

INDIANA BUILDER NEWS

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Spotlighting IBA's Women in Leadership

Inside this issue



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National News
By Frank Rhoades
Associate National Director
Indiana Builders Association

September is Associate Appreciation Month

Associate National Director Frank Rhoades talks about the importance of our associate members.

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When you think of any male-dominated industry, construction is probably the first job that comes to mind. Of all the people who work in construction, women comprise only a small 9 percent of the workforce. In Indiana, we have two power women duos in leadership at our local levels that are taking part in trailblazing the path for future women in the construction industry: Dearborn County HBA President Lisa Cox (23 years in industry) and Vice President Lashanda Messer (5 years in industry), and Builders Association of Greater Lafayette President Kristy Wozniak (30 years in industry) and Vice President Stephanie Richeson (26 years in industry).



Above: Dearborn County HBA President Lisa Cox and Vice President Lashanda Messer.



Above: Builders Association of Greater Lafayette President Kristy Wozniak and Vice President Stephanie Richeson.

Q: In a few words, what has prepared you for taking on a leadership role in a predominantly male field?

Lisa: I never take myself too seriously. Frequently, those who do not know me may presume that I'm the secretary or a homeowner rather than a partner in the company. I usually make a joke and laugh about it. Once I have an opportunity to deal with them personally, they find my contribution to their project or company invaluable, and they treat me with respect.

Lashanda: Getting to know contractors on a different level, learning the language.

Kristy: 30 years ago I was a young single mother who decided to build a new home. The experience was great fun but had its challenges in a predominantly male field. After the build was complete I made a decision that women should not be intimidated with the building process so I left my job at Purdue University & went to work for the builder that built my home. Now 30 years later I am the president of the Lafayette Builders Association.

Stephanie: In Lafayette I don't feel like there is a real male/female designation. We are all here for the betterment of the industry.

Q: Has your local or state association

help prepare and support you in your leadership role? If so, how?

Lisa: Others in my local association have encouraged me to step into my current role and have been very supportive. Being part of the Executive Committee at state this year has given me even more opportunities to connect with others from around the state which provides greater knowledge to take back to my local association.

Lashanda: Absolutely. From starting out as just going to the meetings to being on the board everyone wants to see you succeed.

Kristy: Absolutely! Our local Builders Association is an amazing well-organized team! We work as one & support the goal of safe & affordable housing.

Stephanie: There is so much training available for help.

Q: What do you enjoy most about your field within the home builders industry?

Lisa: Besides working alongside my husband in business for the last 23 years, I most enjoy working with clients in making design decisions and selections.

Lashanda: Seeing the finished products and the pride everyone has in doing

what they love.

Kristy: Every changing/constantly challenging & love working with people.

Stephanie: Seeing builders succeed. Having great affordable housing available in Lafayette.

Q: What do you think we could do to support and recruit more young women to this industry?

Lisa: Exposing more young women to the opportunities in the industry through programs like Build Your Future Indiana would help in recruiting them into the industry. Also, we need to be more careful in making presumptions based on gender stereotypes.

Lashanda: Educate on all aspects so they know and have confidence in what they do.

Kristy: We need to encourage & support career development in the construction field. With such a small percentage of females working in the construction industry, changing the perception of building & construction needs to start at a young age.

Stephanie: Push the Build your future and the Career academy. Show young girls there are numerous avenues for them to have a fulfilling career.

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Plant seeds this October during our statewide membership drive

This October, the Indiana Builders Association hopes to support our local associations statewide in their individual membership drives. We have seen tremendous success in our recruitment efforts in the past, and this year we hope to continue that trend. When planning for your recruitment drive this October, I hope you keep two very important pillars in mind: involvement and retention.

In order to get your local builders and associates involved in your local home builder association, you must be able to communicate why builders and associates join your association and why they need your HBA's products or services. Have the answers to these questions before you begin recruiting. Ask



President's Message
By Don Thieneman
Thieneman Group
President
Indiana Builders Association

your current members why they retain their membership with your association. These are fundamental aspects to being able to effectively communicate the marketable services that your HBA can give to new members.

