

INDIANA BUILDER NEWS

OFFICIAL PUBLICATION OF THE INDIANA BUILDERS ASSOCIATION, INC.

WWW.BUILDINDIANA.ORG

Quarter 2, April 2021

Vol. 58, No. 2



General Assembly rolls back regulations on isolated wetlands – Awaits Governor's action

SEA 389, dealing with state regulated isolated wetlands, passed the Indiana Senate and Indiana House and now heads to the Governor's desk for final action. Once Governor Holcomb receives the bill in his office, he has seven days to sign the bill, veto the bill, or allow the bill to go into law without his signature.

SEA 389 was authored by Senator Chris Garten (R-Charlestown); Senator Mark Messmer (R-Jasper); Senator Linda Rogers (R-Granger), and 19 co-authors in the Indiana Senate. The lead sponsor in the House was Representative Matt Lehman (R-Berne).

SEA 389 does the following:

- Exempts from permit requirements for the development of cropland that has been used for agricultural purposes within 5 or 10 years, depending on situation
- Exempts permit and mitigation requirements for wetland activities in a Class I wetland that are not subject to regulation under Section 404 of the federal Clean Water Act (CWA)
- Clarifies the definition of a Class II
- Exempts from permit requirements for the development of cropland that has been used for agricultural purposes within 5 or 10 years, depending on situation
- Exempts certain wetlands within municipal boundaries
- Establishes a 14-member wetlands task force that will study Indiana's wetlands and provide a report to the Indiana General Assembly by 11/1/22



Left to right: Senator Chris Garten (R-Charlestown); Senator Mark Messmer (R-Jasper); Senator Linda Rogers (R-Granger) and Representative Matt Lehman (R-Berne)

wetland

- Clarifies that a permit is not required in a Class II wetland smaller than 3/8 acre in size (Current law exempts permit requirement for up to 1/4 acre in size)
- Makes no change to existing law as it relates to Class III wetlands and mitigation requirements
- Codifies in Indiana Code that wetland activity in an ephemeral stream does not require a permit, unless one is required under the CWA
- Exempts certain wetlands within municipal boundaries
- Establishes a 14-member wetlands task force that will study Indiana's wetlands and provide a report to the Indiana General Assembly by 11/1/22

SEA 389 received strong support during the legislative process having passed the Indiana Senate (29-19); passed the Indiana House (58-40), and received a concurrence vote in the Senate (31-19) on April 14. SEA 389 strikes a balance between reasonable regulations on

property owners with isolated wetlands on their property and protecting the environment.

"While the General Assembly ultimately decided not to mirror the federal standards under the new Waters

of the United States (WOTUS) Rule as it relates to isolated wetlands, they did provide some much needed regulatory relief for property owners as it relates to low-quality Class I isolated wetlands in Indiana. This... *Cont'd on page 3*



Indiana Builders Association Board of Directors & Committee Meetings

June 7, 2021

Schedule of Events

- 9:00-10:00 a.m.
Senior Officers' Meeting
- 10:00-10:30 a.m.
Registration
- 10:30 a.m.-12:00 p.m.
Board Meeting
- 12:00-1:00 p.m.
Grab and Go Box Lunch
Housing Protection Fund Lunch Meeting
- 1:00-2:15 p.m.
Local Executive Officers' Council Meeting
Past Presidents Meeting
Codes and Safety Committee Meeting
- 2:30-3:45 p.m.
Association Issues Committee Meeting
Government Affairs Committee Meeting
Finance Committee Meeting
- 4:00-5:00 p.m.
Scholarship Committee Meeting
Build Your Future Indiana Update
- 5:00-7:00 p.m.
Executive Committee Dinner Meeting

Keynote Speaker

US Senator Todd Young represents Hoosiers in the United States Senate. He currently serves on the Senate Committees on Finance; Foreign Relations; Commerce, Science & Transportation; and Small Business and Entrepreneurship. A fifth-generation Hoosier, Todd grew up watching his parents work hard in order to support the family. His first jobs were delivering newspapers, mowing lawns, and providing janitorial services at the family business. Todd is a graduate of the United States Naval Academy in Annapolis, Maryland. He graduated with honors in 1995 and accepted a commission in the U.S. Marine Corps. In 2000, Todd was honorably discharged from the Marine Corps as a Captain. While serving in the Marines and working as a business consultant, Todd earned an MBA and his law degree. In 2010, he ran for Congress and served three terms representing Indiana's 9th District. He was elected to the US Senate in 2016.

Meeting Location

Sheraton Indianapolis City Centre
31 W. Ohio St, Indianapolis, IN 46204

Cost

Board Lunch = \$35
An additional fee of \$5 will be applied for on-site registration.

Registration

Register and pay by **May 31**. Registration can be done online on our "events" tab at www.buildindiana.org.

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Breaking down the new housing market

Dealing with the pandemic over the past year has been tough on the entire country. We have been fortunate in Indiana, however, to have strong leadership at the state level that has allowed us to weather the pandemic in much better shape from a health and economic standpoint. The construction industry was deemed “essential” from the start by Governor Holcomb, allowing our industry to continue to be a bright spot in our economy.

Amidst a pandemic, single family housing starts increased 15% in Indiana in 2020 compared to 2019. We have consistently outperformed our neighboring states for new starts month after month, and housing demand continues to be strong in most areas of the state.

However, current strong demand for housing comes with its challenges. Lumber prices have skyrocketed more than 180% since last spring due, largely, to insufficient domestic production. This price spike has caused the price of an average new single-family home to increase by more than \$24,000 since April of last year. Rising interest rates, supply shortages, and rising material prices, particularly for lumber, threaten to put a damper on new home sales. Sales of newly built, single-family homes in February fell 18.2% to a 775,000 seasonally adjusted annual rate, according to newly re-



President's Message

By Jeff Thomas
Oakmont Development

President
Indiana Builders Association

leased data by the U.S. Department of Housing and Urban Development and the U.S. Census Bureau. This is the lowest since last May on a national basis.

From the onset, the pandemic was a perfect storm for surging lumber prices. At the same time that sawmills were limiting production during the early months of the crisis, the stay-at-home orders were leaving homeowners with ample time to work on their home improvement projects. Record low interest rates and a severe lack in existing real estate inventory caused many buyers to turn to new construction options, further exacerbating an already tight lumber supply.

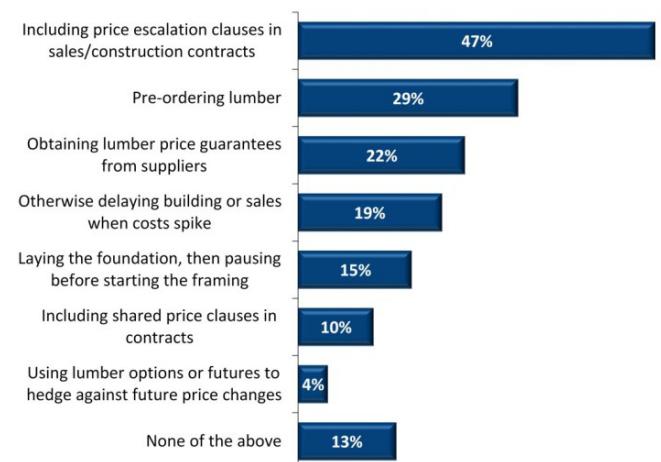
The industry faces challenging times. Meeting the demands of the home buying public with sky-rocketing lumber costs, and shortages and/or delays of other building products that go into houses makes delivering a house in a timely manner at a price buyers can afford is difficult. Not to mention the appraisal issue with new construction. There

is no “one size fits all” approach to dealing with these challenges, but NAHB and IBA are working hard to keep the membership abreast of any new developments on all of the above mentioned issues.

I am encouraged by the resiliency of our membership to continue to bring product to the market and always fighting for their customer, the homebuyer. Pushing back on regulatory costs, fee increases and other hidden costs to housing is what your association is here for. We'll continue to fight to make sure housing remains affordable and achievable in Indiana.

You can make your voice heard by participating in NAHB's Bringing Housing Home Campaign May 3-7. This is a great opportunity for you to team up with your local HBA and advocate for housing's legislative priorities at in-district meetings with your members of Congress. Please contact your local executive officer or the state office for more details.

How Builders Have Dealt With the Recent Increases in Lumber Prices
(Percent of Respondents)



April 2021 Survey for the NAHB/Wells Fargo Housing Market Index.
NAHB Economics and Housing Policy Group.

Above: NAHB conducted a study asking homebuilders how they are reacting to the rising and volatile lumber prices. In response, 47 percent of single-family builders in the HMI panel indicated that they were including price escalation clauses in their sales contracts.

