

# INDIANA BUILDER NEWS

OFFICIAL PUBLICATION OF THE INDIANA BUILDERS ASSOCIATION, INC.

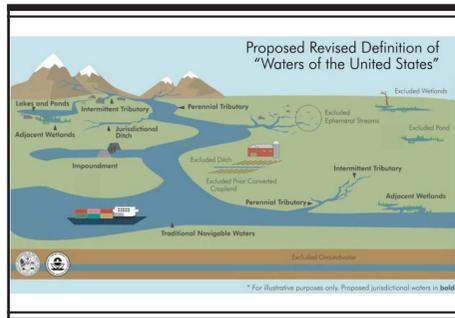
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Quarter 3, July 2020

Vol. 57, No. 3



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**New WOTUS Rule Takeaways**  
Find out the latest development on the new WOTUS rule.  
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## Braun to address IBA Board of Directors

**IBA'S BOARD OF DIRECTORS AND COMMITTEE MEETINGS**

**AUG. 31**

At Embassy Suites in Noblesville, IN  
13700 Conference Center Drive South Noblesville, IN 46060

**Indiana Builders Association**  
**Board of Directors & Committee Meetings**  
Monday, August 31, 2020

### Keynote Speakers



Senator Mike Braun, represents the state of Indiana in the U.S. Senate. In the Senate, he serves on the Aging Committee, Agriculture Committee, Budget Committee, Environment & Public Works (EPW) Committee, and the Health, Education, Labor and Pensions Committee (HELP). Before Braun's historic victory in 2018, he was the founder and CEO of Meyer Distributing, a company he built in his hometown of Jasper that employs hundreds of Americans across the country. Throughout the years, Mike has always looked for ways to give back to his community and serve his fellow Hoosiers, such as serving as a member of the local School Board and as a State Representative in 2014.

**Meeting Location**  
Embassy Suites Noblesville Indianapolis Conference Center  
13700 Conference Center Dr. S, Noblesville, IN 46060

**Cost**  
Board Lunch = \$26  
An additional fee of \$5 will be applied for on-site registration.

**Registration**  
Register and pay by **August 21**. Registration can be done online on our "events" tab at [www.buildindiana.org](http://www.buildindiana.org).

### Event Sponsors



### Schedule of Events

#### Monday, August 31

- 9:30-10:00 a.m. Registration
- 10:00 a.m.-12:00 p.m. Board Meeting
- 12:00 p.m.-1:00 p.m. Box Lunch
- Housing Protection Fund Meeting
- 1:00-2:30 p.m. Local Executive Officers' Council Meeting
- Past Presidents' Council Meeting
- Codes and Safety Committee Meeting
- 2:30-4:00 p.m. Association Issues Committee Meeting
- Land Use Committee Meeting
- Remodelers Council Meeting
- 4:00-7:00 p.m. Executive Committee Meeting and Dinner

## IBA's Housing Protection Fund fights for housing and property rights

The Indiana Builders Association's Housing Protection Fund was established in the early 1990's to help defray the staggering litigation costs of builders and developers who are litigating a case with either statewide significance to the housing industry or which has the potential for positive impact on an issue of particular interest to the housing industry. Over the years the Fund has also been used to affect legislation and public policy favorable to the housing industry.

One of IBA's more successful programs, the Fund's Board of Trustees meet regularly to discuss housing related issues and make recommendations on which issues the Association should engage in from a litigation standpoint or from a pro-active advocacy effort. Fighting for safe and affordable housing and to keep

the industry moving forward can be an expensive time consuming battle, but rest assured, IBA's Housing Protection Fund is up for the challenge, and works diligently to keep our members and the citizens of Indiana's interests at the forefront. The IBA Housing Protection Fund is currently engaged in several legal battles across the state on issues of interest to the home building industry. Most recently, IBA members have seen challenges to the state's vested rights statute, IC 36-7-4-1109. In several instances, local jurisdictions have resorted to "spot" zoning on projects, which could impact the ability of members to provide housing options across the state.

The Indiana Builders Association was instrumental in the passage of legislation in 2006 known as the

"vested rights" statute. This law allows builders and developers the ability to file for a permit with the local unit of government and receive the rules in place for that permit for a period of 3 years after the permit is filed. The statute also allows for a period of 10 years for the project to be completed once the project activity has commenced. The core mission of the IBA is to protect and promote safe and affordable housing. The IBA, with the assistance of the Housing Protection Fund, will fight to protect the property rights of the builder/developer on a project.

Members of the association are encouraged to reach out to the IBA for guidance and/or assistance on issues of interest statewide to the housing industry.

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brett.harter@outlook.com

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jmtomas@oakmontdev.com

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tslater@timberlandlbr.com

**Trent Hunt**  
Area 3  
trenthunt@LLHINS.com

**Indiana's National Leadership**

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NAHB Area 9 Vice Chairman  
gregfurnish@yahoo.com

**Lance Swank**  
State Representative to NAHB  
laswank@sterlinggrp.com

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vannatterv@aol.com

**Frank Rhoades**  
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IBA Parliamentarian  
frank@efrhoades.com

**NAHB BUILD-PAC Trustees**

**Lance Swank**  
laswank@sterlinggrp.com

**State Rep. Heath VanNatter**  
vannatterv@aol.com

# High hopes for the remainder of 2020

In times of crisis, we usually revert back to what we know and understand. The housing industry is no different. 2020 has proven to be a very tough year for a lot of us. There has been plenty of uncertainty and unknown variables that have come with this virus. But one thing that has proven to persist through it all is the homebuilding industry.

Housing is vitally important to local, state and national economies. A large percentage of the U.S. economy relies on housing and nothing gets the local economy moving again like home building.

Building 1,000 average single-family homes creates 2,900 full-time jobs and generates \$110 million in taxes and fees for all levels of government to support police, firefighters and schools, according to NAHB's National Impact of Home Building and Remodeling report.

We are all in this together. I won't lie to you, it has been tough. I know personally that northern Indiana was impacted by the downturn in March, April and May. However, there may be some blue skies on the horizon. We are seeing many positive economic indicators that point to a recovery, including low interest rates, rising demand and an increase in mortgage applications throughout the country. Single-family and multifamily housing production is on an upward path. Indiana's permit numbers have consistently held steady



**President's Message**

By Brett Harter  
Harter Custom Construction

President  
Indiana Builders Association

through the COVID-19 crisis, and are actually up 1% year over year for the first five months.

NAHB Chief Economist Robert Dietz recently published a few key points that are promising signs of a strengthened housing market:

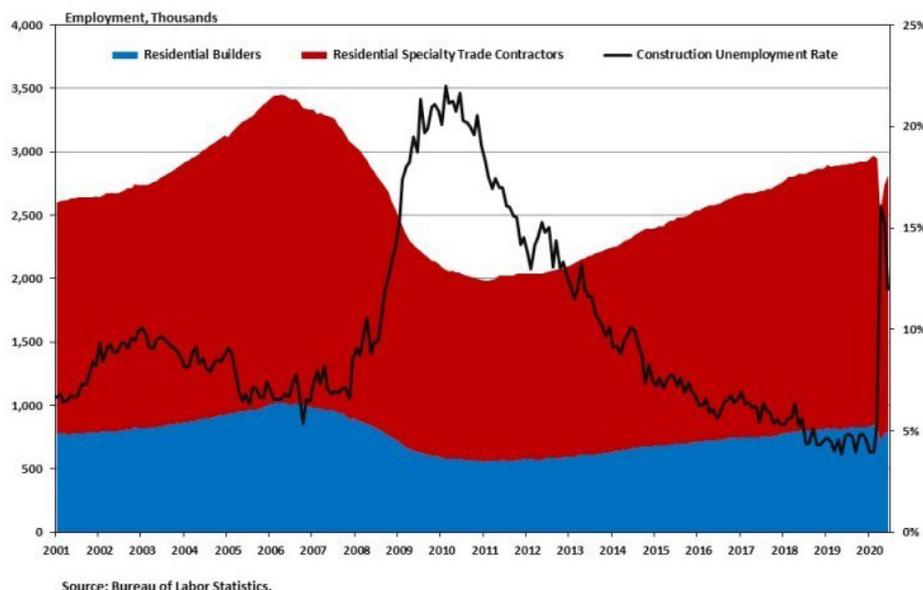
- Proving wrong predictions of substantial home price declines, Case-Shiller data indicate a 4.7% year-over-year price gain in April;
- According to Freddie Mac, the average 30-year mortgage interest rate was just below 3.1% at the start of July;
- In May, construction hiring

surged and job openings increased to 365,000, down only slightly from the 373,000 tally measured a year earlier; and

- The economy saw an employment gain of 4.8 million and a decline for the unemployment rate to 11.1%.

