. So far, there has been little to no interest from building officials, architects, or fire service in amending or deleting onerous requirements in the new code. It's also concerning that of the 30 proposed code changes submitted by the

builders, only four were approved, three were disapproved, and half were tabled. IBA's Codes and Safety Committee Chairperson Lynn Madden said "Since requirements that are not amended or deleted remain in the code, we can expect many new and costly requirements for housing if this code is adopted".

The 2015 IRC includes requirements for carbon monoxide alarms, fire sprinklers, an emergency escape and rescue opening in every basement, window fall protection devices, self-closing devices for doors from the garage to the home's interior, decreased fire separation distances, changes in stair geometry, protected floor systems, arc fault circuit interrupters, tamper resistant receptacles, increased energy efficiency requirements, termite protection, more stringent seismic design categories and foundation anchorage requirements, just to name a few.

How You Can Help

Indiana Builders Association (IBA) exists to maintain and develop workable regulations and laws that enable the citizens of Indiana to enjoy safe and affordable housing. Uniform statewide building codes offer a level and predictable playing field for designers, builders and suppliers, making Indiana an attractive place to locate and/or expand business operations and one of the most affordable places in the country to own a home. Help us maintain this by:

- Reviewing the Indiana amendments to the 2005 Indiana Residential Code, identifying amendments to carry forward, and notifying me at Carlie@BuildIndiana.org.

- Reviewing the 2015 International Residential Code, identifying onerous, restrictive, or costly provisions to delete, and sending those to Carlie@BuildIndiana.org.

- Reaching out to your local building and fire officials and reminding them that everyone benefits from a healthy housing economy. They can encourage their representatives on the committee to support cost-effective code change proposals that maintain safety while maintaining affordability and eliminating product-specific and overly stringent requirements from the state's minimum code for residential construction. Contact Carlie@BuildIndiana.org for the contact information of committee members.

You can follow committee action and view the meeting notice, agenda, and proposed code changes at <http://www.in.gov/dhs/2375.htm> under the heading *Indiana Residential Code Committee*.



Statehouse Scoop

By Carlie Hopper

Governmental Affairs Director
Indiana Builders Association

particularly if you sell code books, offer training, or have your products mandated in the code, it will undoubtedly add cost to housing. IBA's job is to make sure that the delicate balance between safety and affordability is maintained to preserve homeownership for Hoosier families.

Commission Establishes Bylaws & Selects Code for Review

The Commission established bylaws for the committee, which included approving the voting members, and selected the 2015 International Residential Code, 2nd printing for the committee to review. The committee is expected to meet every three weeks for the next 12-14 months, and a new code is likely to be adopted by 2018 year-end.

Committee Make-up

The Indiana Builders Association (IBA)



IBA Senior Life Director and Associate Area Vice President Tom Slater (center) is all smiles after completing a lap around the track at the Indianapolis Motor Speedway with Indy Car drivers Gabby Chaves (left) and Wade Cunningham.

2017 IBA Sustaining Dues Members

Gold Level



Silver Level



Bronze Level



Legacy Club

Charlie Pechette



Larry Swank

Top New Member Recruiters for 2017

(as of 5/30/17)

1. Tim Eckert, Zionsville, 21.5
2. Jeff Thomas, Fort Wayne, 21
3. Chris Erb, Goshen, 14.5
4. Ben Houser, Valparaiso, 13
5. Jay Crapo, Terre Haute, 12.5
6. Nigel Hoss, Indianapolis, 12.5



Dedication to Customer Service for 25 Years!



Follow us on Facebook for the latest information on open houses and other Place Homes events.



574-259-4858 • 1620 N. Ironwood Dr., South Bend, IN 46635
www.placebuilders.com

Who will be the champion?

Every year, The Indiana Builders Association hosts their Memorial Golf Outing honoring the late Bill Carson ... and it's no small affair. Members and local staff from across the state travel to the course bringing their A-game and army of golf masterminds. As you might have heard- the competition is fierce. So fierce in fact that golf pro Phil Mickelson refused our invitation claiming that the field was just too strong.