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Indiana Builders Association, Inc.



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Indiana Builder News

Official publication of the
Indiana Builders Association, Inc.

Indiana Builder News is published in hard copy and online quarterly. Please direct all editorial or advertising inquiries to Abigail Campbell at 800-377-6334 ext. 203 or abigail@BuildIndiana.org.

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Isolated wetlands, cont'd

burdensome regulatory scheme has been in place for nearly 20 years and IBA appreciates the willingness of members of the General Assembly to roll-back red tape that will save property owners, farmers, developers, small businesses, and homebuyers' money for years to come," commented Rick Wajda, IBA CEO.

"Opponents of this legislation worked hard to destroy the credibility of supporters of SB 389 instead of debating on the merits of the legislation. I appreciate all of the senators and representatives who showed true grit to continue their support for a measure that will help Hoosiers in the long-run from unnecessary regulatory costs," Wajda further noted.

What is a Class I Isolated Wetland?

Defined in IC 13-11-2-25.8 as:

At least fifty percent (50%) of the wetland has been disturbed or affected by human activity or development by one (1) or more of the following:

- Removal or replacement of the natural vegetation.
- Modification of the natural hydrology.

The wetland supports only minimal wildlife or aquatic habitat or hydrologic function because the wetland does not provide critical habitat for threatened or endangered species listed in accordance with the Endangered Species Act of 1973 (16 U.S.C. 1531 et seq.) and the wetland is characterized by at least one (1) of the following:

- The wetland is typified by low species diversity.
- The wetland contains greater than fifty percent (50%) areal coverage of non-native invasive species of vegetation.
- The wetland does not support significant wildlife or aquatic habitat.
- The wetland does not possess significant hydrologic function.

SEA 389 will provide reasonable regulations for isolated wetlands across the state while keeping housing affordability in mind as the exemption for Class I isolated wetlands will reduce mitigation costs by as much as \$120,000 an acre. Mitigation costs are severely hampering economic development projects across the state, including commercial and residential development at a time when we have a need for workforce housing.

Regulations at the federal, state and local level now account for roughly 25% of the cost of a house. This is no sticks or bricks, but government regulations, such as Indiana's isolated wetlands program, pushing the price of housing up to levels that are becoming out of reach for many Hoosiers. The National Association of Home Builders (NAHB) Economics Department projects that for every \$1,000 added to the cost of a house in Indiana, 4,304 Hoosier households are priced out of the market. SEA 389 will help builders and developers bring product to the market at a price they can afford.

SEA 389 will not impact the federal regulation of wetlands in Indiana. Property owners will still be required to comply with Section 404 of the CWA as it relates to federally jurisdictional wetlands. Additionally a CWA Section 401 certification

jurisdictional wetlands will not degrade or otherwise violate the state's water quality standards.

IBA's mission is to advocate for regulatory and legislative issues that impact housing affordability across our state. IBA is proudly pro-housing and pro-economic development, but more importantly we are pro-Indiana. If Indiana isn't a great place to live, work, and raise a family, IBA members won't be selling many houses. Delivering on the wants and needs of the home buying public is a challenge IBA's members face every day and IBA believes that SEA 389 will help achieve those goals while providing appropriate protections for Indiana's high-quality wetlands.



Above: Class I Isolated Wetlands in Indiana

is still required from IDEM demonstrating that the proposed filling of

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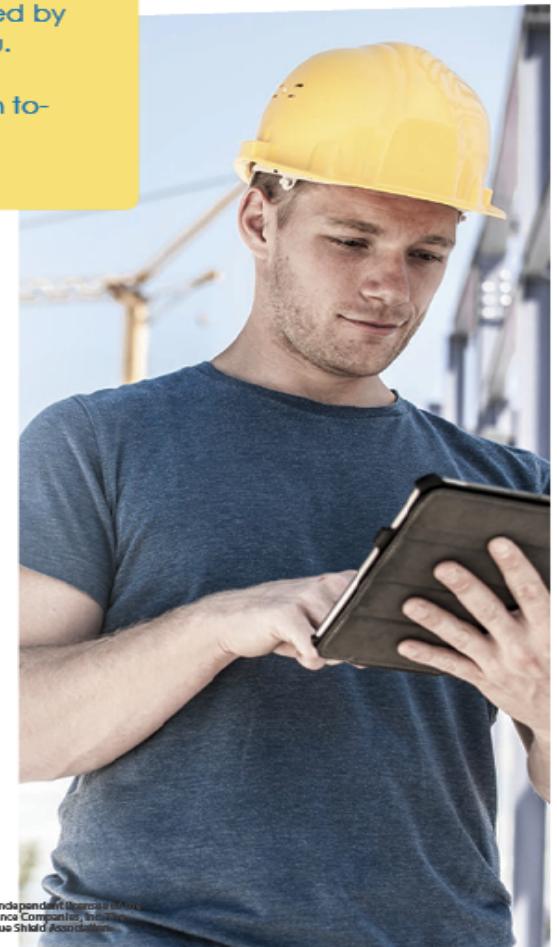
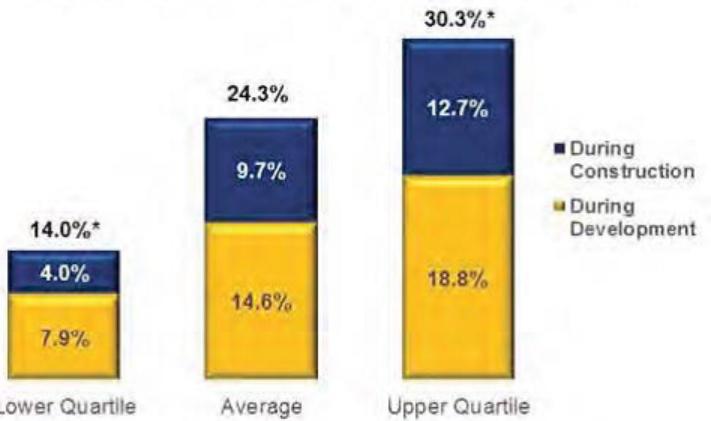


Figure 1. Regulatory Costs as a Share of Home Price



* For quartiles, construction and development costs do not sum to the total.
Source: NAHB/Wells Fargo HMI survey, assumptions described in the Appendix.

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Diary of a Mad Remodeler

“The perils of do-it-yourself remodeling”

By the late Bill Carson (1963-2006)

April 1 (Fool's day) - My banker was very friendly. Said he wished I'd get a professional remodeler because I didn't know what I was doing. Told him I received bids, but they are too high. I could do it cheaper. Best rate I could get was four points over the prime rate. He also said I'd get the money in stages after I showed proof of payment to subs. What nerve. Didn't realize there would be this much paperwork. Missed three hours of work.

April 26 - Took 25 days for my wife and me to agree on the room addition. Never dreamed there were so many details. Discovered that my wife is a very nasty person. Think I'm getting a nervous condition.

April 27 - Told my neighbor about my plans to add on. He grumbled something about liking the wide open spaces. He's normally a decent fellow. We play a lot of bridge with them.

May 3 - Somebody's going to pay for this on election day! You need a PhD just to fill out all the forms for permits and license. I didn't realize there were so many government offices. There was less red tape when I joined the Navy. Missed five hours of work.

May 6 - Started digging the trenching for the foundation today. My body aches all over. My wife says I should have it dug by someone younger and in better shape. Told her to rub on the ointment and to quit nagging.

May 7 - Couldn't get out of bed this morning. Missed a day of work. My boss wasn't pleased with the explanation.

May 9 - The man from the water company was sneering at me when he said that any fool knows to call the utility companies before digging. Said I would have to pay for the broken line. I told him where he could get off and said that the utilities make too much money anyway and that I wouldn't pay. He was grinning when he left.

May 11 - My wife is very upset. Says

she can't run the household without water and that I either get the line fixed or dig a well. Cost me quite a bit of money, but I'll make it up later by doing my own work.



May 18 - Told the concrete company that I didn't know how to figure yards of concrete and to just send the truck and pour.

May 19 - Returned from work to be met by my neighbor. He was visibly shaking. The concrete truck had backed over his prize rare Japanese tree on the way in and spilled concrete all over his yard on the way out. He was waving a limb in full bloom in his hand when he told me to get in touch with my lawyer. Boy, was he furious. I told all the neighbors to quit staring and to get off my property. My wife was crying.

May 20 - The block company man told me it would be about two weeks for delivery. Said he had to service his regular customers first. I hate delays.