It is you, our members that are at the front line of our recruitment efforts. Make that call, send that email, give prospective members the three top reasons you remain involved with your HBA. Your reasons may resonate with them and be the deciding factor in their company becoming a member. At the end of the day, it doesn't hurt to reach out and ask. And that, my friends, is what yields numbers.

Together we can work hard to grow our membership in October. To keep growing, we need to retain as many of those new members as possible.

Throughout the year, new members may need some guidance and extra attention to feel like they are part of your HBA. Keeping your new members aware and involved in events that are happening at your local level, state level and even national level gives them a sense of community. It makes it easier for them to network and make the most of the membership that you worked so hard to cultivate with them.

To help increase participation and interest our membership drive this year, the IBA Board of Directors approved 2 state level membership incentive programs at their meeting in June:

1) Recruitment: IBA will waive state dues for any net membership increase in 2019.

2) Retention: IBA will offer \$100 per member retention rebate to local HBAs for new members recruited in Q4 2018 that are retained in 2019.

My hope is that every member will team up with their local HBA to expand our membership and make this year the most successful membership drive yet!

Become A Member

Join 3,000 member companies statewide looking to make a difference in the building industry. When you join your local home builders association, you automatically became a member of the Indiana Builders Association and the National Association of Home Builders.

Learn More at <https://buildindiana.org/local-associations/>

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

Housing Affordability a Challenge at Home and Across the Country

For most of you engaged in the residential construction industry, housing affordability challenges come as no surprise to you. We are blessed in Indiana to have a low cost of living as it relates to many areas of the country, and that has not happened by accident. Years of hard work and perseverance by leaders of the Indiana Builders Association in concert with elected officials across the state have fought back over burdensome regulations and unnecessary costs to housing.

Our success has not gone unnoticed as Indiana continues to attract companies to locate here for our strong business climate and access to safe, affordable housing for its citizens. However, as we have come out of the last downturn and the economy has rebounded, our challenge has become greater to continue to provide a product



Inside the Issue

By Rick Wajda
Chief Executive Officer
Indiana Builders Association

to market that gives access to our workforce housing needs across the state.

The Indiana Builders Association continues to work with interested parties to highlight the challenge we have in the state and to provide a framework and tools in the tool belt for our communities to provide the housing its residents want and can afford.

Legislation passed in the last session giving communities the ability to build workforce housing with the use of a TIF district is now in play and IBA is exploring other options to bring product to market at a price point our workers can afford. Labor shortages, price increases on products and availability of lots will remain sticking points in the near future, but mortgage rates continue to remain low, which should help ease some of the burden consumers are facing in the market today.

I have included below some excerpts from a recent national survey on housing affordability conducted by

Morning Consult on behalf of NAHB.

- Four out of five American households believe the nation is suffering a housing affordability crisis, and at least 75% report this is a problem at the state and local level as well, according to a new nationwide survey conducted by Morning Consult on behalf of NAHB.

- “Housing affordability is near a 10-year low, and this poll confirms the challenges hard-working families face to keep housing within reach as rising costs continue to outpace wage growth,” said NAHB Chairman Greg Ugalde.

- “Policymakers must roll back inefficient zoning rules, costly impact fees and outmoded land development regulations that are driving up housing costs, contributing to the mounting lack of affordable housing and hurting middle- and low-income households.” More than 19,800 adults were surveyed in August to assess the public’s attitude on whether a lack of affordable housing is a problem in their neighborhoods, cities, states and nationwide. The poll cuts across partisan, regional, demographic and socioeconomic lines. Among its key findings:

- 80% of all respondents believe that a lack of affordable housing is a

problem in the United States.

- 78% believe this is an issue in their state.

- 75% cite housing affordability as a concern in their city, and 76% say it is an issue in their county.

- More than half of the respondents — 52% — said they would support a proposal to reduce regulations, such as restrictive zoning and permitting procedures, that increase the costs of constructing new homes.