Pictured below are the reigning champions from the 2016 outing. The winning foursome of Andy Place Sr., Andy Place Jr., Tim Croll and Jim Clauson finished with a total of just 60 points. Will this foursome defend their title or will a new brigade of champions be crowned?

This year's event will take place at the Idle Creek Golf Course in Terre Haute on Thursday, October 5. Registration begins promptly at 10:00 a.m. with a shotgun start shortly after at 11:00 a.m. Following the competition attendees are invited to a short banquet dinner and awards ceremony where the new winner will be crowned.

The cost, like everything else, is also competitive at \$100 per person. The deadline for registration is on October 1.

However, there are other ways to join the winner's circle. Sponsorship gives your company fame on the fairway, starting at \$150. Contact Communication and Events Director Reagan Van Cleave for more information.

The competition is spirited in our attempt to raise funds for the National Association of Home Builders BUILD-PAC that acts as the political voice at the national level. BUILD-PAC is a fundamental part of the association as they consistently advocate on the side of safe and affordable housing for builders and consumers.

Those in the construction trade are no stranger to the regulations and challenges that currently face the industry. Therefore, the upcoming 2018 election is critical.

Dare to take on the 2016 champions while supporting advocacy efforts at the national level with your attendance at this year's golf outing!



Schedule of Events:
 10 a.m. - Registration
 11 a.m. - Shotgun Start
 Following Golf - Banquet Dinner & Awards

Cost: \$100 per person or \$400 per team of four
Registration Deadline: October 1

Team Captain: _____
 Company: _____
 Address: _____
 City: _____ State: _____ Zip: _____
 Phone: _____
 Email: _____
 Player 2: _____
 Player 3: _____
 Player 4: _____

Amount due (golf + sponsorship): \$ _____

Sponsorship Opportunities

Premier (Exclusive) - \$2,500

- Company logo on all promotional materials and signage
- Team of four for golf
- 2-3 minute speaking opportunity at lunch
- Hole and Souvenir Sponsor offerings

Lunch Sponsor - \$1,500

- Company logo on all promotional materials and signage
- Team of four for golf

Beverage Cart Sponsor - \$250

- Company logo on all promotional materials and signage

Hole Sponsor - \$150

- Company representative(s) and signage at hole

Souvenir Sponsor

- Donate one item per golfer (approx. 100)



<p>Payment method:</p> <p>Check* Cash Visa* MasterCard*</p> <p>Credit Card #: _____</p> <p>Name on card: _____</p> <p>Exp. Date: _____ Security Code: _____</p> <p>Billing Zipcode: _____</p> <p>Signature: _____</p>	<p>Mail, fax or email completed form to:</p> <p>Reagan Van Cleave Indiana Builders Association 101 W. Ohio St., Ste. 710 Indianapolis, IN 46204 Fax: 844-272-4932 Email: Reagan@buildindiana.org Phone: 800-377-6334 ext. 203</p> <p><small>*Golf outing funds are encouraged to be directed to NAHB BUILD-PAC. In order to do so, payment must be a personal check (made payable to NAHB BUILD-PAC) or personal credit card. Corporate checks can be made payable to IBA.</small></p>
--	--



Pictured: The Place Builders winning foursome from the 2016 Outing.

IBS Orange County Convention Center, Orlando, FL

2018 NAHB International Builders Show[®] January 9-11, 2018

IBA hotel: Embassy Suites by Hilton
Rate: \$241 per night
Registration Opens: August 1, 2017
Deadline to Reserve: October 30, 2017

For sponsorship opportunities at IBA's Networking Night, contact Reagan Van Cleave at 800-377-6334 ext. 203 or reagan@buildindiana.org.

Register at www.buildersshow.com

Division of E.F. Rhoades & Sons, Inc.

Deadline approaches for the IBA educational scholarship

The Indiana Builders Association Educational Scholarship Foundation honors IBA's long-time CEO, the late Bill Carson, by awarding scholarships to deserving students who have chosen building as their future vocation. Funds are presented to the student as a means of continuing industry education and excelling in their studies.