May 21 - The lumber man said that I could qualify for discounts when I had bought at least \$250,000 worth of materials. I told him that was discrimination. He agreed. He also

would not guarantee any quotes because lumber prices were constantly fluctuating. Told him I wouldn't stand for that kind of treatment and would shop around. Missed another day of work getting bids. Returned to original lumber man and signed up. He said due to backlogs it would take at least four weeks for delivery. I told him that was a hell of a way to run a business.

June 13 - Decided not to do rough framing because my back was hurting from lifting blocks and bags of cement. When the framing carpenter told me his price, I told him to go to hell. Told him there were doctors not making his kind of money and that there were plenty of others where he came from.

June 18 - Hired original framer. Said he couldn't start for three weeks, due to prescheduled work. My head hurts.

June 26 - City inspector showed up to say that I had to pay for the broken sidewalk caused by the concrete truck. Said I'll never pay. Called concrete company and the man said it was my responsibility because that was the only access to my property. Told him to pay for the damage or I'd never pay the concrete bill.

June 30 - Received a bill from the city today stipulating that I must pay the bill or my building permit would be revoked. Also received a registered letter with a lien against my property for payment of the concrete bill. I kicked my dog for the first time.

July 3 - Lumber finally arrived. I was so excited. Called the framer and he said there would be a three week delay. One of his remodelers had a job for him and he had to take care of his steady customers first. I thought I'd vomit.

July 7 - Most of the lumber and all my tools were stolen. If I ever get my hands on those thieves, I'll....

July 24 - Another load of lumber delivered. Called carpenter and he said there would be another week delay. His daughter was getting married. I



told him that his delays were getting on my nerves and that it was his fault my lumber and tools were stolen. He suggested I get another carpenter. I relented, apologized and begged.

July 26 - Awful tired. Slept by the front room windows watching the lumber all night. My boss said I didn't look too good. He hoped I would shape up my work.

September 3 - Structure looks beautiful. At least it should be closed up by cold weather. My neighbor said it looked like I had built over the easement. I told him to get a survey if he didn't like it.

September 28 - I fell off the roof today and sprained my ankle. My wife just keeps nagging. Told her to leave me alone and that I never loved her anyway. Went to work on crutches.

October 6 - Tore out wall of house for access. Wife snapped at me for ruining carpet. Told her I would square out a section for tile in that spot.

October 8 - Noticed red tag on my project. The building inspector explained that the framer had not built according to the code and corrections had to be made. I told him 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 corrections or no more construction anymore. My doctor told me that I now have high blood pressure and that I was drinking too much... Cont'd on page 11

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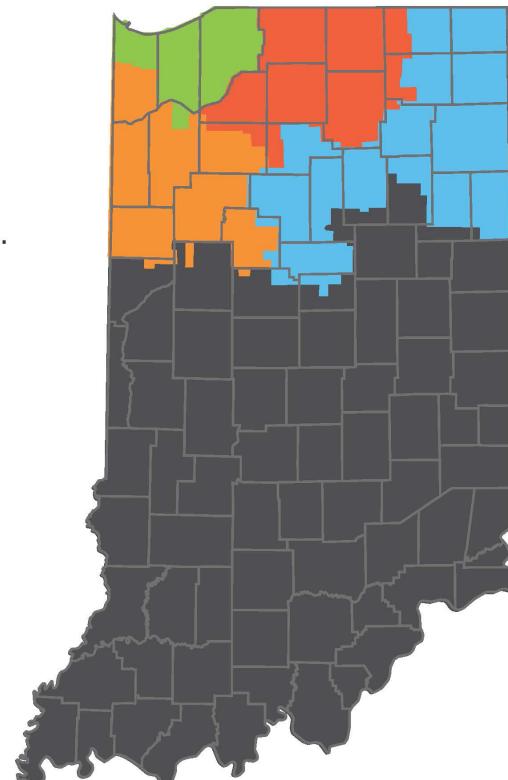
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Photos from around the state



Above: Associate Area Vice President Greg Gersbers addressed the Builders Association of Elkhart County at their membership meeting.



Above: The Home Builders Association of St. Joseph Valley held a St. Patrick's Day trivia night for their members. One of the first in-person gatherings for the association in 2021.



Above: IBA President Jeff Thomas (left) squeezes in a few rounds of golf with IBA Vice President Paul Schwinghammer.



Left: The Builders Association of Greater Lafayette recently had an opportunity to discuss lumber and material supply issues with US Congressman Jim Baird (middle). Pictured: Mary Ellis (far left) Jim Andrew (left), Steve Schreckengast (right), and BAGL President Ryan Kennedy (far right).

IBA throwbacks



Left: 2008 – Now Lt. Governor Crouch attends a home builders meeting in Evansville. Pictured from left to right: Crouch; and Carl Shepherd, IBA 1998 State President.



Left: 2004- Political networking. IBA leadership meets with US Senator Evan Bayh in Washington, DC. Pictured from left to right: Larry Coplen, IBA 2004 State President; Bayh; and Mike Bell, IBA 2005 State President.



Left: 2004- IBA Associate Area Vice President Tom Slater (left) presents Billy Greenwell with the top membership recruiter award for recruiting 28 members in 2003.



Left: 2004 – Ron Dauby, David Kovich, and Mike Zehner discuss housing issues at an IBA Board Meeting.



2021 IBA Bill Carson Memorial GOLF OUTING

DATE

Thursday, September 16

Idle Creek Golf Course
5353 Rianne Marie Lane
Terre Haute, IN 47802

FEE

Foursome: \$400

Individual Players: \$100

Registration Deadline: Sept. 9

12 p.m. - Registration & Lunch

1 p.m. - Shotgun Start

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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
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Local Association Spotlight:

Building Association of South Central Indiana

Executive Officer: Jason Bell, Bell's Vacuum and Appliance

The Building Association of South-Central Indiana (BASCI) serves Bartholomew, Brown, Monroe and Owen counties.

BASCI is dedicated to the belief that all Americans should have the right to fulfill their dream of homeownership. Their members work hard to provide well-constructed and appropriately located homes in attractive communities, with easy access to educational, religious, recreational, and shopping facilities.

Membership recruitment pays

According to BASCI Executive Officer Jason Bell, BASCI started 2020 with strong membership growth, but then, like most local associations, had a hard time recruiting during the pandemic. In February of this year, they reinitiated efforts and gained 6 new mem-

bers in a month and a half. BASCI's 11-person board is committed to recruiting 2 new members each for a total of 22 new members this year. To help aid recruitment efforts, they will be giving away \$100 gift cards of the recipient's choice for each new member they bring in to the association!

Events for the entire community

"Our Home Show has always been very successful, Bell said. "We cover 80,000 square feet with over 230 booths. Our Parade of Homes is an event that the public always talks about for years after seeing the homes on display. This year we were not able to have our Home

Show but we plan on having two golf scrambles, a Parade of Homes, and possibly a car show."

New committees to further goals

BASCI added several new committees this year. Communications, governance and membership committees will join their lineup of current committees: parade, home show and golf committees.

BASCI believes its responsibilities are to its customers and to its community. Members deal fairly and honestly with customers, employees fellow sub-contractors and suppliers. As members of a progressive industry, they promote high standards for health, safety, and sanitation. They encourage their membership to research and develop new and better materials, building techniques and equipment, and provide ongoing monitoring of legislative proposals affecting their members and industry.



Above: Habitat for Humanity joins more than 230 booths at BASCI's annual Home Show in 2019.



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Hoosiers want the right to work

Joint column by IBA, Associated Builders and Contractors of Indiana and Kentucky

Over nine years ago, then-Governor Mitch Daniels and the Indiana legislature boldly led Indiana to become the 23rd state to adopt a right-to-work law. Today, more than a third of the states across the country have adopted a right-to-work law.

Indiana's right-to-work law protects every Hoosier's right to affiliate with a union, but it forces no Hoosier to do so. The Associated Builders and Contractors of Indiana and Kentucky and the Indiana Builders Association believe no worker should be required to join a labor union or pay dues to an organization.

Indiana is the nation's premiere business-friendly state, in part, because companies and entrepreneurs prefer to create jobs in states that understand the importance of privacy and free choice. This point is proven by Michigan and Kentucky, where, following Indiana's lead, right-to-work laws were adopted so that they could compete to attract business to their states. In fact, Indiana was ranked 5th best among all states in Chief Executive Magazine's "Best and Worst States for Business". In its survey of 513 CEO's, Indiana ranked #1 as the Midwest's Best State for Business.