Housing has the potential to have a major impact on the recovery of the U.S. economy. If we are able to continue to safely operate during the COVID-19 crisis the home building sector will create more jobs and drive the economy in a major way. Better days may be close. We just have to keep persisting. Something I know many of you are well seasoned in. IBA staff and your senior officers are here for you to reach out to with any questions or resources available to help you through the summer. We are all in this together, and we will come out on the other side together as well.

**Figure 3. Residential Construction Employment and Unemployment Rate**



Above: The U.S. Department of Labor reported that total payroll employment increased 4.8 million in June as the overall construction sector added 158,000 jobs after a revised increase of 453,000 in May. The number of residential construction jobs rose by 83,200 in June, after an increase of 224,200 in May.

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Please direct all advertising inquiries to Abigail Campbell at 800-377-6334 ext. 203 or abigail@buildindiana.org.

**Indiana Builders Association Staff**

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



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**Indiana Builder News**

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Indiana Builders Association, Inc.

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# IBA loses housing legend



By Rick Wajda  
Chief Executive  
Officer  
Indiana Builders  
Association

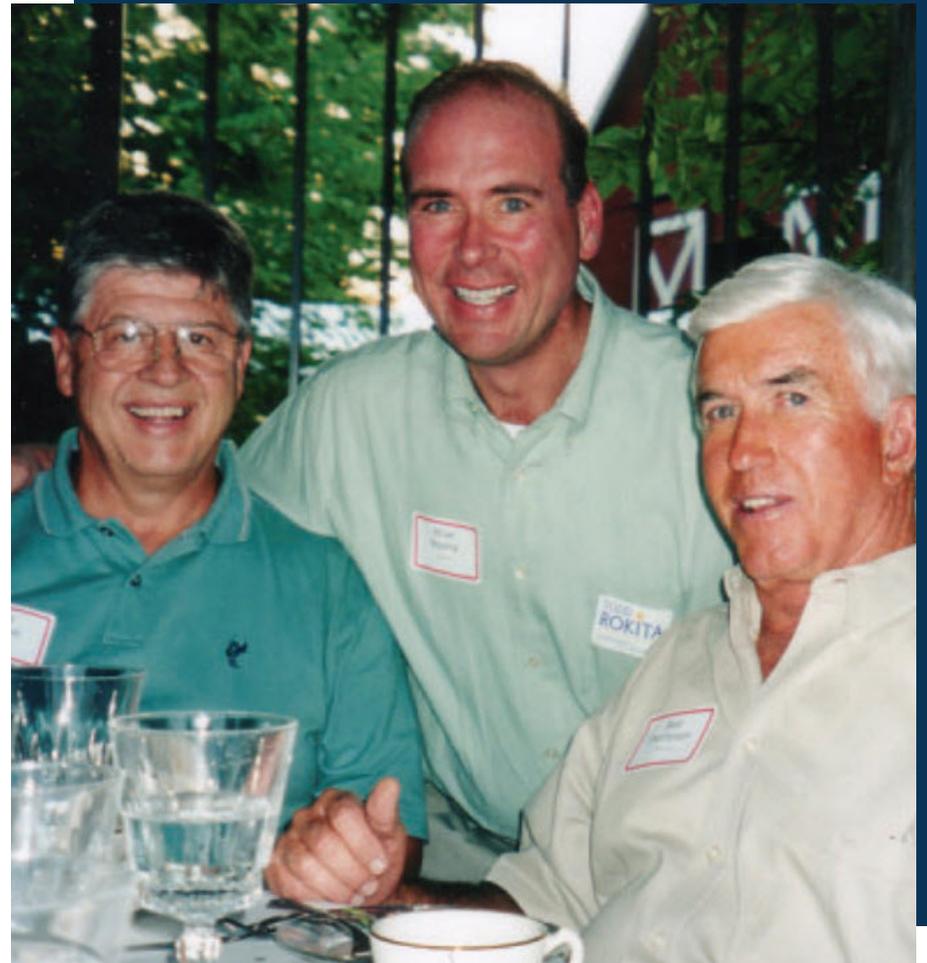
The Indiana Builders Association lost one of its legendary members in June as long-time IBA member, Bob Thompson passed away on June 5.

Bob was a tremendous supporter of the IBA, giving of his time, his employees' time, and his golf courses, to help the IBA succeed. Bob donated his golf courses to the IBA numerous times to help raise money for the association's activities. Bob and his staff always stepped up to conduct land development seminars for the IBA and never questioned helping others in the industry succeed, just as John Hart Sr. did for Bob many years ago. Bob will be missed for his many contributions to

the housing industry and his dedication to keeping housing affordable in the state of Indiana.

I was fortunate enough to get to know Bob when I first started with the Association in the mid-90's. Bob and Bill Carson (my predecessor) were best of friends and I was fortunate enough to be able to tag along with Bill and Bob on occasion as they made trips down to the casinos in southern Indiana or for an occasional game of gin rummy.

I always relished the opportunity to hear their stories and learn how they became successful in their respective careers. The one thing I always took away from their stories was the passion that Bob had for the industry, the hard work and long hours he put in to make his company successful and his willingness to give back to an industry that had given him the opportunity to become one of central Indiana's largest, most successful residential developers as his company has developed over 20,000 residential lots, 10,000 multi-family lots and numerous commercial sites.



Above: Always working to promote the housing industry, Bob Thompson (right) was actively engaged in central Indiana politics. Pictured from left to right: Bill Carson, IBA CEO (1963-2006); Former Indiana House Speaker Brian Bosma; and Thompson.

RN Thompson and Associates also built and/or managed 13 golf courses in Indiana. If you were a golfer in central Indiana, it wasn't uncommon to see Bob checking on his golf courses on a daily basis, making sure things were running smoothly.

Bob not only gave back to the Association, but he was a relentless advocate for St. Mary's Child Center in Indianapolis. St. Mary's Child Center provides early education opportunities such as pre-school, to low-income families in the Indianapolis area. Bob and Bill Carson were instrumental in the construction of a 10,000 square foot building for St. Mary's in the 80's and called upon others in the construction industry to join in the cause. Once the first building reached capacity, Bob Thompson donated a second building with 15,000 square feet in 1998, located at Fort Benjamin Harrison.

I now have the honor of serving on the Board and St. Mary's Child Center and I owe a huge debt of gratitude to Bob for his commitment to helping the lives of underprivileged children in central Indiana.

He truly has made the lives of many better whether through his work at St. Mary's or the thousands of lots developed that Hoosiers now call home.



Above: Bill Carson (left) and Bob Thompson were long-time friends and had a history of playing pranks on each other.

## Professional Designation Programs 2020 Course Offerings



### ● Certified Green Professional (CGP) Program Aug. 17-19

- Aug. 17-18 High Performance Building for Building Professionals  
Cost: Member \$50, Non-Member \$100  
Registration Deadline: Aug. 10
- Aug. 19 Basics of Building or hold an NAHB designation  
Cost: Member \$25, Non-Member \$50  
Registration Deadline: Aug. 10

Training Description: These courses provide a solid background in green building methods, as well as the tools to reach consumers, from the organization leading the charge to provide market-driven green building solutions to the home building industry.

### ● Universal Design Essentials Oct. 13

Training Description: This course focuses on successful integration of Universal Design in single family residential construction projects - new construction as well as remodeling and from affordable to luxury.

Cost: Member \$25, Non-Member \$50  
Registration Deadline: Sept. 29

### ● EPA Certified Renovator Training October 20-21

Training Description: Become certified to perform renovation, repair, and painting projects that disturb lead-based paint in homes, child care facilities and pre-schools built before 1978 in accordance with EPA's Lead Renovation, Repair and Painting Rule (RRP Rule).

Cost: Member \$50, Non-Member \$100  
Registration Deadline: October 12  
This course will be offered at Ivy Tech Community College-Lawrence Campus

TIME: 8:30 a.m. - 4:30 p.m. EST

LOCATION: Indiana Builders Association (IBA); 101 W Ohio Street, Ste. 710, Indianapolis, IN 46204, unless otherwise noted.