Scholarships are no less than \$500 per school year and are non-renewable to ensure each student a fair chance in receiving the honor. Eligibility for the

award is contingent upon that student's good standing within his/her school. Past recipients are eligible.

If interested in this opportunity, applications must be submitted to the Indiana Builders Association by September 29, 2017. The announcement of the winning candidate(s) will be on December 31, 2017.

To obtain an application, please visit www.buildindiana.org or contact Rick Wajda at 800-377-6334 ext. 204 or Rick@buildindiana.org



Home builders seek skilled workers to build American Dream

As our economy and the housing market continue to recover, home builders across the country are seeking skilled workers – such as carpenters, framers and roofers – to help them build the American Dream.

After many workers left the home building industry during the Great Recession to pursue employment in other sectors, recent surveys show that not nearly enough of them have returned.

In fact, according to the latest Bureau of Labor Statistics data and analysis by the National Association of Home Builders (NAHB), there were 138,000 open construction sector jobs in August, which was relatively unchanged from July.

An NAHB survey of home builders further illustrates the depth of this problem. Six in 10 of those surveyed experienced delays in completing projects on time, 18 percent had to turn down some projects and 9 percent lost or cancelled sales because they had too few workers to complete their homes.

We've also experienced many of these issues here in Indiana when builders are unable to schedule trades on time, it means that buyers are unable to move into their home on time. These delays and production logjams are hurting the housing recovery by increasing the cost of building homes and making housing more expensive for consumers.

motivated students seeking a rewarding career path. Residential construction workers consistently express high job satisfaction. And average salaries in Indiana remain competitive with other industries in our area.

Because the nationwide skilled labor shortage is one of the largest obstacles facing the building industry, NAHB has put together a toolkit that includes data and statistics outlining the issue, as well as promotional posters and material aimed at recruiting individuals to the building trade.

The Indiana Builders Association has also allocated funds for an educational scholarship awarded to deserving students who are interested or currently pursuing courses in construction. The deadline to submit is September 29.



Herb Delagrange (left), IBA 2000 State President, discusses the local housing market with Matt Moore at a recent membership meeting.

TAKE A STAND

for vinyl siding

Vinyl siding is being unfairly challenged and restricted in some regions within Indiana. Don't let them take away your right to use the products you choose. The Vinyl Siding Institute has developed an advocacy kit that walks you through steps to fight against overregulation.



OnYourSide
BROUGHT TO YOU BY THE VINYL SIDING INSTITUTE



SIDE WITH NO LIMITS.
Download the advocacy kit at OnYourSide.VinylSiding.org/Resources



Driving membership across the state

To refresh your memory, after attending IBA's Housing and Legislative Conference, Jay Reynolds, President of the Builders Association of Greater Lafayette, decided to challenge Don Weiler, President of the Builders Association of South-Central Indiana, to a membership challenge. The winner must bring in the most new members by September 30. The loser has to wear the opponent's team apparel and sing their fight song at the IBA Board of Directors meeting in November.

We checked in with Jay at the Builders Association of Greater Lafayette and this is what he had to say: "The Builders Association

of Greater Lafayette, (BAGL) is employing the classic "Slow Play" method of recruiting new members.

What that translates into is some serious "brain storming", beverage consumption, and then followed up with some more "brain storming".

We made an initial attempt to sing the IU fight song, just in case, and it ended with several trips to the Emergency Room, several fights and an addition to a couple of arrest records.

We anticipate redoubling our beverage consumption this month in anticipation of the heat and some more good "brain

storming."

See you all at the fall meeting, sincerely the BAGL Brain Stormers!!"

As you can see, the competition is getting fierce.

Message from IBA:

We would like to thank any member that has joined the association this year. Membership is the lifeblood of our organization. Together, we make homeownership possible for the everyday Hoosier by advocating for safe and affordable housing. Welcome to the Indiana Builders Association!



Troops of the BA of Greater Lafayette strategizing ways to gain new members.