We know that Hoosier small businesses are the backbone to Indiana's thriving economy. Unfortunately, our pro-business laws and regulations are under assault. The Protecting the Right to Organize Act – dubbed the PRO Act – was recently introduced in Congress and directly threatens Indiana's right-to-work law. This legislation would negatively impact the Hoosier construction industry at a time of prevalent worker shortages and exacerbate the housing affordability crisis. The PRO Act's proposed codification of a broad joint employer standard and adoption of a rigid test for determining whether a worker is an employee or independent contractor is concerning. The very bedrock of the construction sector and the contracting business

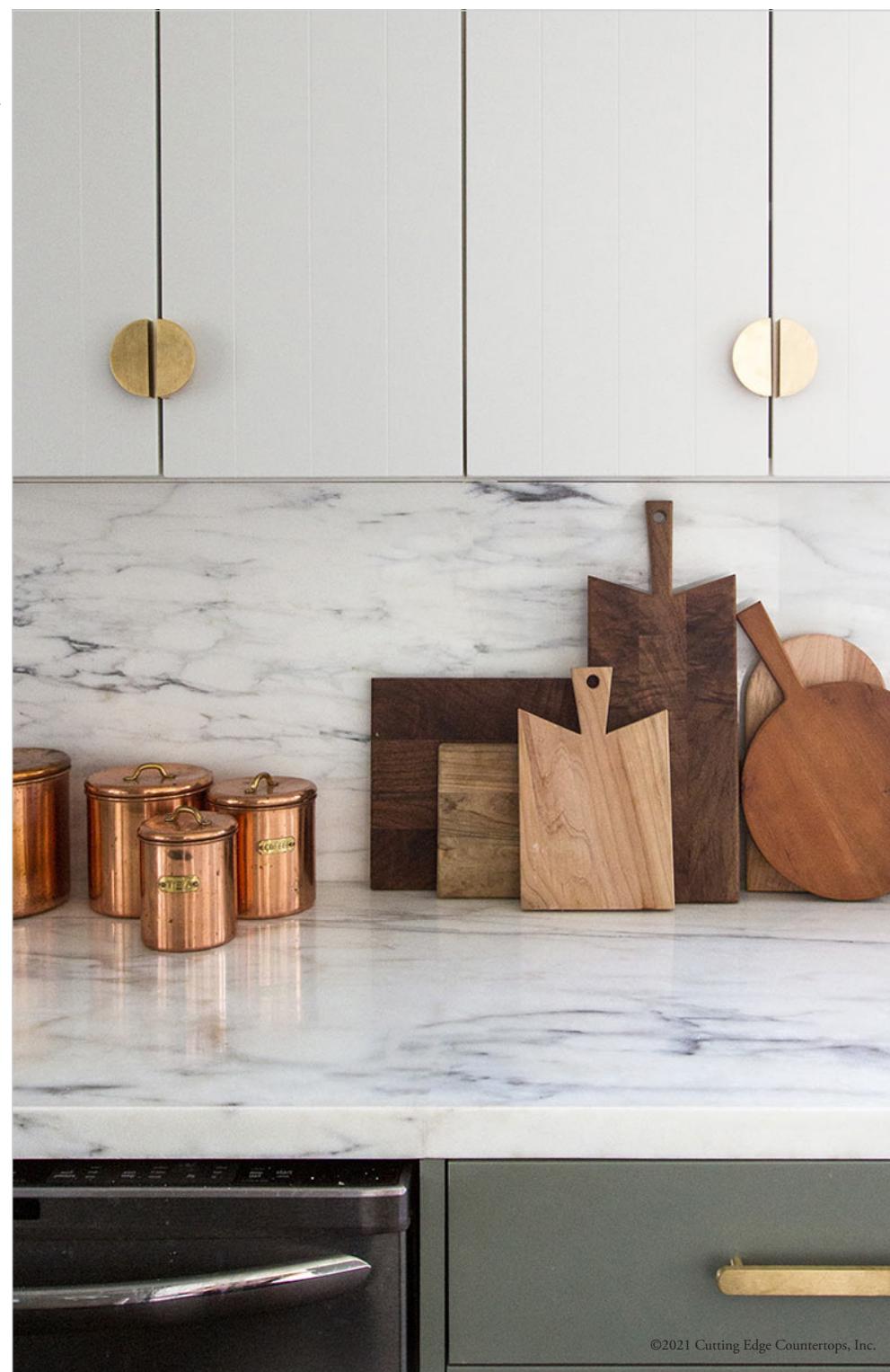
model is in danger.

The U.S. labor market is stronger than it has been in decades. Half of the states have unemployment below 6%. The states that have the strictest labor and workforce policies, California and New York, are the states with the highest unemployment rates. The current administration plans to mirror labor laws like those in California, even though Californians are already fighting to repeal their state labor statutes.

Data from the U.S. Bureau of Labor Statistics shows that union members accounted for only 8.3 percent of wage and salary workers in Indiana. Nationwide, union members accounted for 10.8 percent of employed wage and salary workers in 2020. One of the many dangerous provisions in the PRO Act has the potential to completely upend business models that allow individuals to work independently. The building industry relies on a network of general contractors, subcontractors, and entrepreneurs that specialize in a range of specialized services. For most builders, there is simply insufficient internal demand to justify hiring individual employees for the countless trade-specific tasks required to complete a home. Without these subcontractors and independent contractors, many family-owned small businesses would simply cease to be viable operations.

This legislation would also completely end employee privacy laws. Unions would have the ability to force employers to turn over employees' personal information – including cell phone numbers, emails and home addresses in advance of a union election without the opportunity for employees to provide consent or opt out. The list of anti-business, anti-freedom provisions in the PRO Act is staggeringly long and unequivocally wrong.

On behalf of the 3 million non-unionized Hoosier workers, we oppose any legislation that takes away freedom of employees and small business owners. The Associated Builders and Contractors of Indiana and Kentucky and the Indiana Builders Association will continue to fight for not only the rights of Hoosier builders and contractors throughout Indiana but EVERY worker in the state.



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Training announced for May

Build Your Future Indiana contributed article

Leaders from throughout Indiana's construction industry have united to focus on diversity in the industry's workforce efforts through the Indiana Construction Roundtable Foundation (ICRF). Originally formed out of the Indiana Construction Roundtable (ICR), which is a commercial construction association, the ICRF has now formally brought together union and non-union companies who work in commercial, residential, and road construction markets. Diversity is a central focus of this collaborative effort.

Rick Wajda, CEO of the Indiana Builders Association, when asked about this effort, stated, "to best serve our communities all segments of the construction industry must come together for a cooperative effort. By putting aside our differences and shifting the focus to helping people in need, we will raise the tide to meet the needs of all construction employers, regardless of a business' specialization."

"Construction can provide not just a job, but a good living – and an even better life – for Hoosiers across all demographics," said Richard

Hedgecock, President of Indiana Constructors, Inc.

According to Hoosiers by the Numbers, in the fourth quarter of 2017 there were over 8,000 job openings posted in construction, major maintenance, and related fields in the greater Indianapolis region. These openings paid an average of \$23.40 / hour, plus paid benefits. "This is a small portion of the total number of open opportunities across the state of Indiana in construction, and more open up every day," said Mike Thibideau, Executive Director of the Indiana Construction Roundtable, "In every survey conducted of our members and members of partnering organizations, workforce development is nearly unanimously the top concern of the construction business community." According to Construction Labor Market Analyzer (CLMA), the average construction worker in Indiana is 49 years old.

Leaders from throughout the state's industry cite a lack of diversity as a top concern for the industry's future. "Historically, the construction industry has largely relied on referrals from their most skilled workers to identify new hires," says Chris Price, President of the ICRF, "If John is a good electrician, and John recommends Zach, then Zach will probably be a good worker too. Until now, this strategy has been working. Industry has been able to meet the need of construction consumers, but this strategy has perpetuated the lack of diversity within industry."



Price, through his work with the ICR Foundation, originally brought together all of the above named construction segments to focus on student outreach through Build Your Future Indiana. He sees this youth outreach as an essential component to addressing the future needs of industry, but sees more change as being necessary to help individuals throughout the state find opportunity in construction.

"The construction industry is trending backwards on diversity," says Price, "according to the Bureau of Labor Statistics (BLS), in 1983, when the first federal legislation was enacted for minority business enterprises (MBE), African-Americans accounted for 6.6% of the construction workforce. As an industry, we are currently comprised of 2.6% women and 5.8% African-Americans. While diversity spending is helping to develop a network of qualified entrepreneurs, additional actions must be taken to reverse this

downward trend in our workforce." Starting in May, the ICR Foundation will begin publicly marketing plans for a training model that will add focus to the challenge of diversity. This is a one month program, built with the intention of providing individuals with the skills and confidence to begin a career in construction. Built around national industry accredited courses and credentials, participants in the program will have exposure to soft skills training paired with education on hand tools, power tools, construction mathematics, blueprint reading, basic rigging and construction safety. The training will be offered at no cost to the student, and at the end of the program graduates will be connected directly to companies.