All course materials, parking, refreshments, and lunch are provided.

#### How to Register:

Online: [business.buildindiana.org/events](http://business.buildindiana.org/events)  
Email: [Abigail@BuildIndiana.org](mailto:Abigail@BuildIndiana.org)  
Fax: 844-272-4932  
Call: 800-377-6334, ext. 203

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# Home Innovation Research Labs Recognizes IBA members with 2020 NGBS Green Partners of Excellence

Individuals and companies are recognized yearly for outstanding contributions to advancing green building in their communities and commitment to voluntary, market-driven, third-party certification of high-performance homes. In celebration of the recent release of the 2020 National Green Building Standard (NGBS), the latest version of the standard upon which Home Innovation's national certification program is based, there were 20

individuals or companies recognized in each of three categories – Single-Family Builders/Developers; Multifamily Builders/Developers; and NGBS Green Verifiers.

IBA is proud to have our members recognized in each category:

Single-Family Builders & Developers:

- **Coolman Communities; Valparaiso, IN**

Multifamily Builders & Developers:

- **Sterling Construction; Mishawaka, IN**

Accredited NGBS Green Verifiers:

- **Christin Kappel, NGBS Green MASTER Verifier, Energy Diagnostics, Inc.; Indianapolis, IN**
- **Chris Schwarzkopf, NGBS Green MASTER Verifier, Energy Diagnostics, Inc.; Valparaiso, IN**

Congratulations to each of the individuals recognized!

## 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



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

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).

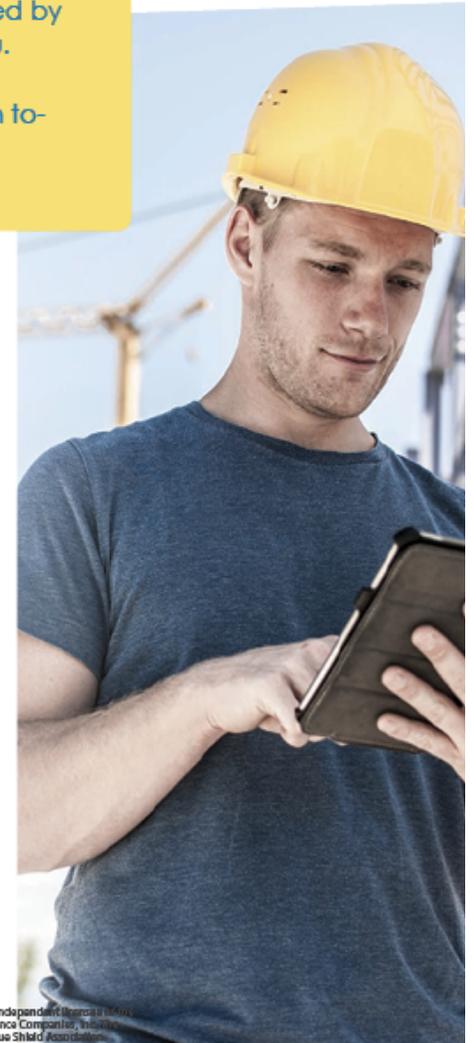
The IET and Anthem have your back when it comes to making your health care experience more affordable, personal and accessible, by offering you:

- 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 Raelle Hurtekant today to learn more about choosing a health care plan through IET.



Anthem Blue Cross and Blue Shield is the trade name of Anthem Insurance Companies, Inc. Independent licensees of Anthem Blue Cross and Blue Shield Association. ANTHEM is a registered trademark of Anthem Insurance Companies, Inc. The Blue Cross and Blue Shield names and symbols are registered marks of the Blue Cross and Blue Shield Association.

# IBA REMODELER OF THE YEAR NOMINATIONS DUE OCTOBER 5

Applications can be found at [bit.ly/38YmsTj](http://bit.ly/38YmsTj)

# Beauty is in the eye of the beholder-municipality



## Advocacy Angle

By Carlie Hopper

*Governmental Affairs Director*  
Indiana Builders Association

NAHB's Residential Design Standards: How Stringent Regulations Restrict Affordability and Choice report finds "Regulations that artificially raise housing prices without direct ties to public health and safety should not be prioritized over meeting the shortage of affordable homes for families." The report provides examples of communities across the country where mandatory design standards have been introduced, resulting in legislation to prohibit such requirements.

During the 2020 legislative session, the Indiana Builders Association and other housing and business organizations supported legisla-

tion to prohibit mandatory design standards. The legislation was met with stiff resistance from local units of government and architects who esteem aesthetics over attainable housing. Rest assured, the IBA will continue to educate legislators on the need to protect consumer choice and Hoosier jobs, eliminate government intervention in private contracts, and keep housing attainable for hard-working Hoosiers.

Our members create jobs and strengthen our economy by providing one of life's basic needs –shelter. Building homes that are desirable and will sell is an absolute necessity for home builders to provide for their families. To meet the needs of

buyers, home builders invest in market studies to learn what homebuyers want, and equally as important, what homebuyers can afford. Our members quite literally cannot afford to build housing that won't sell either because it's priced too high or it's not what homebuyers want.

We are mindful of the toll that COVID-19 has had on families, communities, and businesses, and while we anticipate there will be many bills filed during the 2021 legislative session aimed at resolving pandemic-related issues, it is critical that Hoosiers have housing that is safe and attainable.

We have all heard the phrase "beauty is in the eye of the beholder", which means that what one person finds beautiful another person may not. In some Indiana communities, beauty is less subjective, and in fact, it is quite prescriptive – mandating that new homes have brick exterior or on large lots, lots of windows, side-loading 2-car garages, varying roof pitches, a front porch, and the list goes on. Government intervention through mandated design standards drives up the cost of housing making it unattainable for many families.

**COULD THIS HOUSING BE BUILT IN YOUR COMMUNITY?**

**MAYBE NOT.**

## Digital Manual Coming Soon

Beginning September 1, all builder members can order the Indiana Quality Assurance Builder Standards in digital format.

- Sign the online commitment form
- Incorporate the Standards and mediation/arbitration into customer contracts
- Provide your customers with the Standards
- Market yourself as a Standards Builder using our new resources toolkit

**INDIANA QUALITY ASSURANCE BUILDER STANDARDS**

Call (317) 917-1100 for more information

# Governor Holcomb reappoints IBA past president to council



Governor Eric Holcomb has re-appointed David Kovich of Komark LTD in Lafayette to the Indiana Land Resources Council. The Indiana Land Resources Council (ILRC) was created in state law to assist local and state decision-makers with land use tools and policies. The ILRC is composed of representatives from county and municipal governments, home building and land development, business, environmental interests,

soil and water conservation districts, and forestry, as well as a land use expert and a farmer. The ILRC's mission is to evaluate all types of land use, not just agricultural land use.

David served as president of the Indiana Builders Association in 2003 and is a member of the Builders Association of Greater Lafayette.

# Donation from Lafayette home builder makes huge impact on community

Barney Scheumann with Tempest Homes and the Scheumann Foundation, Inc. generously donated

\$40,000 to Food Finders in May! For every home sold in the month of May, Tempest Homes donated \$1,000, and the Scheumann Foundation, Inc. matched that amount. This donation will provide 120,000 meals to individuals, families, children, seniors and veterans in North Central Indiana. Barney is a member of the BA of Greater Lafayette.



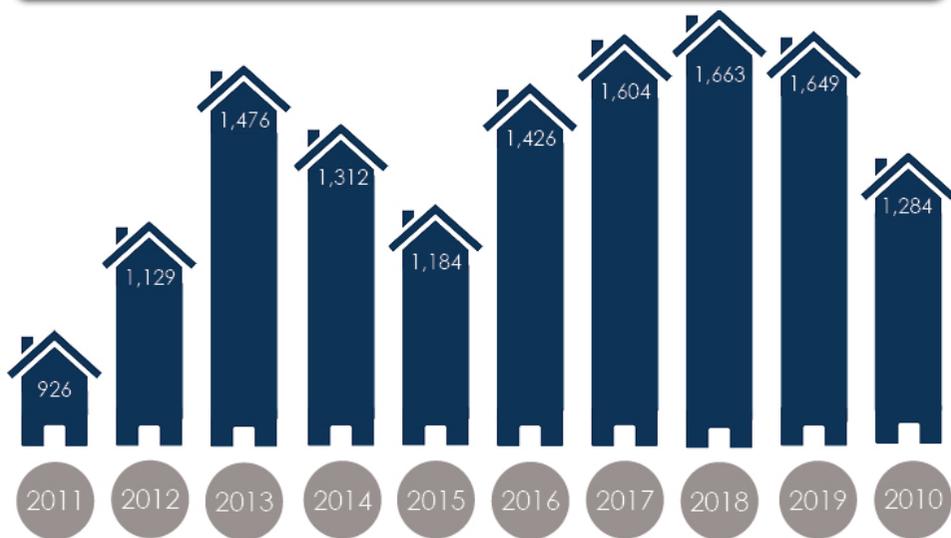
Left: Barney Scheumann presents Food Finders Food Bank, Inc with a donation on behalf of Tempest Homes and the Scheumann Foundation, Inc.