A free Member Benefit of IBA
www.IBArebates.com



WANT TO START GETTING MONEY FOR PRODUCTS YOU ALREADY USE?

THE AVERAGE REBATE PER BUILDER/REMODELER IN 2016 WAS \$1206.93!



We reward HBA Builder & Remodeler Members for using any of the 52 participating manufacturers

Our new INSIGHTS magazine offers Builder & Remodeler members into both the MRB & participating manufacturers



It's easy to participate!

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

Register & Claim:

 866-849-8400
 www.IBArebates.com
 /MemberRebateProgram

IBA expands by two new staff members



Chris Fisher



Reagan Van Cleave

A lot is changing around the IBA office this summer, particularly as it expands its team by two new staff members. In May, the association welcomed a new communications director, Reagan Van Cleave. One month later, the new member services coordinator role was filled by Chris Fisher.

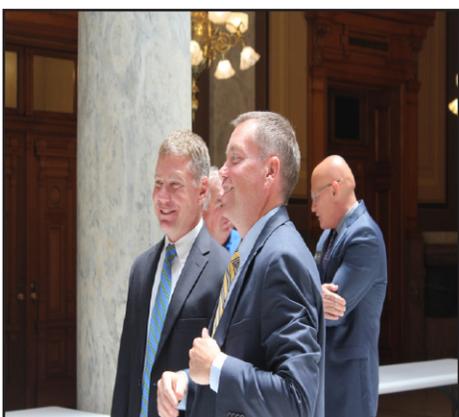
Reagan is an Indianapolis native and a graduate from the University of Indianapolis where she studied public relations and marketing. Prior to coming to the Indiana Builders Association, Reagan served as the firm director for UIndy's student-run public relations firm, Top Dog Communication. She also completed various legislative internships at both The Corydon Group and the Indiana Senate.

In her new role as the communications director, Reagan is responsible for coordinating the communication programs and activities of the association. She also serves as the editor in chief of Indiana Builder News, the association's major news publication. In addition, Reagan manages various internal programs and events aimed towards membership recruitment and retention.

Member Services Coordinator Chris Fisher is from Terre Haute Indiana and graduated from Purdue with a degree in industrial engineering. After graduating, Chris had the privilege of working for organizations such as General Motors and the YMCA. Her responsibilities for IBA include maintaining committee and membership databases, as well as managing education and designation programs.

"The association has decided to expand in order to best serve our members," said IBA Chief Executive Officer Rick Wajda. "I have no doubt that both Reagan and Chris will be an asset to our team given their expertise and experience in the field."

IBA hosts homeownership event and June Board of Directors Meeting



Thank you to our event sponsor



123 4567 890 1234 5

ABC COMPANY
VEHICLE # 9876543210 9/16 ◀ Good Thru
FUEL ONLY 7216 ◀ Fleet Code

IBA members take on Capitol Hill

Leaders of the Indiana Builders Association visited members of the Indiana Congressional delegation on Capitol Hill in June as part of the NAHB Legislative Conference. IBA members met with 9 of the 11 members of the Indiana delegation to discuss issues of importance to the housing industry. Topics ranged from preserving the mortgage interest deduction; regulatory reform; housing finance reform; softwood lumber; and the national flood insurance program among other items aimed at promoting and protecting a strong housing industry.



Looking out for members' health

Dear IBA Member,

Health insurance continues to be a volatile subject for many of our members. In an effort to keep you informed of the latest information, and to avoid misinformation that often accompanies "news" of this nature, the following is from Anthem directly.

Anthem Blue Cross and Blue Shield (Anthem) will stop offering many of their Affordable Care Act (ACA) individual health plans in Indiana starting January 1, 2018. Until then, everything will stay the same.

What Should I Do If I Have an Anthem Individual ACA Health Plan?

If this affects you, you'll have plenty of time to prepare. Affected Anthem members will get formal notice in the mail telling them that their plan is ending in 2018. As open enrollment gets closer, you can look at other plans so you can find new coverage. We'll help you connect with someone who can assist you in finding a new plan, even if it's not with Anthem. In the meantime, you can log in to contact us or view the details of your current plan.