Price, when speaking about the program, stated, "with minimal outreach to nine regional construction firms, the Foundation has already identified 844 entry level jobs that need to be filled, at an average starting wage of \$20.30/hour plus benefits. Never has there been a better time to bring about change. We have an opportunity and obligation to change the course of our industry, for the good of people in our communities."

The Indiana Construction Roundtable Foundation (ICRF) is a 501c3 charitable organization, with a mission to inform, encourage, and empower individuals to pursue careers in the construction industry and related fields.

Foundation scholarships and grant applications now open!

In 2020, Indiana Builders Charitable Foundation (IBCF) and the Indiana Builders Association Educational Scholarship Foundation were pleased to award \$10,308.86 to students pursuing a degree in the building industry or groups working to provide building-related educational opportunities.

Applications are open once again for the Indiana Builders Charitable Foundation and Indiana Builders Association Educational Scholarship Foundation. Applications must be submitted by mail or email to the Indiana Builders Association by October 29, 2021.

Visit <https://buildindiana.org/edu>



cation/scholarship/ to learn more and download applications or email Raelle@BuildIndiana.org

Continuing Support

This year, the Indiana Builder Association will be hosting the Annual Bill Carson Memorial Golf Outing with funds being directed to IBCF and the IBA Educational Scholarship Foundation. Registration is now



open and additional details on this event can be found on page 6.

To create an even greater impact, the Indiana Builders Charitable Foundation and IBA Educational Scholarship Foundation welcome and appreciate support from members. Both foundations are 501(c)3 public charities qualified to receive and gift tax deductible bequests, devises, transfers or gifts.

Today's students are tomorrow's workforce, building futures across Indiana. Contact Raelle Hurtekant at Raelle@BuildIndiana.org or (574) 849-2111 to make a tax-deductible contribution.

Diary of a Mad Remodeler, Cont'd

October 9 - Had some terse words for 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 13 - Scheduled plumbing, cabinets, wiring, furnace installation - all of them at the same time. I just didn't care anymore. My doctor told me that I now have high blood pressure and that I was drinking too much.



October 22 - Wife and kids are all mad. Said they were freezing at night

and that I'd better hurry.

October 23 - Drywall man asked why I didn't insulate the rooms. To save face, I told him he showed up on the wrong date. He was very disgusted. Man at insulation company asked me if I knew how to comply with the federal energy standards? I told him that it was none of the federal government's business. I know I bought too much insulation.

November 4 - Missed another day of work.

November 18 - Received certified letter informing me that my neighbors had filed suit against my encroachment. Also received two irate

calls from companies demanding immediate payments. Told the boss to "get off my case" that same day.

December 9 - Started going to an analyst. He said I should be better organized and should have hired a professional remodeler to do the work. Said my mind and my body had suffered through an extreme emotional ordeal. Told him the only way his fee schedule could be higher is for him to become a carpenter.

December 12 - Kids spilled paint all over the new carpeting and on the woodwork. I just smiled and told them I'd get even if it took me the rest of my life. I now keep a flask in my glove compartment to ward off the cold chills of winter.

December 25 - Told the family the reason there was no gift exchange this year is because I had a sizeable overrun on the room additions. I promised next year would be better. My wife mumbled something about ignoring her advice in getting a professional remodeler 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 would no longer live with a man of my temperament and drinking habits. Said she was going to sue for the house and wanted the new rooms finished and furnished. I headed for the glove compartment.

December 28 - Showed up for 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 remodeler. Smart Aleck!

..... And they told me I couldn't remodel my own house!

Editor's Note: In 1973, Bill Carson authored and copyrighted a best-selling pamphlet entitled, "Diary of a Mad Remodeler." It became a hit with orders for the pamphlet pouring in from throughout the United States and as far away as the Philippine Islands. Remodelers and builders use it as a pass out in their offices and model homes, suppliers pass it out to their customers, and local associations distribute it at their annual Parade of Homes and Home Shows. For quantity orders of the Diary, please call 1-800-377-6334. Copyright prohibits the reproduction of the Diary in any manner without permission.

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IBA Codes & Safety Committee Chair

&

Nate Kleist, Energy Diagnostics

Paths to comply with residential energy efficiency requirements

As a quality inspector for a custom home builder, I know firsthand how difficult it can be to make sense of some of the requirements in the 2020 Indiana Residential Code (InRC). Outside of safety related code questions, one of the areas of the code that has caused some of the greatest confusion in the field for builders, trade contractors, and inspectors is energy efficiency, in part, because of the options you're given to demonstrate compliance. I reached out to IBA member Nate Kleist, Director of Operations at Energy Diagnostics, for information. Nate is an active member of IBA's Codes & Safety Committee and has provided information on cost-effective ways to achieve compliance with the residential energy efficiency requirements.

Q: Where are the energy efficiency requirements for new home construction found?

A: Chapter 11 of the 2020 InRC provides the energy efficiency requirements for new home construction and offers 3 paths for compliance – prescriptive, simulated performance, and energy rating index.

Q: How do the paths for compliance differ?

A: Prescriptive Path – requires both “mandatory” AND “prescriptive”

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

Simulated Performance Path – allows trade-offs through good testing results and increased R/U values, but not for upgraded, high efficient equipment

The simulated performance path provides greater flexibility through using computer simulation to demonstrate that the proposed design would have the same or less than the same energy as the “standard reference design” building. The proposed design must include all requirements labeled “mandatory” in the code. Compliance calculations must be performed using energy modeling software which does require blower testing along with the mandatory duct testing that's performed post-construction to measure leakage to outside.

Energy Rating Index (ERI) – requires that the rated design have an ERI less than or equal to 62 (Climate Zone 4) or 61 (Climate Zone 5) when compared to the ERI reference design; allows credit for installing high efficient mechanical equipment

ERI is calculated by comparing a residential building to the standard reference design and requires that modeling and testing must be done by a third party. This path allows builders to get credit for installing high efficient mechanical equipment. There is, however, a backstop that is built into this path in which the building thermal envelope must be greater than or equal to the levels of efficiency and SHGC in the prescriptive Table 402.1.1 or 402.1.3 in the 2009 IECC. Since IN amended their prescriptive table to match that of the 2009 IECC, this greatly limits the trade off potential of this path.

Q: How has Energy Diagnostics assisted builders in complying with the simulated performance path?

A: When taking advantage of the simulated performance path, the home being analyzed starts with a reference home that is based off the current code's prescriptive requirements. To achieve compliance through this code path, all items listed as mandatory in the chapter must be completed and then the overall heating and cooling usage must be equal to or less than the reference home. This can be achieved in many

different ways, which is why this is the most flexible path, allowing the builder and homebuyer to save money on construction costs but still have a finished product that is as efficient if not more efficient than a home that follows the prescriptive path.

Q: Under the simulated performance path where modeling is used, is it possible to achieve code compliance with less insulation and better air sealing of the envelope and ducts?

A: Yes, under the simulated performance path it is possible to achieve code compliance in homes with insulation levels that are less than the prescriptive table requirements. For example, you could go with 2x4 framing, osb sheathing and R13 for the walls provided the ducts are sealed and there's little envelope leakage. Another option, if the test results were not good enough to fully cover the tradeoff, would be to add additional insulation somewhere else like an R45 in the attic vs the prescriptive R38

Q: Given the record-high lumber prices, which have nearly tripled since last spring, could using the simulated performance path save on framing?

A: Yes, the savings on framing and insulation material greatly outweighs the cost of the additional air sealing and performance report generation, saving the builder and home buyer money on the front end without sacrificing efficiency on the back end and this is due to the tradeoff being made.

Q: Are there other advantages to using simulated performance path?

A: Yes, another advantage of using the performance path is that an Energy Specialist or HERS Rater is involved in the project from the early design and permitting process to final testing once the home is built to help guide the builder through the energy code compliance process, acting as a third party verifier on the jobsite. In the end, if you are looking for some design flexibility, the opportunity to save on construction costs and professional guidance to meet the requirements of the InRC, then the performance path is for you!

Types of achievable housing: Making “home” accessible to Indiana families

Build Indiana Roots contributed article



When people hear the term achievable housing, it can bring to mind a lot of misconceptions and fears. However, achievable housing is an asset to many communities. The first step in dispelling these misconceptions is to understand not just what achievable housing is, but what it looks like.