# Permit numbers up 1% for first five months of 2020

“We are continuing to see a steady increase in housing demand this year,” said IBA CEO Rick Wajda.



## May Indiana Single-Family Building Permits



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

## WANT TO START GETTING MONEY BACK FOR PRODUCTS YOU ALREADY USE?



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Local Association  
**Spotlight:**  
 Home Builders Association  
 of St. Joseph Valley

Article submitted by  
**HBASJV Chief Executive Officer  
 Bob Penrose** —

## Thriving Despite the Challenges

We've all heard the expression, "When life gives you lemons, make lemonade.", and, for a lot of us, the first half of 2020 has been a bit of a lemon. However, despite the challenges facing our association, our industry, and our community, the Home Builders Association of St. Joseph Valley is determined to thrive.

Led by our forward-thinking Board of Directors and dedicated committee members, our association continues to increase member engagement and community impact by embracing new ideas.

Our most recent events highlight this positive energy and growth.

### The Builders Showcase

In March, when Governor Holcomb issued his "Stay-at-Home" order for public safety, our association, like many others, was forced to cancel an extensive calendar of meetings and events. Within days of the order, our Builders Showcase planning committee, and our Board of Directors began meeting (virtually, of course!) to determine the best course of action regarding our annual parade-of-homes event, the "Builders Showcase".

Despite a thick cloud of uncertainty, our leaders developed a new plan to delay the event by one month, make arrangements to welcome in-person visitors safely, and simultaneously create something we had never done before – the Virtual Home Tour Experience. Two of our newest members who specialize in media content and website development helped enhance our website to a new level. Our builder participants doubled their efforts to complete their homes and get them "photo-ready" in time for the new website launch.

When the website launch countdown hit zero on the eve of the Builders Showcase, visitors were greeted with an in-



Above: The 2020 HBASJV Builders Showcase featured an enhanced Virtual Tour Experience at [www.hbashowcase.com](http://www.hbashowcase.com)

teractive map and links to each participating home's page, which included descriptions, special features, floorplans, photo galleries and 3D walkthroughs. While they were there, they could plan their in-person visits, request additional information, and vote for the "People's Choice" award.

For two weekends in June, our builders welcomed record numbers of guests, and managed crowds by implementing the recommended health precautions. The Virtual Tour website welcomed nearly 7000 unique visitors and over 28 thousand page views over the 10-day period. Our 2020 Showcase not only met, but exceeded its budgeted revenue-generating goals for the association. By all measures, the event was an overwhelming success, and it became clear that our community still considers home building and homeown-

ership to be an essential part of our lives.

### Golf Outing

On the topic of overwhelming successes, our association also held its annual golf outing in July. After having to cancel all in-person events since March, the golf outing was our first large group gathering of members.

In similar fashion to our Showcase committee, our Golf Outing planning team met faithfully despite the uncertainty, hoping to create a memorable event for our members. As the last putt was sunk in the 2020 Golf Outing, the scorecard showed a 45% increase in golf team registrations, 110% sold-out sponsorships, 30% more Ball Drop Raffle tickets sold, and an unprecedented amount of positive feedback from attendees. Our members and their industry guests built upon their business relationships, laid the foundations for new ones, and celebrated their success.

### Government & Regulatory Affairs

Over the past year, our tireless Regulatory Affairs Committee has opened new doors (sometimes through persistent knocking) with local government leaders and officials. They established a recurring "Builders Breakfast Series", a small-group setting where our members can



Above: HBASJV Board Member and event Chairperson Karen Schneider kicks off the 2020 Builders Showcase in a welcome video.

meet with representatives from local agencies such as the Building Department, Health Department, Area Plan Commissions, City Development and County Engineering Offices to name a few.

Through this committee, our local HBA has an open dialogue with the offices that impact building and development in our community, who recognized our members' value as consultants, partners, and industry professionals.

**Workforce Development**

Our newest committee, the Workforce Development Council, will address the education, training, and labor challenges facing our local industry. By growing our established Building Trades programs, and partnering with other organizations in our community, we hope to capitalize on the "essential" nature of our industry and fulfill construction opportunities.

In the midst of 2020's challenges, we are creating a new Job Board on our

website that will provide our members with an advantage in filling needed positions.

**Upcoming Events**

On September 9th, we will welcome NAHB Economist Robert Dietz for a Virtual Economic Outlook Event. This event will bring together other local associations in our industry (South Bend Realtors Assoc., Michiana Mortgage Bankers Assoc., and our neighbors at the Builders Association of Elkhart County). Although there are a few details to finalize, we are confident this event will be another great highlight for 2020.

October will bring with it our fourth annual Fall Showcase of Homes. The success of the Spring Showcase has energized our planning committee, who have already begun to re-imagine our Fall event. The virtual aspects implemented in the Spring Showcase have revealed new possi-



*Above: HBASJV Members meet with South Bend building officials during a Builders Breakfast Series meeting.*

bilities and opportunities for growth. We plan to broaden the types of construction projects that are on display and feature more talented members than ever before.

We have all experienced the unrest and uncertainty of 2020 in our own ways. However, as the rest of the year unfolds, we may find that the first half of this year turns out to be the catalyst for a disruptive change, one that will usher in a paradigm shift that will redefine the future for our association. Who wants some more lemonade?



*Above: HBASJV Members meet with high school building trades students in January at their class project home build.*

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# MEMBER-ONLY BENEFIT SPOTLIGHT

GO TO [SBGPINC.COM](http://SBGPINC.COM) AND CLICK:**REDEEM YOUR BPA**

Since 2009, SBGP has partnered with State Home Building Associations, to offer their private business planning services to builders, remodelers and HBA Associate members of select states throughout the country. We are pleased to announce that since May, IBA members now have access to their nationally recognized BPA and BPA Process.

Through their years of working heavily in this industry, they have built a team of builder, remodeler, and HBA Associate member specialist coaches to help members create a plan around their most challenging issues:

- ✓ **Identifying Your Vision**
- ✓ **Creating a Marketing Plan**
- ✓ **Creating a Sales Plan and Process**
- ✓ **Recruiting & Maximizing Team Engagement**
- ✓ **Understanding and creating KPIs (Key Performance Indicators) and a Company Dashboard**
- ✓ **Creating and Documenting Overall Company Systems and Processes**

Through their six step Business Diagnostic & Plan of Actions (BPA), the SBGP Team identifies what is working, notes what is not, asks you a litany of questions, disseminate and fully documents everything that is discovered. Finally, they conduct DISC Profile and Motivational Assessments with you and up to 10 members of your management team (including a team "scatter chart") and blend the results into your BPA. These assessments are also compliments of the Indiana Builders Association, to truly personalize your plan.



**INDIANA  
BUILDERS  
ASSOCIATION**

# BYF Ambassadors Respond to Virtual Classrooms

Submitted by:  
Mathew Nance  
Build Your Future Indiana  
matthew@mattisoncorp.com

industry to reflect the wide range of professions available, to make career education and awareness a priority in their community, and to provide a path for ambition to training to job placement as a craft professional.