11:47 AM

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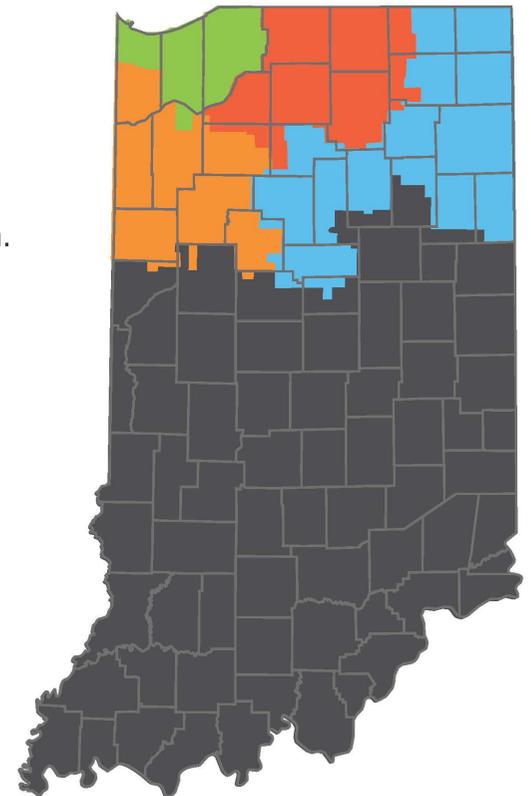
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Home builders EO Beth Johnson honored



of the HBA of Fort Wayne in Indiana.

Replacing a long-tenured EO is never an easy task, but Beth was able to make the transition impeccably seamless. In less than a year, Beth's influence was exactly what the HBA of Fort Wayne needed to start gaining young professionals and increase the awareness of the association. With a healthy budget, upgraded software, and new and re-invigorated events, the association saw increases in both student chapter and general membership, implemented social media into its public relations, and made both charitable and PAC contributions.

Beth has made state and national involvement a priority. Of the state's 26 executive directors, Beth was elected as one of three to Indiana's EOC for 2019. Beth is a member of the Young Leaders of Northeast Indiana and is currently serving on its Community Impact committee. At the regional level, she has implemented a dual General Membership Meeting with a smaller HBA, spotlighting partnerships amongst local associations.

New Executive Officer Award: This is presented to an EO who has served no more than three years in an association management position, but has made major contributions to the profession during that time. This year's award recognizes Beth Johnson

INDIANA CONSTRUCTION ROUNDTABLE FOUNDATION PRESENTS

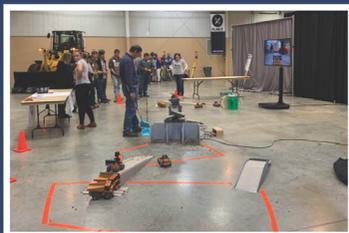
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Our Program

Find your fit in planning, building, or finishing a construction project. Students will explore careers throughout the construction industry and experience hands-on simulations. This event is supported by Indiana Builder's Association, Indiana Constructors Inc., the Asphalt Paving Association of Indiana, and the Indiana Subcontractors Association.



Students Who Should Attend

Students who are currently involved in vocational programs as well as students who are interested in seeking careers through higher education in construction management, engineering, and architecture. There are incredible career opportunities in construction for students!





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Is the long saga of the HOW companies nearing an end?

NAHBNow-Legal

The HOW Companies were a group of risk retention businesses formed in the 1980s for the purpose of providing home warranties to home owners. Many builders, including NAHB members, contributed capital to get the companies off the ground.

In 1994, the state of Virginia placed the businesses into receivership, ultimately deciding to close the businesses through the liquidation process. At the time, the companies had over 1.7 million home owner policies. The Receiver spent more than two decades resolving active warranty claims, as well as resolving petitions that opposed the liquidation of the companies.