It looks like a single-family home in a bustling, vibrant neighborhood. It looks like an elegant townhouse in the heart of downtown. It looks like a bungalow that's just the right size for a young professional or a retiree. Achievable housing can take many different forms; what it is not, however, is poorly constructed, run-down, stripped of features and amenities, isolated, or located in less desirable locations. Instead, it is quality housing that is, attainable, and accessible for tens of thousands of Hoosiers.

Affordable vs. Achievable housing
Affordable housing is not the same as achievable housing, though both are designed to help more folks secure living spaces. According to the Department of Housing and Urban Development (HUD), affordable housing is one that is available for 30% or less of a household's income. For someone who earns \$54,000 a year (the median household income in Indiana), this would be \$1,350 per month or less.

Affordable housing is intended for households that are considered “low income” – which means they earn less than 80% of the median income

(in Indiana, this is about \$43,200). “Affordable” dwellings are those that cost less than 24% of the median income.

Achievable housing is intended for the “missing middle,” as some experts call those who make more than 80% of the median income but who are still priced out of the traditional housing market. It is non-subsidized housing that is affordable for those with incomes between 80 – 120% of the median income, or between \$43,200 – \$64,800. It is worth repeating that this is not stripped down, low quality housing. Achievable housing prioritizes quality, as well as location in desirable areas.

Types of achievable housing
Let's look at some exciting types of achievable housing:

- Single family homes on smaller lots in

higher density neighborhoods

- Duplexes and Townhouses
- Courtyard or Bungalow Style Communities

everyone!

What's more, achievable housing helps build stronger, more diverse, and more economically sound neighborhoods. Everyone benefits when more Hoosiers can put down roots and contribute to the community.

Build Indiana Roots

Increasing housing costs are impacting our communities. When people are not able to put down roots, we all struggle to thrive. To learn more about achievable housing and implementing fair, balanced housing policies, connect with us today at build-indianaroots.com. No one should be priced out of their dream of homeownership.



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Shoopman celebrates 50 years of homebuilding

Paul Shoopman, president of Shoopman Homes, is celebrating his 50th year in the homebuilding business in 2021.

With the help of his father as a loan co-signer, Shoopman purchased his first plot of land in Center Grove, Ind., in 1971, shortly after graduating from Manual High School in Indianapolis. Paul was working at the time pouring concrete for Ryan Homes, so he spent his evenings and weekends building his first house. He finished the modest single-story ranch home with a stone exterior later that year. The home sold soon after construction for \$34,000. Paul took the proceeds and bought another lot and began building again – and his half-century journey in Hoosier homebuilding had begun.

“I feel like I have a lot of expertise that I still want to share after 50 years,” Shoopman said. “I’ve always loved construction, the smell of wood, the smell of paint and get-



ting out into the field. Building houses is not easy. It is hard, tiring work. But I love it. Each project is a new challenge. But construction is in my blood.”

During Shoopman’s career, he has headed multiple companies, including Dura Builders, Inc., and Shoopman Homes, and a slew of sub-companies related to the industry. Shoopman successfully managed to thrive through a series of booms and busts by constantly innovating his homebuilding strategies. His companies were the first in the region to adopt energy-efficiency techniques, including the blower door test, exterior DOW Styrofoam insulation, and special sealing around pipes and outlets. Shoopman also perfected framing processes by opening up one of the first builder panel and truss manufacturing centers in the area. His commitment to efficiency and quality helped him earn a reputation as a builder who makes homes that last.

“Being at the forefront of innovative homebuilding definitely helped me become successful,” Shoopman says. “From the start, I was always looking for ways to do things better and to build homes in a better way. I’ve had plenty of time to perfect that. Also, even hard times, I just never quit. Sometimes I think that was the most important thing.”

Shoopman’s companies have been ranked as the most prolific builder in the state in three separate years, beating out several national building companies. Shoopman also has been recognized as the top membership recruiter for the local and national homebuilding associations.

A parade of industry and community accolades followed Shoopman’s success. His companies have earned the 2-10 Home Buyers Warranty Diamond Builder Award – the only Hoosier to have achieved this honor. Shoopman also has collected awards from the Builder of the Year, Mike Boeke Award, and John C. Hart Award. His commitment to customer service and an array of philanthropic contributions in the community has been recognized with Indiana Better Business Bureau’s Torch Award and the Sagamore of the Wabash, Indiana’s highest civic honor.

Throughout his career, Shoopman, his wife, and his companies have been generous supporters of a range of charities and community organizations. Shoopman donated land and constructed the Lassie League softball park in Center Grove and provided financial and material support for local schools, Big Brothers & Big Sisters, area churches and Christian ministries, St. Mary’s Child Center, Ronald McDonald House, St. Vincent Hospital Foundation and many more.

As Shoopman kicks off his half-century anniversary, he is still hard at work. His latest project is Waterfront of West Clay in Carmel, Ind., a new, exclusive gated community that features a huge lake and large stretches of green space. Shoopman purchased the land in 1990 and built his own home there. Now, he’s sharing the beauty of the place with others by developing more than 90 lots that will house single-family and multi-story luxury homes.

Shoopman still personally inspects each homebuilding site and personally signs off on the work before the keys are handed over to the new owners. He’s logged more than 2 million construction site visits in his career.

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Top recruiting locals:

1. Builders Association of Greater Indianapolis: 25
2. Home Builders Association of Fort Wayne: 12
3. Builders Association of North Central Indiana: 9
4. Building & Development Association of Southern Indiana: 9
5. Builders Association of Elkhart County: 8
6. Southwestern Indiana Builders Association: 8



Visit www.nahb.org/nahb-community/hbas to discover resources and tips on how to successfully recruit new members.

IBA welcomes new members

For the months of January, February and March, Indiana local home builders associations welcomed 90 new members to the federation. They are listed below. To find a local home builders association near you, please visit www.buildindiana.org/local-associations/.

Theresa Alexander, Indianapolis
Rick Bivins, Owensboro KY
Robyn Breece, Indianapolis
Matt Brown, Fishers
David Buuck, Fort Wayne
Todd Chamberlain, Evansville
Shannon Coar, Lafayette
Michael Couch, Boonville
Jeff Crane, Indianapolis
Bradley Cullen, Lawrenceburg
Jordan Dant, Ferdinand
Roger DePoy, Fort Wayne
Dan Dobson, Cloverdale
John Doxsee, Fort Wayne
Holly Eldredge, Noblesville
Stephen Elkin, New Albany
Mike Evans, Indianapolis
Glen Farmwald, Nappanee
Jones Fuller, Indianapolis
Bryce Gibbons, Culver
Aaron Gililand, Elkhart
Charles Gillman, Batesville
Sharla Good, Carmel
Elizabeth Haas, Newburgh
Dean Hannold, Bowling Green KY
Roger Harbison, Georgetown
Leslie Hardin, Galveston
Rikki Hege, Hope
Brian Holley, Terre Haute
Andrew Homan, Plainfield
Daniel Huber, Warsaw
Laura Huffman, Bargersville
Corey Hughes, Jeffersonville

Mark Jackson, Indianapolis
Bruce Jackson, Edwardsburg MI
Kristofer Johnson, Indianapolis
Kelsey Konecny, Elkhart
Bryce Kruger, Indianapolis
Mike Lagenour, Evansville
Douglas Lechlitner, Elkhart
Brian Levan, Granger
Matt Lombard, Plymouth
Brad Lombard, Fort Wayne
Andrew Marquardt, Louisville KY
Kelli Martin, Greenwood
Jeremy Mattingly, Newburgh
Jarrid McLaughlin, Terre Haute
Marc Meyerrose, Columbus
Sean Michael, Indianapolis
Will Miller, New Carlisle
Marc Mosness, Goshen
Judy Ness, Winona Lake
Robert Oake, Michigan City
Tad Parmer, Columbus
Darrell Peterson, Elkhart
Keith Philips, Elkhart
Michael Powell, Greenwood
Roger Reer, Batesville
Adam Regich, Lafayette
Rachel Rhoades, Pierceton
Ronald Robinson, Indianapolis
Mark Roy, Fort Wayne
Dustin Schreiber, Indianapolis
Mike Schulz, Evansville
Brandon Shoot, Evansville
Erin Smith, Franklin
Derrin Sorenson, Lafayette
Rick Stanley, Elkhart
Bill Steuert, Terre Haute
Shawn Stewart, Mooresville
Monty Storms, Leo
Pete Taefi, Fort Wayne
Derrick Taylor, Merrillville
Dennis Tegarden, Elkhart
Chris Tidmore, Zionsville

Alex Tubbs, Noblesville
Jon Vida, Warsaw
Eugene Wallpe, Greensburg
Mark Werner, Oldenburg
Jack Whitecotton, Crawfordsville
Austin Wiggam, New Washington
Zach Wilhoite, Terre Haute

Patty Will, West Lafayette
Andrew Williams, Grand Rapids MI
Darrell Williams, Louisville KY
Todd Wilson, Fort Wayne
Dinesh Yernool, West Lafayette
Lindsey Zahner, Louisville KY

All membership information is provided by NAHB's Web Membership System.