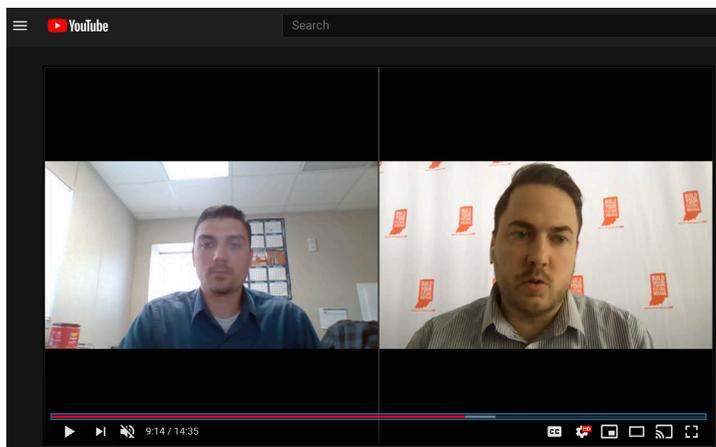
“As a young professional, I feel it is important to change the viewpoint, showcase the enjoyable career path, and help get more students involved - after all, they are the future of everything we build,” describes H-E Homes co-owner and current BYF Ambassador Andrew Brindley.



When—like the rest of the state—BYF Ambassadors learned students were going to be home for the rest of the spring semester, they were at a loss initially. A large portion of their work has always been visiting with classes and attending college fairs to talk about the trades and the myriad of opportunities that exist within the construction industry.

Through the Ambassador experience, relationships are built between the ambassadors and students and parents. Andrew says he enjoys, “getting to know the parents and kids, having a strong connection with them, and providing a real-world example that construction can be a real possibility for a great career.”

In response, BYF launched the My Journey to Construction series. This playlist provides virtual interviews with trade professionals discussing their path to the industry and why they find value in students considering the trades today.



Above: Mathew Nance with BYFI conducts an interview with a BYF Ambassador to discuss the many opportunities the program presents.

The videos can be found on YouTube by searching “My Journey to Construction” or by visiting this URL: <https://bit.ly/2WkROOL>.

BYF Ambassadors have three goals. When visiting with students and parents, Ambassadors are constantly trying to shift public perception about careers in the construction

If you’d like to join the crew of BYF Ambassadors and have the chance to talk to the next generation of craft trade professionals, BYF is looking for individuals all over the state to serve. To learn more about the BYF Ambassador program or to sign up to serve, email Mathew Nance at [matthew@indianaconstruction.org](mailto:matthew@indianaconstruction.org).

# Scholarship applications due Oct. 30

The Indiana Builders Association has funds available for projects and scholarships that benefit the housing industry through the Indiana Builders Charitable Foundation (IBCF) and IBA’s Educational Scholarship Foundation. Information about these funding opportunities is provided below along with links to the applications which are due October 30, 2020.

## Indiana Builders Charitable Foundation

The Indiana Builders Charitable Foundation (IBCF) is managed by the Central Indiana Community Foundation with direction from the IBCF Advisory Board.

Proposals for funds from the IBCF should include a description of the project, how the educational cause enhances the knowledge and under-

standing of the housing industry and career opportunities within the housing industry, and the amount of funds needed to accomplish the project.

## Indiana Builders Association Educational Scholarship Foundation

The Indiana Builders Association Educational Scholarship Foundation honors IBA’s long-time CEO, the late Bill Carson, by providing youth the opportunity to become the dream-makers of future generations.

The Foundation will award scholarships to deserving students who have chosen the building industry as their vocation. Scholarships will be awarded to individuals desiring to continue their education to enhance their career in the building industry, whether it be a structured degree, certification, designation apprenticeship, or an approved continuing education class.

Applicants must be a legal resident of Indiana and live in the jurisdiction of the Indiana Builders Association.

A link to the applications is provided to the left, and applications are due October 30, 2020 to: IBA Educational Scholarship Foundation, 101 W. Ohio St., Ste. 710, Indianapolis, IN 46204 or by e-mail to [Rick@buildindiana.org](mailto:Rick@buildindiana.org).

# Diary of a Mad Home Builder

## “The Perils of Do-It-Yourself Home Building”

Written by A. WILLIAM CARSON  
Published by the Indiana Builders Association  
[www.BuildIndiana.org](http://www.BuildIndiana.org)



**April 1 (Fool's Day)** - My banker was very friendly. Said he wished I would get a builder because I didn't know what I was doing. Best rate I could get was four points above prime because I was too marginal with no experience. Also said I'd get the money in stages after I showed proof of payment to subs. What nerve! I didn't realize there would be this much paperwork. Missed three hours of work. He gave me a calendar though.

**April 26** - Took 25 days to finally agree on house plans. Never dreamed there were so many details. Discovered that my wife is a very nasty person. Think I'm getting a nervous condition.

**May 4** - Finally swung the deal on the lot. The developer said "Take it or leave it!" Said the builders buy several lots at a time and that's why they get discounts and that I didn't qualify. I know I paid too much, but I'll easily save enough to offset it later. He didn't show me much respect.

**May 6** - Somebody's going to pay for this on election day. You need a Ph.D. just to fill out all the forms for permits and licenses and go to all the various government offices. There was less red tape when I joined the Navy. Somebody will pay. Missed five hours of work.

**May 7** - Staked out my lot as best I could. I didn't have one of those tapes, so I just stepped it off. Wonder how builders square the house on the lot? I guess it's no big deal.

**May 8** - Met excavator early in the

a.m. He said only a fool would build a basement on that lot. Too low! I let him know in no uncertain terms that it was my money and to dig. He was grinning when I left for work. Diary of a Mad Home Builder "The Perils of Do-It-Yourself Home Building"

**May 10** - The excavation was filled with water. I told him to fill the damn thing back up and I chalked my loss up to "experience". I'm a nervous wreck.

**May 11** - The foundation guys told



me it would be at least three weeks before they could get to my job. They had to take care of their builders first. I hate delays.

**May 12** - The lumber man said that I could qualify for discounts as soon as I bought at least \$250,000 worth of materials. I told him that was discrimination. He agreed. He also would not guarantee any prices because lumber prices were fluctuating almost daily. Told him I wouldn't stand for that kind of treatment and would shop around. Missed two days of work getting bids. Returned to original lumber man and signed up.

**May 15** - When the framing carpenter told me his price, I told him to go to hell. Told him there were doctors making his kind of money and that there were plenty of others where he came from. Said he dropped out of

medical school to become a carpenter.

**May 24** - Hired original framer.

**July 2** - Foundation man finally showed four weeks late. Foreman called me an idiot. Said that no blocks on the site, no work. I thought they brought their own blocks. I told him if he set foot off my property it would be his last step. He beat me half to death. Missed two days of work due to stitches and bruises. Had to reschedule everything. Those subs are mean.

**July 11** - Lumber finally came. Called framing carpenter and he said he had to frame a house for one of his builders first. It would be about three weeks. I kicked my dog for the first time.

**July 12** - Most of the lumber was stolen. Insurance company was very cooperative. Lumber man said it would take about four weeks to replace items. Decided not to tell the carpenter for fear he would take another job. I'm sick.

**August 13** - Lumber delivered. Called carpenter and he said the timing was not so good. He would start in four days. An extra delay because his daughter was getting married.

**August 14** - Made a list of everybody who has lied to me. Got writer cramps.



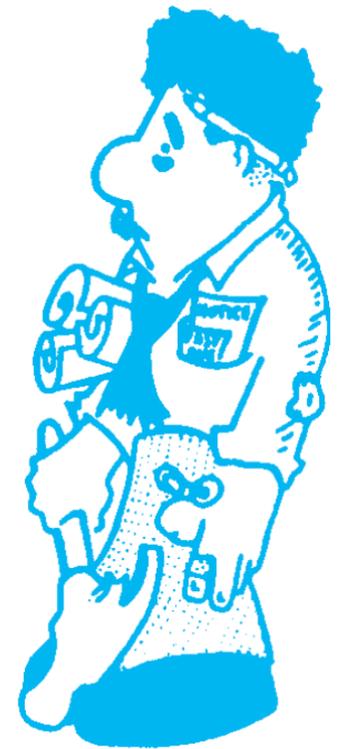
**August 14** - Made a list of everybody who has lied to me. Got writer cramps.

**August 18** - Carpenter finally showed. I almost went berserk when he pointed out that I needed a sawbox from the power company or he couldn't run his power equipment. He said I'd have to pay him for as long as it took to get one or he'd have to go to another project. I mumbled, yes, I'd pay. How was I supposed to know about sawboxes? Missed more work. Decided it's not fun to build a house.