Why Are You Doing This?

Unfortunately, uncertainty in the Indiana health insurance market does not provide the clarity and confidence we need to offer affordable coverage to our members in 2018.

Anthem is committed to affordable health care coverage for individuals, and we're truly sorry we can't continue offering these plans. We hope to increase our plan offerings in Indiana very soon.

Here are a few answers you may find



Dan Losekamp, IBA Area Vice President; Casey Knigga, Dearborn County HBA President; and State Representative Randy Lyness.



HBA of Ft. Wayne leadership welcomes Ashley Wucher, NAHB Field Representative to Ft. Wayne. Pictured from left to right: Greg Gerbers, IBA Associate Area Vice President; Jeff Thomas, IBA Area Vice President; Jessica Scheurich,

helpful:

Q: I have an Anthem individual ACA health plan - when do I have to find new coverage? A: Nothing is changing with your Anthem ACA health plan in 2017. Later this year, you'll have to shop for a new plan for 2018. You'll do this during the open enrollment period starting November 1. Affected members will receive an official notice that their plan is ending, along with information on options for next year. We'll help you connect with the right people to find a new plan.

Q: I didn't switch to an ACA plan, my individual health plan is grandfathered/grandmothered. Does this affect me? A: No, this change affects Anthem's ACA individual health plans only.

Q: Is Anthem also discontinuing individual dental and vision plans in Indiana? A: No, this change affects Anthem's individual ACA health plans only. We'll continue to offer dental and

vision plans in Indiana.

Q: I get health benefits from my employer. Does this affect me? A: No, this change affects Anthem's individual ACA health plans only. Plans sponsored by employers are not impacted.

Q: I have an Anthem Medicare plan. Does this affect me? A: No, this change affects Anthem's individual ACA health plans only. Anthem's Medicare plans are not impacted.

IBA HAS AN ANSWER

This announcement is problematic for many of our members; however, Anthem and IBA still have a small group health insurance program that is available and doing quite well.

Q: Who qualifies for the IBA program? A: Any employer member of IBA that is active in the construction trades and has at least two employees.

Q: Can an individual apply through IBA? A: No, the program is employer

based and does require you to qualify for the benefits; however, IBA partner insurance companies will assist you with those qualifications.

Q: What plans are available and what networks are included? A: IBA has a choice of 13 plans, including PPO's and some high deductible HSA plans. The IBA plan also has the broadest network in Indiana as well as the Blue Card which affords you in network pricing nationwide.

Q: Who do I contact for further information? A: Call IBA for an insurance provider in your area at 800-377-6334.

You may have moved your company away from group health insurance due to Obamacare. Many companies made that same choice and at the time it was a good decision. Times have changed and the landscape of health insurance is drastically different than it was just 3 years ago. Now is the time to revisit setting up a small group plan. Make the call!

As hard as you work

it's good to have a health plan that's got your back — and any other part of you that needs care

Anthem BlueCross BlueShield



IET
Indiana Employers Trust

Learn more about special plans created by Indiana Builders Association just for you.

Call the Indiana Builders Association today at 800-377-6334 ext. 205

Email Chris Fisher at chris@buildindiana.org

Because you're a member of Indiana Builders Association, you have the opportunity to choose a high-quality, affordable plan from the Indiana Employers Trust (IET), administered by Anthem Blue Cross and Blue Shield (Anthem).