2021 IBA TOP NEW MEMBER RECRUITERS

As of March 2021

Jeff Langston, Carmel: 5
Ryan Lee, Indianapolis: 3
Doug Harvey, Warsaw: 3
Michael Duke, Sr., Bargersville: 3
Luke Hoffman, Fort Wayne: 3



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The Vinyl Siding Institute, Inc. (VSI) is the trade association for manufacturers of vinyl and other polymeric siding and suppliers to the industry.

As industry advocates, it's our goal to further the development and growth of the vinyl and polymeric siding industry by helping to develop material, product, and performance standards in cooperation with standards-making organizations and code bodies. We engage in product stewardship and outreach activities to enhance the image of the industry and its products, and serve as an information resource to remodelers, builders, planners, designers, architects, elected officials, building code officials, distributors, homeowners, and other exterior cladding decision-makers on the facts about vinyl siding.

We are excited to continue our efforts in 2021 against unfair and unreasonable aesthetic design bans that increase the cost of housing and disproportionately affect working class residents of Indiana.

VSI is proud to support *Build Indiana Roots* - an advocacy campaign to grow thriving sustainable communities with achievable housing for all. Join the coalition at www.buildindianaroots.com.

Highlights from the 2021 Indiana General Assembly

While every legislative session has unique challenges, lawmaking during a pandemic is certainly one for the history books. Socially distanced state lawmakers worked with masked faces, behind plexiglass partitions and with copious amounts of sanitizer on-hand. To be sure, the added safety precautions took some getting used to for legislators, state staff, lobbyists, and the public, but when there's work to do, Hoosiers have a reputation for getting the job done. This session was no exception, and in fact, lawmakers were able to adjourn a week early on April 22 after passing the two-year budget, including the two-year budget. The legislature will reconvene when the census data is available in the fall to draw new legislative and congressional districts for the next 10 years.

More than 1,000 bills and joint resolutions were introduced this session on a wide array of topics, including: COVID-19 liability protection, school funding and teacher pay, health care costs, telehealth expansion, state and local government control, expanding rural broadband, unemployment insurance funding, changes to the minimum wage, unemployment insurance, worker misclassification, police reform, and voter access. Indiana Builders Association's advocacy team closely monitored these and other issues to protect our members' ability to provide housing that is safe and affordable for Hoosiers.

IBA-supported measures that passed and positively impact the construction industry include:

SEA 389 State wetlands - protects high-quality isolated wetlands while reducing the regulatory costs and permitting requirements on low-quality Class I isolated wetlands in Indiana (see pg. 1 for an in-depth look at this priority bill)

HEA 1191 Natural gas ban preemption - prohibits local governments from banning the purchase, use of, or connection to a utility service based on the energy source of the utility service

HEA 1056 Recording requirements - fixes SEA 340-2020 that resulted in a disruption in the real estate market by unintentionally requiring a separate witness for instruments and conveyances to be recorded

SEA 1 Civil immunity related to COVID-19 - shields businesses from employee or customer lawsuits over coronavirus exposure, except for an act or omission that constitutes gross negligence or willful or wanton misconduct

HEA 1287 Water and wastewater service - provides affordable water and wastewater service to underserved areas and clarifies that if your remodeling project does not add a bedroom or bedroom equivalent and the septic system gets the "ok" from a qualified inspector, the property owner isn't required to upgrade the septic system or connect to a sewer system

HEA 1541 Landlord-tenant relations (and veto override of SEA 148-2020) - provides uniform statewide regulations for landlord-tenant matters; allows for streamlined business practices and guarantees continued investment in the state; provides statewide protection for tenants by prohibiting landlords from retaliating against tenants who bring concerns about living conditions

HEA 1001 Funding for BYF Indiana - state's 2-year budget includes funding for the Build Your Future Indiana program, which encourages Hoosiers to learn about careers in construction; establishes a summer study committee on affordable, workforce, and "missing middle" housing in Indiana; requires the state Dept. of Education to report on the availability of federal funding to hire high school counselors with a focus on career counseling and technical or vocational training

HEA 1466 Performance bonding of developers - clarifies that local government cannot impose bonding requirements on developers beyond those expressly allowed by statute and must record secondary plats for subdivisions that comply with all other applicable statutes and ordinances

Bills of interest to the construction industry that failed to pass include:

HB 1114 Residential building design elements - protects private property rights, consumer choice, and Hoosier jobs by prohibiting municipally-mandated architectural standards in new home construction, with exclusions for structures that are historical, covenant-restricted, city owned/operated, or part of a federal or state housing program

HB 1116 Piping materials for public works projects - allows Indiana communities the opportunity to address their aging infrastructure in an open, competitive process that can yield savings to taxpayers

HB 1535 Modification of utility facilities - requires utility pole relocation fees to be reasonable and take into account depreciation of the pole

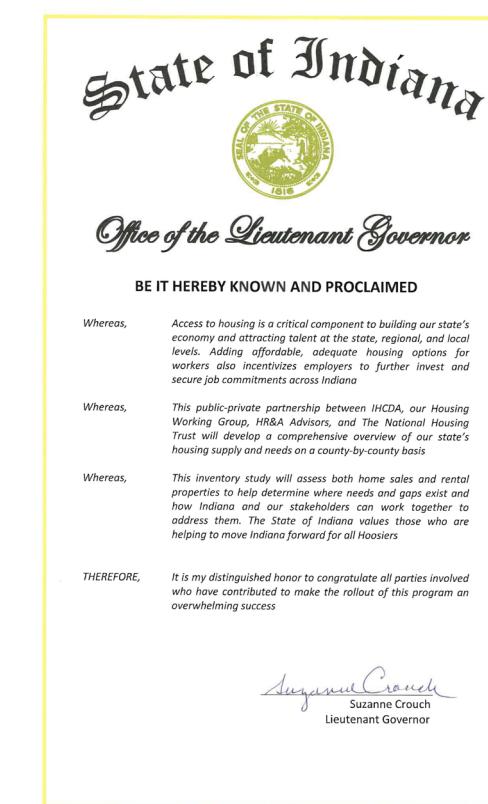
HB 1234 - requires fair and open competition for public works projects - establishes the right to compete and would reduce the cost of public projects by increasing competition

HB 1328 Subdividing land - requires a unit to allow a property owner to subdivide the owner's property by deed, under certain circumstances; allows property owners to have greater flexibility with their investment and could attract new home development which provides more housing options in communities

IBA lobbyists also worked to defeat numerous bills that would have negatively impacted the housing industry, including: HB 1560 prohibits HOAs from restricting solar panels on homes; HB 1038 and SB 419 require septic systems to be inspected when a home is sold; HB 1322 and HB 1291 mandate statewide adoption of most recent building codes; HB 1345 and SB 334 increases minimum wage; HB 1319 and SB 100 mandate prevailing wage for public projects that cost at least \$150,000; SB 257 and HB 1132 establish reporting on employee misclassification; HB 1521 requires the state to create a program for agriculture easements.

Looking ahead to the 2022 legislative session, IBA lobbyists will participate in summer study committees on topics of interest to the industry. We encourage members to contact us with legislative and regulatory issues so that we can work to resolve them and you can work to provide housing that is safe and affordable for Hoosiers.

Lt. Governor honors IBA with proclamation for contribution to state's housing inventory study



The Indiana Housing and Community Development Authority established the Housing Working Group. The working group includes about a dozen organizations and associations, including IBA and other housing groups, tasked with identifying housing challenges in the state. The group recommended a state housing study be conducted to analyze existing housing stock and market conditions that threaten the availability of affordable housing in every county.

This new study will provide a comprehensive overview of the state's housing needs and supply, and offer a web-based platform to maintain housing data.

The data analysis will identify average rents and list prices, median sales prices, vacancy rates, absorption, among other metrics. The information will help evaluate the housing market of different counties. IHCDA says with that data, it can then determine how to allocate state and federal resources.

Remembering a true housing hero

IBA Past President Bill Roach (1993) of Brownsburg passed away on March 13, 2021. Bill was a Ben Davis High School and Purdue University graduate.