**October 3** - Structure looks beautiful. At least it will be closed up for the oncoming winter. Neighbor told me the house looked off-center on the lot. I told him to mind his own business and get off my property. I accused him of stealing some of my lumber.

**October 6** - Roofer fell off the house today and was injured. More delays. My wife just keeps nagging. Told her to leave me alone and that I never loved her anyway.

**October 12** - Moved family to a



motel. New owners just moved into our house. Thought it would be long done before now. I have wasted a lot of money.

**October 14** - Noticed red tag on my house. The Building Commissioner explained that the framer had not built according to the Code and some small details would have to be corrected. I told him that I was "big" in the party and I wouldn't stand for this and neither would my friends in high places. He urged me to continue my political involvement and to make the corrections or no more construction.



**October 14** - Had some terse words for the carpenter, but didn't know what to tell him to correct. Told him to work it out with the inspector. Felt like a fool.

**October 23** - Scheduled plumbing, cabinets, wiring, fireplace man, and heat man - all of them at the same time. I just didn't care anymore.

**November 16** - They all showed up on the same day and it was total chaos. I didn't care! Missed work again.

**November 17** - O.S.H.A. inspector closed down project. Cited 21 safety hazards. Told him someone was going to pay "big" for this because I've got strong political connections. My doctor told me I have high blood pressure.

**November 22** - All safety requirements met. Work is in progress and all going well. Scheduled drywall company. I'm drinking too much now. I know it. Missed three more days of work.

**December 4** - Drywall men asked me why I didn't insulate the house. To save face, I told him he showed

up on the wrong date. He was very disgusted. The insulation company said it would be at least four weeks due to backlog of orders. I threatened him with physical harm and then I relented and begged.

**December 5** - Received certified letter that foundation man was suing me and received two irate calls from subs I hadn't had time to pay. Told the boss to "get off my case" that same day.

**December 6** - Discovered that the vandals had broken all the windows in the house. The insurance people said the policy did not cover broken glass. I went berserk.

**December 9** - Started going to an analyst. He advised me that I needed to be better organized. Told him the only way his fee schedule could be any higher is for him to become a carpenter.

**December 10** - Painter splashed paint all over the woodwork and carpet. I smiled at him and told him that I'd see to it that he'd never get another job. I keep a flask in my glove compartment

now to ward off the cold chills of winter.

**December 25** - Told the family the reason there was no gift exchange this year was because I had a sizeable overrun on the house. I promised next year would be better. My wife mumbled something about ignoring her advice in getting a builder in the first place. I retorted that if she was so smart why did she even stay married to me?

**December 26** - My wife sued me for divorce today. Said she couldn't live any longer with a man of my temperament and drinking habits. Said she was going to sue for the "house" and that she wanted it furnished. I headed for the glove compartment.

**December 28** - Showed up at work with an awful headache. Boss told me that I should begin the new year by utilizing my talents elsewhere. Said he'd give me a good recommendation as a builder. Smart aleck. - **AND THEY TOLD ME I COULDN'T BUILD MY OWN HOUSE!**

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Be sure to reference Indiana Builders Association for your special 15¢ discount.

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\*Fees may apply

# Takeaways for Developers After Publication of the New “WOTUS” Rule



By Steve Haughey  
Frost, Brown, Todd  
Attorneys LLC.  
shaughey@fbtlaw.com  
(513) 651-6127

The joint U.S. EPA/Army Corps’ (“the Agencies”) revised “waters of the U.S.” (“WOTUS”) rule finally appeared in the Federal Register on April 21, 2020. The revised WOTUS rule is not a harbinger to a return to the days of the “burning Cuyahoga River,” as some environmental groups have coined. At the same time, however, the 2015 version did not require farmers to obtain permits in order to reroute a drainage ditch to promote successful crop rotation, as some trade groups claimed in videos with swimsuits, beach balls, and empty canoes sitting in dry ditches. Somewhere between these rhetorical extremes lies a Clean Water Act (CWA) that strikes a proper balance between protecting water quality and promoting important economic development, and between principals of federal and state comity. Unfortunately, it will be a long time before the new appeals are completed and we see where the courts decide the revised rule falls along this spectrum.

## What are the short-term impacts of the new rule?

Eliminating more small channels, ditches, and isolated wetlands from federal permitting obligations will save time and mitigation costs. In addition, because the U.S. Geological Survey topographical maps identify perennial and intermittent streams as solid and dashed blue lines, respectively, but do not identify ephemeral streams, identifying

jurisdictional and non-jurisdictional waters during the planning stage of a project should be easier.

Eliminating the “significant nexus test” from jurisdictional determinations will also add more certainty to the planning process and reduce the time required to obtain a permit. Without the vague, subjective SNT, the hesitancy of some consultants to provide clear, definitive opinions on jurisdiction should decline, as should the hesitancy to stand firm against a potentially overly expansive finding of jurisdiction by an Army Corps employee.

## What are the long-term impacts of the new rule?

Unless states take action to require permits to fill wetlands that only have a subsurface connection to a jurisdictional water, additional wetlands will be lost to the nation’s wetland inventory. According to U.S. Department of Agriculture’s Natural Resources Conservation Service, one-third of all species of birds, 190 species of amphibians, and all of America’s wild ducks and geese need wetlands at some stage of their life to thrive. Thus, losing more wetlands could potentially lead to more endangered species, which is one of the arguments made by some opponents of the new rule.

With respect to small channels and rivulets, many are primary headwaters, home to newts, salamanders, and other amphibians that do not thrive in larger, more open, water environments. Perhaps more importantly, the process of grading or culverting such surface features leads to additional impervious surface area and increased runoff, thus increasing the risk of erosion and sedimentation of downgradient jurisdictional intermittent and perennial waters. This risk is greater if the absence of a permitting obligation is not accompanied by a corresponding increase in required planning and controls over stormwater runoff from a finished

project.

## Are there other changes that may benefit developers?

A few clarifications. First, the definition of “tributary” is revised to clarify that it must be a naturally-occurring surface channel, but also that it does not lose jurisdictional status if the flow is broken by some type a natural or artificial break (culvert, dam, etc.) as long as flow continues on the downside of the break. Second, the rule clarifies that permits are not required to fill ditches and other man-made channels unless they were constructed inside or adjoining a jurisdictional tributary or wetland. Third, language is added to clarify the “prior converted cropland” exemption and add a summary of conditions to maintain the exemption, which are important not just for farmers, but for developers buying farmland for development. And language is also added to clarify longstanding exemptions for man-made ponds, reservoirs, retention basins and certain irrigation practices.

## How will the new rule impact pending applications or pending enforcement actions?

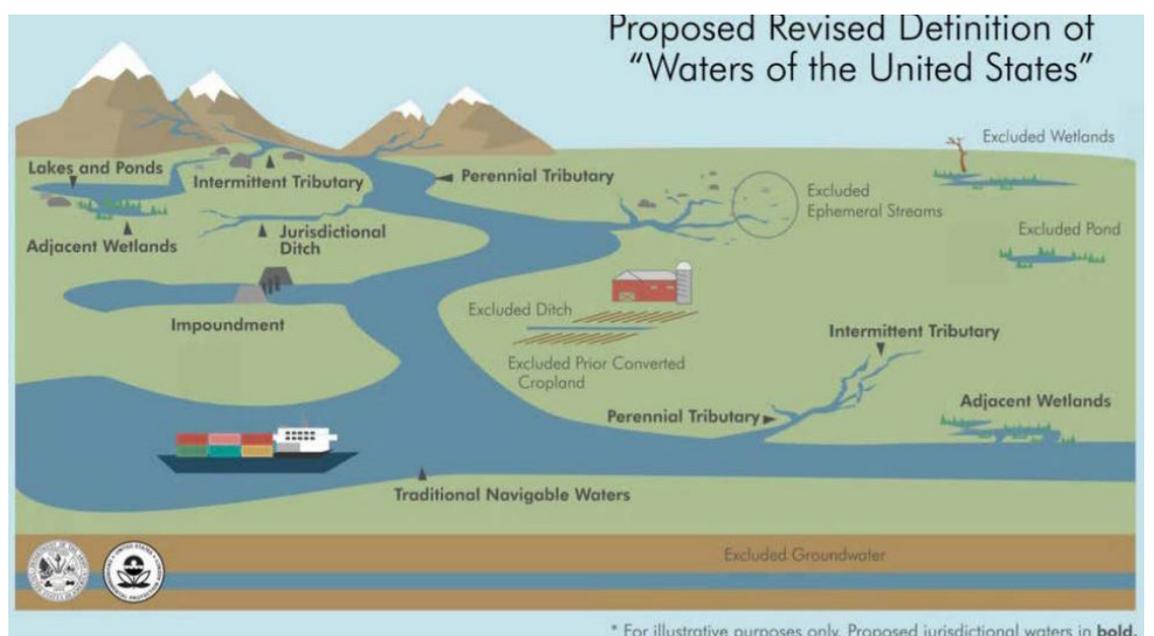
If a site has an approved jurisdictional determination (“AJD”), because of the binding, appealable nature of AJDs, the new rule does not impact them unless: (i) they have expired, (ii) a condition exists that meets the criteria for revision of an AJD, or (iii) the permit holder requests a new AJD under the new rule. For other pending applications,

including preliminary jurisdictional determinations (PJD), the applicant is free to submit a revised application or request a new PJD under the new rule.