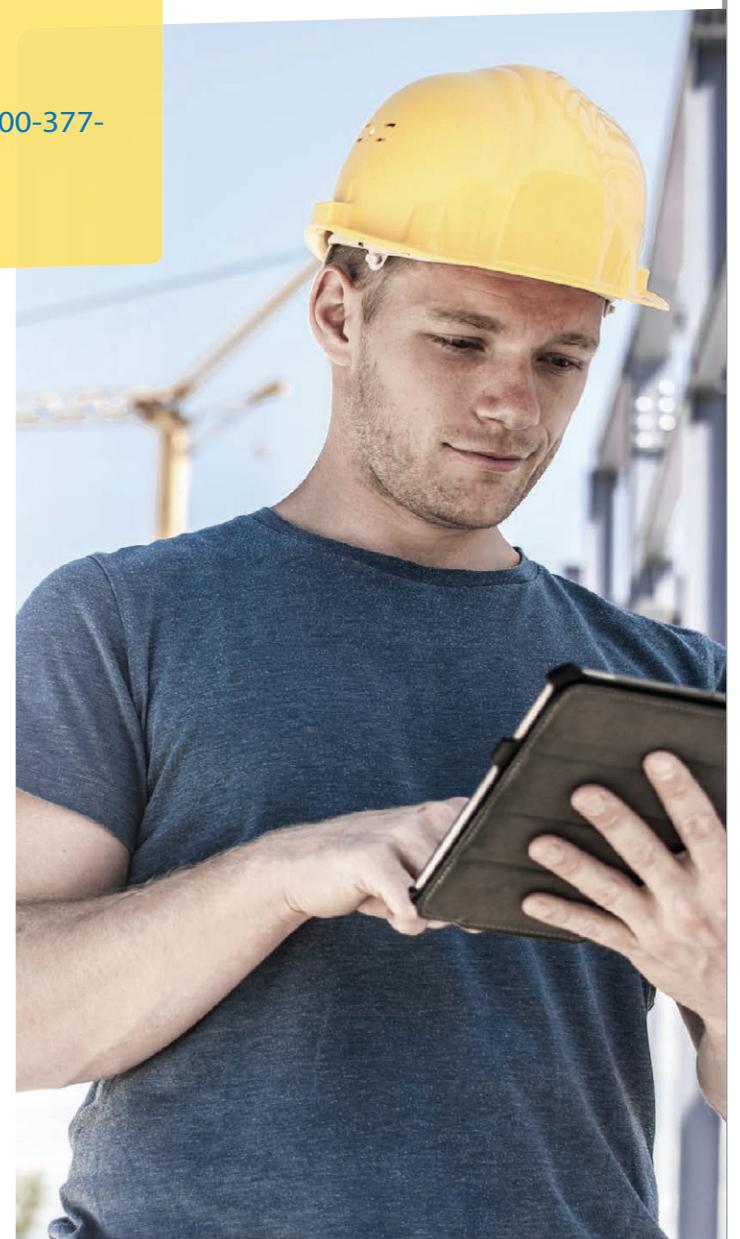
The IET and Anthem have your back when it comes to making your health care experience more affordable, personal and accessible, by offering you:

- IET's buying power as the largest construction trade association in the state gets you bigger discounts.
- A variety of plans with competitive pricing to fit your budget.
- In-network access to over 10,000 doctors in Indiana
- Plans that contribute to lower overhead expenses, bigger discounts and less out-of-pocket costs.
- A wide variety of health and wellness programs, a dedicated service team, online tools and resources and much, much more.

You'll also have access to a wide variety of health and wellness programs, a dedicated service team, online tools and resources and much, much more.

It's the plan designed with you in mind.

Find out what a difference membership makes — contact Chris Fisher today to learn more about choosing a health care plan through IET.



Indiana Home Building Sees 10-Year High for Month of May

Single-family building permits in Indiana increased 12 percent in May compared to the same time last year according to the latest data from the U.S. Census Bureau. Permits increased by 23 percent between April and May, giving the state a total of 6,141 permits for the first five months of 2017.