Roach developed over 10 subdivisions and 800 homes and condominiums during his career as an owner of Holiday Homes and Roach Enterprises. Earlier in his career, Bill also worked for Union Carbide and was well-regarded for his published patents.

A dedicated servant to the housing industry, he worked tirelessly to protect housing affordability across the

served as President of the Builders Association of Greater Indianapolis (BAGI); President of the Hendricks County Builders Association; President of the Career Education Builders; gubernatorial appointment on the Indiana Fire Prevention & Building Safety Commission; and numerous other local civic groups.

Roach was recognized for his efforts by receiving the Hendricks County

state. In addition to his service as President of the Indiana Builders Association in 1993, he also Lifetime Achievement Award; the BAGI Builder of the Year Award; BAGI Mike Boeke Distinguished Service Award; and Indiana's Highest Housing Award, the John C. Hart Presidential Award in 1997. The John C. Hart Presidential Award is reserved to a select few who have made unselfish commitment and extraordinary contributions to the industry, the Association or to one's community. The greatest measure of their commitment is their long-range service.

Long-time IBA CEO, Bill Carson, described Roach in his book "High Pitches and Other Tall Tales" as "the King of Housing in Hendricks County. He was a determined leader deeply dedicated to professionalism. Great business instincts, Roach had extensive in-depth knowledge of all phases of the housing industry. Very bright with a solid sense of propriety

and a great sense of humor. One you would not want to lock horns with in any debate."

"Bill's lasting legacy on Indiana's housing industry will no doubt be his idea to create IBA's Legal Defense Fund (now Housing Protection Fund) in the early 1990's. Bill served as the Chairman of the Fund for many years. The Fund has been critical to keeping regulations in check across the state of Indiana and enabled thousands of Hoosiers to become homeowners. Bill fought hard for the little guy and was not afraid to take on government when he saw unnecessary or egregious fees threaten housing affordability," commented Rick Wajda, IBA CEO.

Wajda further noted; "Indiana lost a dedicated Hoosier in Bill Roach. IBA and the housing industry were fortunate to have him as one of our own."

Help for getting home appraisals to reflect rising costs

As lumber prices soar to record highs, new-home appraisals have become a growing concern as existing standards don't always acknowledge the impact of higher materials prices in the valuation of new construction. The National Association of Home Builders (NAHB) wants to make sure builders understand that it is acceptable to speak with the appraiser and provide relevant information needed to accurately assess a home's value.

NAHB is encouraging home builders to consider using the cost approach. Using this method, the appraiser estimates what it would cost to rebuild or construct an equivalent structure. This valuation approach considers the cost of materials used to construct the property and can be helpful for analyzing the value of a newly constructed home.

Builders that use the cost approach should understand that it's always used in combination with the sales comparison approach, and that more

weight is given to the sales comparison method, in line with guidance from Fannie Mae and Freddie Mac. NAHB has created a web page to help builders understand the cost approach to valuation. The web materials include an outline for creating an "appraisal binder" that provides a cost breakdown of all the materials used in the construction of the home. Home builders can provide this information to an appraiser in order to help them balance the market value of the home with the cost of materials needed to construct it.

To find these resources, go to nahb.org and search for "understanding appraisal approaches."

HMI Shows Builder Confidence Declined

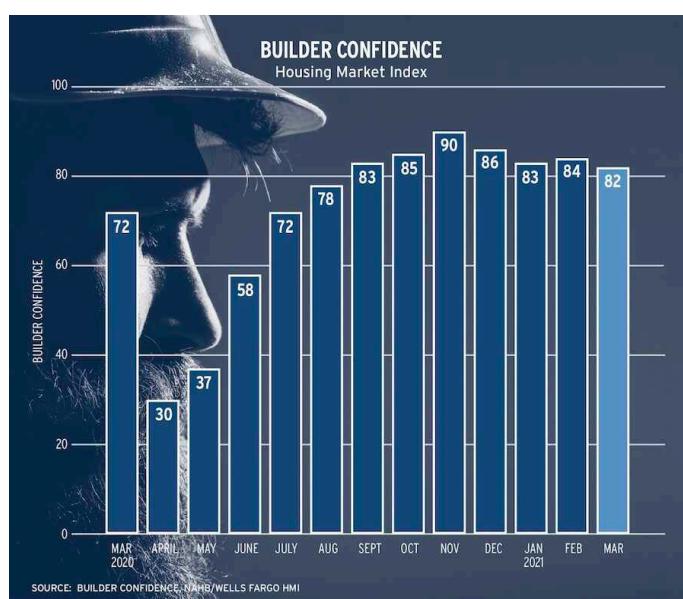
The latest NAHB/Wells Fargo Housing Market Index (HMI) shows that confidence among single-family home builders declined two points to 82, largely over concerns about rising prices for lumber and other building materials.

Builder confidence peaked at an all-

time high of 90 last November and has since trended slightly downward. However, any number over 50 indicates that more builders view conditions as good rather than poor, so overall confidence in the market remains high.

The modest decline in March 2021 came despite robust sales traffic and strong buyer demand. Recent increases in material costs and delivery times, particularly for softwood lumber, tempered builder sentiment. Supply shortages and high demand have caused lumber prices to jump about 200% since April 2020, adding roughly \$24,000 to the price of a new home.

For more information about how the NAHB/Wells Fargo Housing Market Index is calculated, visit nahb.org/hmi.



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Mary Ellis

Indiana Builders Association & National Association of Home Builders 2021 Calendar of Events



Date	Event	Location	Venue
May 3-7	Bringing Housing Home	Virtual	Remote
June 7	IBA Board & Committee Meetings	Indianapolis, IN	Sheraton Indianapolis City Centre Hotel
June 15-19	NAHB Legislative Conference & Leadership Meetings	Washington, DC	Washington Hilton
September 16	IBA Bill Carson Memorial Golf Outing & Executive Committee Meeting	Terre Haute, IN	Idle Creek Golf Course
Oct. 6,13 & 20	Certified Aging-in-Place Specialist (CAPS) Program	Virtual	Remote Classroom
October 14-16	NAHB Fall Leadership Meeting	Houston, TX	Marriott Marquis Houston
Nov. 8-9	IBA Board and Committee Meetings	Noblesville, IN	Embassy Suites Noblesville
November 8	IBA Leadership Conference	Noblesville, IN	Embassy Suites Noblesville
Dec. 8	Certified Lead Renovator Training	Indianapolis, IN	Ivy Tech Community College

Advocacy All Stars

THANK YOU to our Advocacy All Stars who have responded to nearly 90% of IBA's advocacy campaigns through VoterVoice. IBA's Top Advocate of All-Time is Dennis Spidel with 40 responses since 2006.

Samuel Beachy, Reliance	Scott Mundell, Cornerstone Builders	Robert Sandberg, RLS Build Corp.
Gregory Furnish, Upright Builders	of Terre Haute, Inc.	Paul Schwinghammer, Hallmark Homes, Inc.
Roger Harbison, Harbison Development, Inc.	Henry Olynger, Olynger Corporation	Dennis Spidel, Dennis Spidel Custom Homes
Brett Harter, Harter Custom Construction LLC	Todd Pyatt, Pyatt Builders, LLC	Jeff Thomas, Oakmont Development
James Klotz, James R Klotz, REALTOR	Kenny Reinbrecht, Reinbrecht homes	Don Weiler, Bailey & Weiler Design/Build
Jamie Lancia, Lancia Homes INC.	Phil Reinbrecht, Reinbrecht Homes	Jeff Wilson, Bob Buescher Homes
Mark Milliner, PC Lumber	Frank Rhoades, E F Rhoades & Sons Inc	Ric Zehr, North Eastern Group
Eric Morris, Olde Towne Chimney Sweeps Inc.	Patrick Richard, Spire Group	
	Jason Sams, ARC	

The background of the advertisement features a rustic wooden surface. In the upper left corner, there is a collection of construction tools: a yellow hard hat, a power drill with a yellow handle, a hammer, and several wrenches and sockets. The central focus is a large, bold text message. To the right of the tools, the text reads "Visit our ONLINE BUYERS GUIDE INDIANA BUILDERS ASSOCIATION". Below this, a website URL "www.inbuildersbuyersguide.com" is displayed in a large, yellow, sans-serif font, overlaid on a brick wall graphic. Further down, the text "An invaluable resource for companies and individuals!" is written in black. At the bottom right, there are two logos: the Indiana Builders Association logo, which is circular with a blue border containing the letters "IBA" and the text "INDIANA BUILDERS ASSOCIATION Partners in Housing Since 1952", and the Strategic Value Media logo, which consists of a blue square with a white "P" shape inside and the text "STRATEGIC VALUE MEDIA" next to it.

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