The impact of the new rule on pending enforcement actions involving waters that were jurisdictional under the old rule, but not so under the revised rule, is not addressed in the preamble to the revised rule, but presumably the Agencies will be revisiting their position in these actions.

## What is the inside scoop for developers?

Without question, the revised WOTUS rule addresses many of the criticisms levied by developers, farmers, and some states in response to the 2015 rule. Whether it survives the onslaught of filed and pending legal challenges is uncertain, but one thing is clear: The Agencies spent a substantial portion of the 85+-page preamble to the revised rule explaining: (i) how it better conforms to the CWA’s prohibitions against regulating groundwater and land use and more closely follows the U.S. Supreme Court’s decisions interpreting it, and (ii) why a rule based on the scientific principal of “connectivity” (i.e., everything in nature is connected to everything else) is not consistent with the text of the CWA. In many respects, the preamble looks more like an opening legal brief than an explanation of an important rulemaking. But it leaves no doubt that the Agencies are prepared to do battle to support the revised 2020 version of the rule.



Above: Proposed Revised Definition of “Waters of the United States.” Modified from U.S. EPA. Available at <https://www.epa.gov/wotus-rule/proposed-revised-definition-wotus-infographic>.



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**2020 IBA Bill Carson Memorial GOLF OUTING**

**DATE**  
**Tuesday, September 29**  
 Juday Creek Golf Course  
 14770 Lindy Dr.  
 Granger, IN 46530

**FEE**  
**Foursome: \$400**  
**Individual Players: \$100**  
 Registration Deadline: Sept. 22

**11 a.m. - Registration & Lunch**  
**12 p.m. - Shotgun Start**

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**NAHB BUILD-PAC Golf Outing**  
 at Victoria National Golf Club

**WHEN:**  
 Tuesday  
**October 13, 2020**

**WHERE:**  
 Victoria National Golf Club  
 2000 Victoria National Blvd,  
 Newburgh, IN 47630

**DETAILS:**  
 \$375/Person  
 \$1,500/Foursome  
 Includes Golf, Cart and Dinner

**SCHEDULE:**  
 Registration, Lunch and Warm-up:  
 12:00-1:00 p.m.  
 •  
 Shotgun Start: 1:00 p.m.  
 •  
 Dinner, Cocktails and Reception:  
 Immediately following golf

**Register online at**  
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For questions or more information, please contact Abigail Campbell at 317-917-1100 ext. 203

*Limited overnight accommodations available – please contact Rick Wajda at [rick@buildindiana.org](mailto:rick@buildindiana.org) if interested.*




**Indiana Builders Association & National Association of Home Builders 2020 Calendar of Events**



Date		Location	
August 17-19	Certified Green Professional (CGP) Program	Indianapolis, IN	IBA Office, 101 West Ohio Street
August 31	IBA Board & Committee Meetings	Noblesville, IN	Embassy Suites Noblesville
September 29	IBA Bill Carson Memorial Golf Outing	Granger, IN	Juday Creek Golf Course
October 13	Universal Design Essentials	Indianapolis, IN	IBA Office, 101 West Ohio Street
October 13	NAHB BUILD-PAC Golf Outing	Newburgh, IN	Victoria National Golf Club
October 20-21	Certified Lead Renovator Training	Indianapolis, IN	Ivy Tech Community College -Lawrence
October 20-22	NAHB Fall Leadership Meeting	Kansas City, MO	Loews Kansas City Hotel
Nov. 30-Dec. 1	IBA Board and Committee Meetings	Noblesville, IN	Embassy Suites Noblesville
November 30	IBA Leadership Conference	Noblesville, IN	Embassy Suites Noblesville

*Notice: Event dates are subject to change due to the coronavirus outbreak.*

# Say 'Thank You' to Associate Members in September

Associate Member Appreciation Month is almost here! Join the NAHB Federation in thanking your Associate trade partners during the month of September for helping your businesses succeed. **IBA has more than 1,800 associate members, and we appreciate each and every one of you!**

IBA honors an outstanding IBA associate member every year with the Associate of the Year award. The award is given out at the December Board and Committee meetings every year. The deadline for this award is October 5, 2020. You can find the application at [buildindiana.org](http://buildindiana.org) through the Member's Only section. Another great way to recognize Associate members is through NAHB's Associates of Excellence Awards. We encourage you to apply or nominate an Associate you know for an award at [awards.nahb.org](http://awards.nahb.org) before applications close September 18, 2020.

# THANK YOU TO OUR ASSOCIATE MEMBERS!



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**ASSOCIATE AREA 1 VICE PRESIDENT**  
**GREG GERBERS**  
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**TOM SLATER**  
TIMBERLAND LUMBER CO.



**ASSOCIATE AREA 3 VICE PRESIDENT**  
**TRENT HUNT**  
LOGAN LAVELLE HUNT INSURANCE



*Left: Associate member Tim Eckert with Weber Concrete shares workforce initiatives in the Hoosier construction industry and how IBA can help.*



*Right: Associate members from Thurston Springer pose for a photo at IBA's annual Bill Carson Memorial Golf Outing.*



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NPP members enjoy exclusive offers and negotiated pricing from brands like these:






# President's Snapshots



Left: IBA members enjoy some time on the course. Pictured from left to right: Brett Harter, IBA President; Michael Schuler, President of the Building & Development Association of Southern Indiana; and Jim Pressel, Indiana State Representative and 2016 IBA President.



Left: Leaders of the Lawrence County HBA welcome IBA 2020 State President to Bedford for a membership meeting. Pictured from left to right: Morris Bennett, President; Patti Fortner, Treasurer; Brett Harter, IBA President; Melissa Hilkey, Secretary; and Luckie Jennings, Executive Officer.



Above: Brett Harter (right), IBA 2020 State President presents Lawrence Co. HBA Executive Officer, Luckie Jennings with a pendant at the local membership meeting for her 30 years of service to the federation as the Executive Officer of the local association in Lawrence County.

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For even more value, combine this offer with the National Fleet Purchase Program and Business Choice Offers. For full details on the Private Offer, NAHB members should visit [nahb.org/gm](http://nahb.org/gm).

Example offer for NAHB members who are business owners purchasing a 2020 Chevrolet Silverado 2500 HD Crew Cab 1LT 4WD.

<b>\$1,000</b> Private Offer <sup>2</sup>	+	<b>\$3,400</b> National Fleet Purchase Program (FVX) <sup>3</sup>	+	<b>Up to \$1,000</b> Eligible Accessory Cash Allowance <sup>4</sup>	=	<b>Up to \$5,400</b> In Potential Value
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<sup>1</sup>Shown with upfits from an independent supplier and is not covered by the GM New Vehicle Limited Warranty. GM is not responsible for the safety or quality of the independent supplier alterations. <sup>2</sup>Private offer amount varies by model. Up to \$500 offer for retail deliveries and up to \$1,000 offer for fleet deliveries. Valid toward the purchase or lease of eligible new 2020 and 2021 model year vehicles. Customer must take delivery by 1/4/2021. Not compatible with some other offers. Not valid on prior purchases. Offer excludes Chevrolet Blazer, Bolt EV, Camaro, Corvette, Sonic, Spark, Trax, Volt, Buick Cascada, Envision, LaCrosse, Regal, Verano, and all Cadillac vehicles. Additional GM models may be excluded from time to time at GM's sole discretion. See dealer for details. <sup>3</sup>Offer available to qualified fleet customers through 1/4/2021. Not compatible with some other offers. Take delivery by 1/4/2021. See dealer for details. <sup>4</sup>To qualify, vehicle must be used in the day-to-day operations of your business and not solely for personal/non-business-related transportation purposes. Must provide proof of business ownership. For complete program requirements, including information regarding offers, vehicles, equipment, options, warranties and ordering, consult your dealer or visit [gmbusinesschoice.com](http://gmbusinesschoice.com). Not eligible on Associated Accessories from third-party independent suppliers. Not available with some other offers. Take delivery by 1/4/2021. See dealer for details.