On July 18, 2019, the Virginia State Corporation Commission issued its Final Order in Aid of Continuing Liquidation. This indicates that the Receiver is preparing to make an accounting of residual assets left

to \$100 million, to be distributed to over 20,000 builders. The list is available here, starting on page 25. Each distributee's percent allocation of residual assets is also included.

In an August 8, 2019 update, the Receiver states that it is "continuing to review W-9 and proofs of legal successorship previously submitted by Builder Distributees." It is not known how long this process will take and thus, we do not know when the Residual Assets will be distributed.

If your name is on the list of builder distributees and you have not been contacted, you may need to complete and submit the address correction form, available here.

NAHB has recently received questions from members who have been contacted by unrelated third-party claims-trading firms. These are private companies that contact those entitled to money and offer to buy their shares at a discount. For these questions, you should contact your own local counsel.

This blog post is for informational purposes only. NAHB is not involved in the HOW Companies liquidation. Do not send any documents to NAHB; any communications must be done directly with the Receiver. The website maintained by the Receiver is available at www.howcorp.com.



to be distributed to builders entitled to a distribution.

The final amount left for distribution has not been determined, but a filed document indicates the total amount could be approximately \$90

How transportation trends can affect the housing market

NAHBNow-Codes and Regulations

You may have heard the phrase, "Electrify everything." As the world moves toward electricity generation free from fossil fuels, the transportation sector is considering strategies to follow suit, including battery-powered scooters, electric-assist bike shares and an increased number of electric vehicles (EVs). Toyota recently announced a partnership with Tokyo's 2020 Summer Olympics that will use EVs to transport fans and



athletes around. Lithium-ion battery prices are rapidly decreasing, making both EVs and battery storage systems paired with photovoltaics (PV) more economically feasible.

How exactly does this intersect with the building sector? Many countries, states and municipalities are now considering EV charging mandates, as infrastructure is needed to facilitate market growth and to help ease "range anxiety," the concept that EVs can only travel so far on one charge and there might not be a charging station nearby. Some examples include:

The United Kingdom recently proposed a mandate that would require all new homes and offices to install EV chargers.

Howard County, Md., already has an ordinance that requires one

charging station for every 25 apartment units and pre-wiring to be installed on single-family homes.

Atlanta and San Francisco have "EV Readiness" ordinances, which are less costly to builders and homeowners than mandating the installation of the charger in its entirety. "EV Readiness" usually entails installing wiring, conduit, and circuits so that it is easier to install the actual charger in the future.

New mandates such as these can have an impact on housing affordability, as additional cost prices out many potential future homeowners. NAHB estimates that if the median U.S. new home price goes up by \$1,000, more than 127,000 households would be priced out of the housing market nationwide.

Alternatives to mandates could include voluntary programs and incentives to make the installation of

charging stations more affordable. States could consider re-purposing VW settlement funds to provide subsidies to build public EV charging stations to diminish the cost to builders and home buyers.

To learn more about federal and state incentives for EVs, visit the Department of Energy's Energy Efficiency & Renewable Energy website.

For more information about NAHB's sustainable and green building programs, contact Program Manager Anna Stern. To stay current on the high-performance residential building sector, follow NAHB's Sustainability and Green Building team on Twitter.



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EPA, IBA Highlight Major Water Policy Change for Indiana Business and Agriculture

INDIANAPOLIS (Sept. 12, 2019) – At an event at the Indiana Statehouse today, U.S. Environmental Protection Agency (EPA) Region 5 Administrator Cathy Stepp, Indiana Department of Environmental Management (IDEM) Commissioner Bruno Pigott and representatives of the U.S. Army Corps of Engineers (U.S. ACE) were joined by Indiana business and agriculture leaders to discuss the benefits of today's repeal of the 2015 rule which had expanded the definition of "waters of the United States" (WOTUS) under the Clean Water Act.

Earlier today, EPA and U.S. ACE announced the repeal which ends a regulatory patchwork that required implementing two competing Clean Water Act regulations, creating regulatory uncertainty across the United States.