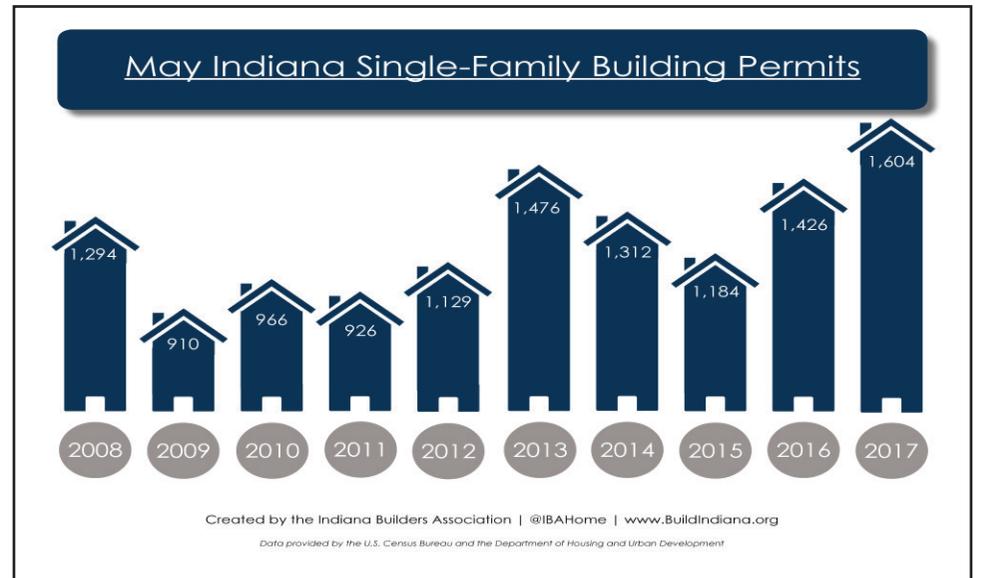
“This substantial increase reflects the continual growth of the state’s healthy housing market,” said Indiana Builders Association President Lance Swank. “Home building has reached a peak we have not seen since 2007, therefore, Hoosiers are confident Indiana remains a great place to both buy and build a home.”

In May 2017, there were 1,604 single-family building permits issued compared

to 1,426 in May of 2016.

Builder confidence in the market for newly built single-family homes weakened slightly by two points in June to 67 on the National Association of Home Builders/Wells Fargo Housing Market Index (HMI). Any number over 50 indicates that more builders view sales conditions as good than poor.

“Builder Confidence remains consistently sound this year as the housing market makes a gradual recovery,” said Swank. “As more buyers enter the market place, it is important that we continue our efforts to repair the ongoing skilled labor shortage and burdensome regulations that our builders are challenged with.” June permit numbers will be released July 27.



SMART HOMEOWNERS CHOOSE GEOTHERMAL

In today’s economy, wise purchases are more important than ever. With the volatile price of fossil fuels, homeowners around the world have found that WaterFurnace is a smart choice. That’s because WaterFurnace taps into the clean, renewable energy in your own backyard to provide savings up to 70% on heating, cooling and hot water. Geothermal: It’s money in the bank.

WaterFurnace Financing

We offer easy GEOSmart financing with a variety of loan options including:

- Standard installment
- Same-as-cash
- Zero interest w/equal monthly payments
- Reduced interest

Smarter from the Ground Up™

waterfurnace.com | 1-800-GEO-SAVE

©2017 WaterFurnace is a registered trademark of WaterFurnace International, Inc.



IBA of Greater Lafayette President Jay Reynolds (center) demonstrates saw safety during as part of a toolbox talk during the U.S. Department of Labor’s “Safe + Sound Week”. This is a nationwide event to raise awareness of the value of safety and health programs.



East Central Indiana Builders Association leaders gather for picture at a recent membership meeting. Pictured from left to right: Michelle Kaitchuck; Juli Wright; Jud Molsenbocker, CGR, CAPS; and Jerry Higley, Jr.



Kevan Biggs (left) IBA State Director, and Ric Zehr, IBA Executive Committee Member, catch up at a recent HBA of Ft. Wayne general membership meeting.

**SAVE 10¢
per GALLON**
for the first 90 days!
at Speedway locations only

SuperFleet®

Association Fueling Program



Now save up to
5¢ per gallon!

- Over 7,000 Locations
- Online Account Management
- No-Cost Program
- Multiple Security Options
- Online Bill Payment

For more details or a complete list of locations now accepting SuperFleet, visit us at

www.superfleet.net