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## DRIVE FOR 3 THOUSAND!

HELP US GET TO 3 THOUSAND MEMBERS STATEWIDE!  
(2,638 MEMBERS AS OF JUNE 30, 2020)

IBA's membership goal for 2020 is to reach 3 thousand members statewide by year-end. To reach this goal, we'll need to focus on recruitment and retention with the help of our local HBAs. IBA is rewarding local HBAs who recruit and retain members with the following incentives:

- **Recruitment:** IBA will offer a \$220 per member recruitment rebate to local HBAs for a net membership increase in 2020. For example, if your local HBA has 100 members on 12/31/19 and has 110 members on 12/31/20, IBA will rebate \$220 to the local HBA (net membership increase of 10 x \$220)
- **Retention:** IBA will offer a \$100 per member retention rebate to local HBAs for new members recruited in Q4 2019 that are retained in 2020

### Top Recruiting Locals:

1. **Builders Association of Greater Indianapolis: 34**
2. **Building and Development Association of Southern Indiana: 31**
3. **Home Builders Association of Fort Wayne: 25**
4. **Home Builders Association of St. Joseph Valley: 18**
5. **Builders Association of Greater Lafayette: 13**

### Top Retaining Locals:

1. **Home Builders Association of Greater Terre Haute: 96.4%**
2. **Builders Association of Dubois County: 89.5%**
3. **Vincennes Area Builders Association: 89.2%**
4. **Builders Association of LaPorte County: 88.0%**
5. **Builders Association of Northeast Indiana: 86.6%**

## IBA Welcomes New Members

During the second quarter, Indiana local home builders associations welcomed 82 new members to the federation. They are listed below. To find a local homebuilder association near you, please visit [www.buildindiana.org/local-associations/](http://www.buildindiana.org/local-associations/).

Phillip Beaman, New Albany  
 Larry Bennett, New Albany  
 Greg Bickel, New Albany  
 Jay Boser, Noblesville  
 Andrew Buchanan, Henderson  
 Brandon Bushee, Fort Wayne  
 Travis Chalk, Warsaw  
 Tony Cook, Elkhart  
 Brian Cottom, Terre Haute  
 Dennis Cripe, Plymouth  
 Wendy Dant Chesser, New Albany  
 Vonn Doublas, Fort Wayne  
 Ray Dreyer, Sellersburg  
 Tim Dunaway, Corydon  
 Eric Ellingson, Fort Wayne  
 Mike Ellis, Indianapolis  
 Larry Faulstich, Plymouth  
 Eric Freeline, Elkhart  
 Michael Fries, Fort Wayne  
 Victor Furnells, Costa Mesa, CA  
 Michelle Gammons, New Albany  
 Aaron Garber, Florida

Annette Geis, Greensburg  
 Mark Gilpin, Fort Wayne  
 Kent Gootee, Louisville, KY  
 Mark Graber, Linton  
 Pat Graham, Elkhart  
 Cassie Harren, Leesburg  
 Joe Hemmelgarr, Seymour  
 David Hobbs, Louisville, KY  
 Cathy Johnson, Columbia City  
 Eric Jones, New Albany  
 Lisa Kane, Clarksville  
 Bob Kennedy, Fort Wayne  
 Andy King, Lafayette  
 Kevin Kirby, Terre Haute  
 Jeffrey Kittle, Indianapolis  
 Wendy Langston, Carmel  
 Mike Larner, New Albany  
 James Laughman, Elkhart  
 Pat Lilly, Sellersburg  
 Larry Link, Louisville, KY  
 Scott Lods, West Lafayette  
 Chris Loftus, Mishawaka  
 Joe Long, Lowell  
 Matt Lowry, Plymouth  
 Keith Mathews, Indianapolis  
 Julie Mauck, Elkhart  
 Brian McDonald, New Albany  
 Jeff McQueary, Louisville, KY  
 Tony Meek, Lafayette  
 Andrew Miller, Milford  
 Joe Miller, Millersburg

Tony Montgomery, Shelbyville  
 Corey Mosier, Williams  
 Tony Mossing, Cleves, OH  
 Henry Nichols, Indianapolis  
 Kevin Owens, Palmyra  
 Thomas Penny, Roanoke  
 Gordon Peterson, Louisville, KY  
 Carson Powell, Atlanta, GA  
 Stephen Roberts, Indianapolis  
 Nick Romeo, Lanesville  
 Matt Schaefer, New Albany  
 Dan Scofield, Noblesville  
 Todd Sears, Indianapolis  
 Drew Shafer, Brazil  
 Robert Sprigler, New Albany  
 Troy Stanton, Brazil  
 Jeff Swanson, Warsaw  
 Milena Tarpley, Crown Point  
 Jake Thacker, Evansville  
 Tim Theobald, Westchester, IL  
 Ty Thixton, Fishers  
 Barrett Thomas, Louisville, KY  
 Kelli Vieke, Indianapolis  
 Aaron Walker, Lafayette  
 Resa Warren, Plymouth  
 Steve Weldy, South Bend  
 Rachel Wisel, Roanoke  
 Travis Wisel, Roanoke  
 Martin Youravich, Louisville, KY  
 Beau Zoeller, Louisville, KY

### 2020 IBA TOP NEW MEMBER RECRUITERS

As of June 2020

- Jeff Thomas, Fort Wayne: 8**  
**Todd Pyatt, Carmel: 5**  
**Mary Ellis, Lafayette: 5**  
**Jamie Sulcer, Valparaiso: 5**



### Pro-Housing Candidates need your support on November 3

The field is set for the general election on November 3, 2020. Let's make sure that Indiana Builders PAC can provide financial support for pro-housing, pro-business candidates and incumbents. Please work to hit your association's annual goal of \$40/member. Thank you to Howard County, Fort Wayne, Greater Lafayette, Elkhart County, and Kosciusko-Fulton Counties for their contributions in 2020!

# WE'RE YOUR CONSTRUCTION SUPPORT SPECIALISTS

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**NAN ZAREMBA**

219-380-2080  
NZaremba@NiSource.com

**THOMAS COFFEY**

574-341-9385  
ThomasCoffey@NiSource.com

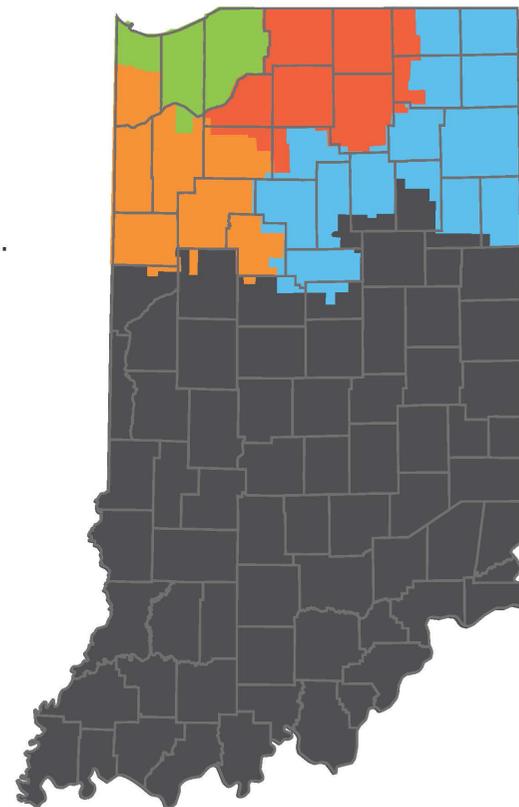
**RYAN TEDESCHI**

219-240-6757  
RTedeschi@NiSource.com

**JERRY BROWN**

260-443-6353  
JerryBrown@NiSource.com

**Please contact the representative located in your projects region to discuss your energy needs.**



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