"Today, EPA and the Department of the Army finalized a rule to repeal the previous administration's overreach in

the federal regulation of U.S. waters and recodify the longstanding and familiar regulatory text that previously existed," said EPA Administrator Andrew Wheeler. "Today's Step 1 action fulfills a key promise of President Trump and sets the stage for Step 2 – a new WOTUS definition that will provide greater regulatory certainty for farmers, landowners, home builders, and developers nationwide."

"Today, Administrator Wheeler and I signed a final rule that repeals the 2015 Clean Water Rule and restores the previous regulatory regime exactly how it existed prior to finalization of the 2015 Rule," said R.D. James, Assistant Secretary of the Army for Civil Works. "Before this final rule, a patchwork of regulations existed across the country as a result of various judicial decisions enjoining the 2015 Rule. This final rule reestablishes national consistency across the country by returning all jurisdictions to the longstanding regulatory framework that existed prior to the 2015 Rule, which is more familiar to the agencies, States, Tribes, local governments, regulated entities, and the public while the agencies engage in a second rulemaking to revise the definition of "waters of the United States."

"Today's action continues President Trump's deregulatory agenda which is positive news for Indiana," Region 5 Administrator Stepp said. "Under President Trump, EPA has finalized 46 deregulatory actions, saving Americans more than \$3.7 billion dollars in regulatory costs."

"The actions taken today will provide needed certainty for state agencies,

businesses and residents," said IDEM Commissioner Pigott. "We particularly commend the effort EPA and Army Corps is making to engage the states, as co-regulators, in the development of a revised



Above: IBA CEO Rick Wajda voices support for the WOTUS policy change

definition of WOTUS."

"This repeal closes the books on what could've been one of the greatest displays of federal overreach in recent history," said Bruce Kettler, Indiana State Department of Agriculture Director. "While it's important to maintain clean water, the 2015 WOTUS rule contradicts how we approach conservation in Indiana, which is to support and encourage the voluntary efforts of landowners."

"Because of today's action, landowners that were subject to the 2015 rule will no longer require federal wetland permits automatically for activities located within arbitrary distances of other

regulated waters or that disturb short-lived streams or man-made ditches," said Indiana Builders Association CEO Rick Wajda.

Today's rule is the first step — Step 1 — in a two-step rulemaking process to define the scope of "waters of the United States" that are regulated under the Clean Water Act. Step 1 provides regulatory certainty as to the definition of "waters of the United States" following years of litigation surrounding the 2015 Rule. The two federal district courts that have reviewed the merits of the 2015 Rule found that the rule suffered from certain errors and issued orders remanding the 2015 Rule back to the agencies. Multiple other federal district courts have preliminarily enjoined the 2015 Rule pending a decision on the merits of the rule. In this action, EPA and the Army jointly conclude that multiple substantive and procedural errors warrant a repeal of the 2015 Rule. For example, the 2015 Rule:

Did not implement the legal limits on the scope of the agencies' authority under the Clean Water Act as intended by Congress and reflected in Supreme Court cases.

Failed to adequately recognize, preserve, and protect the primary responsibilities and rights of states to manage their own land and water resources.

Approached the limits of the agencies' constitutional and statutory authority absent a clear statement from Congress.

Suffered from certain procedural errors and a lack of adequate record support as it relates to the 2015 rule's distance-based limitations.

With this final repeal, the agencies will implement the pre-2015 regulations, that are currently in place in more than half of the states, informed by applicable agency guidance documents and consistent with Supreme Court decisions and longstanding agency practice. The final rule takes effect 60 days after publication in the Federal Register.

In December 2018, EPA and the Army proposed a new definition—Step 2—that would clearly define where federal jurisdiction begins and ends in accordance with the Clean Water Act and Supreme Court precedent. In the proposal, the agencies provide a clear definition of the difference between federally regulated waterways and those waters that rightfully remain solely under state authority.

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All These training opportunities are underwritten by the Indiana Housing and Community Development Authority.

SIGN UP: <https://business.buildindiana.org/events>

IBA Welcomes 47 New Members

During the months of June and July and August local home builder associations brought in 47 new members to the federation. They are listed below. To find a local homebuilder association near you, please visit www.buildindiana.org/local-associations/.

Jennifer Herrera, Fort Wayne
 Krista Martins, Fort Wayne
 Russ Miller, Fort Wayne
 Greg Allaben, Louisville
 Nick Caldwell, Greenwood
 Clayton Dietrich, Henryville
 Robert Driver, Shepherdsville
 Bridget Faus, South Bend
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 Eric Vorm, Fishers
 Marlon Webb, Indianapolis
 Chase Austin, Glenview
 Lindsay Bradtmueller, Fort Wayne
 George Charles, South Bend
 Eric Gyasi, New York
 Chad King, Land O Lakes
 Elmer Lengacher, Grabill
 JoAnne Lewis, Schererville
 Devin Lloyd, Fishers
 Jeff Oman, South Bend
 Denise Peters, Lafayette
 Timothy Poyner, Winona Lake
 Ron Richards, Altamonte Springs
 Stephanie Riwitis, Carmel
 Cooper Rollins, Rossville
 Mark Roy, Angola
 Clint Wuethrich, New Palestine

**IBA TOP NEW MEMBER
RECRUITERS FOR 2019:**
as of Aug. 2019



Robert Sandberg, Danville: 12
 Greg Gerbers, Fort Wayne: 7
 Tyler Kees, Fort Wayne: 4
 Meghann Redding, Elkhart: 4
 Randolph Hall, Fort Wayne: 4
 Tim Eckert, Zionsville: 4

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- A variety of plans with competitive pricing to fit your budget.
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- 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.



July Permit Numbers Up 2% from June; Up 2% From July of 2018

Statewide totals for building permits issued in July and shows 1521 single-family permits were pulled, according to reports by the U.S. Census Bureau. This number is up 2% from June of 2019, when 1490 permits were pulled.

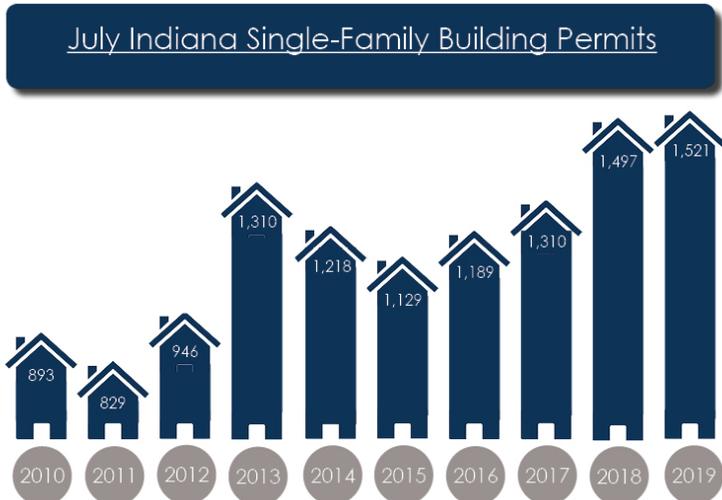
The 1521 permits pulled in July of 2019 are up 2% from the 1497 permits pulled in July of 2018. The 9,251 single family permit numbers for 2019

are down 5% compared to the first seven months of 2018.

“Home sales are moving toward a slightly positive trend upward,” said Indiana Builders Association President Don Thieneman. “Hoosier builders are remaining confident in new Indiana residential construction with this end-of-summer turn around.”

According to the National Association of Home Builders, new home sales were sharply revised upward in June to a post-recession high annual rate of 728,000 nationally. The inventory of new homes for sale was 337,000 in July, representing a 6.4 months' supply. The median sales price was \$312,800. The median price of a new home sale a year earlier was \$327,500.

The U.S. Census Bureau releases permit data monthly for the previous month's data. August's permit data will be released at the end of September.



Created by the Indiana Builders Association | @IBAHome | www.BuildIndiana.org
Data provided by the U.S. Census Bureau and the Department of Housing and Urban Development

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September is Associate Member Appreciation Month



National News

By Frank Rhoades

Associate National Director
Indiana Builders Association

Since 1981 NAHB has set the month of September as Associates Appreciation Month. This month a special thank you goes out to all of the associate members for the contribution each of you make in supporting NAHB, IBA and your local association.

I have the privilege to represent the 2082 INDIANA associate members to the NAHB Leadership Council. I am beginning to understand the value that the associates have and how we are a very vital part of this federation. Our Input and participation are critical to its strength and vitality not only on a national level but a state and local level.

This Spring Leadership Conference in Washington DC was NAHB's first of the new governance structure. I felt that it went well; a lot of information was given out. I find it interesting that the national has gone through what we in Indiana are being faced with as far as a

governance change in trying to find a way to be more efficient without loss of representation and participation. I felt that the national has done a good job of it. Instead of being called a board member we now are a Leadership Council Delegate and we still vote on resolutions on the any bylaw changes and budget.

The day-to-day decisions are now what used to be their executive board is now the new governing board. I believe it's critical for all those that of been involved and are involved in our state organization to know that their input and their voice is extremely important to the operation of this organization and that even with the changes the need to know that your voice is heard and that you are valued. Every member in this association adds value to it. You may have idea that may spark a process that will greatly enhance our effectiveness in the building industry. I would urge you to come to our state meetings and be engaged. Your input is valuable and needed.

I would like to remind you that if you know of a associate that is deserving of recognition Abigail Campbell is taking applications for IBA Associate of the year award, to be presented at our December Board meeting. If you are interested in filling out a nomination form, please contact her at abigail@buildindiana.org

To those Locals that have an associate award, keep up the good work and to the Locals don't have an award you may want to consider recognizing an outstanding associate each year.

Associates, thank you again for your support and participation in the battle for safe and affordable housing.

would have on first-time home buyers, the proposal to amend stair geometry to 7 3/4" for riser height and 10" for tread depth 3 years after the code goes into effect was removed due to fiscal impact. Unless the requirement is changed as a result of testimony at the public hearing or through additional rulemaking after the IRC is adopted, Indiana's stair geometry will remain 8 1/4" for riser height and 9" for tread depth. Please review the proposed amendments to the code, and let us know of any concerns or questions you have as we prepare for the public hearing. This is your last chance to impact what will be required for all new home construction in Indiana beginning January 1, 2020. IBA will notify members of the time and location for the public hearing once the notice is published.

Notice: Public Hearing for New Residential Code Set for October

The Indiana Fire and Prevention and Building Safety Commission has tentatively scheduled the public hearing on the proposed rule to amend the 2018 International Residential Code for October 11. Based on estimates provided by Fort Wayne home builders on the financial burden a change to stair geometry

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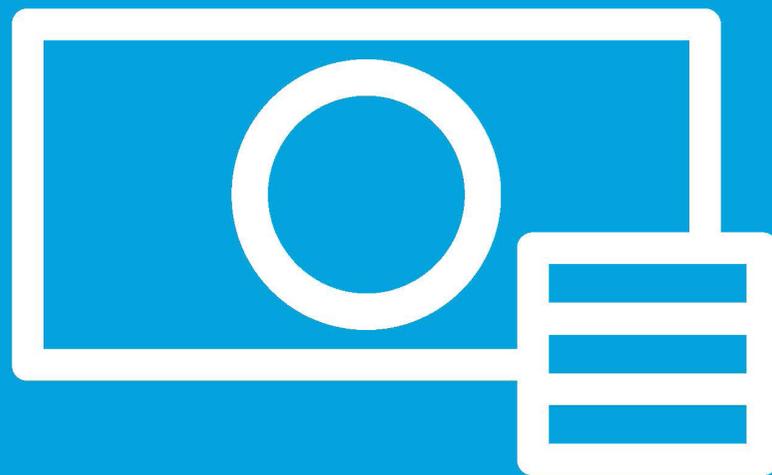
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