

# INDIANA BUILDER NEWS

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WWW.BUILDINDIANA.ORG



Quarter 3, June-August 2022



Vol. 59, No. 3

## Housing Task Force to Begin Work

The Indiana General Assembly passed HB 1306 during the 2022 session, which created the Housing Task Force. The legislation was authored by Representative Miller and co-authored by Representative Pryor and Representative O'Brien. HB 1306 was sponsored in the Senate by Senator Rogers and Senator Doriot, and co-sponsored by Senator Becker and Senator Randolph. The legislation passed the House (87-3) and the Senate (48-0) by

overwhelming numbers as legislators across the state continue to hear about challenges facing the housing industry to bring quality, workforce housing to Hoosiers across the state. "Indiana continues to attract jobs and investment. With our strong economic climate, we also need to make sure we have housing choices for all of our residents and folks moving into our state. IBA is excited to have IBA President, Paul Schwinghammer on the Task Force and see what

recommendations the group comes up with to move Indiana forward," commented Rick Wajda, IBA CEO. Schwinghammer was appointed by Lt. Governor Suzanne Crouch. The Housing Task Force will be co-chaired by Representative Doug Miller and Senator Linda Rogers. In addition to Miller and Rogers, Representative Pryor and Senator Qaddoura are the two other legislators serving on the Task Force, also a member of the Lt. Governor's staff. *Continue to page 7.*



Paul Schwinghammer will Serve as IBA's Representative on the Housing Task Force

## Honoring Former US Rep and IBA Advocate: Jackie Walorski

Jackie Walorski, one of Indiana's greatest advocates, tragically lost her life from a car crash on August 3, 2022 in Elkhart County along with three others. Since 2013, Walorski has served Indiana's 2nd district in the U.S. House of Representatives.

Before serving as U.S. Representative, Taylor University alumna was a role model in the local community; participating in leadership and fundraising positions at the St. Joseph County Humane Society, Ancilla College, the South Bend Regional Chamber and Indiana University South Bend. Walorski and her husband, Dean Swihart, founded and operated a Christian ministry in Romania for four years together. According to her obituary, during those four years they assisted in church planting and worked with homeless children, orphanages, the children's burn unit and remote villages.

Walorski advocated for the IBA serving in a few different committees relating to the housing industry. The congresswoman served as the ranking GOP member for a subcommittee on the House Ways and Means Committee where she received NAHB positions on key issues facing the industry.



Former US Representative Jackie Walorski

Contributions in memory of Jackie Walorski may be donated to any of the following: Jackie and Dean's 501c3 not for profit ministry, Impact International, Inc; Tunnels 2 Towers Foundation (T2T.org), or RETA of Elkhart County.

Walorski was a strong IBA advocate while supporting the housing industry. There are a few pictures that showcase Walorski doing what she did best; representing the Hoosier community. *Continue to page 27.*

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# Navigating Through the Turbulence



## President's Message

By Paul Schwinghammer  
Hallmark Homes  
President  
Indiana Builders Association

Anyone that has ever flown on a commercial airliner has encountered turbulence at some point. It's just a part of the journey and, while uncomfortable, has little impact to the flight's overall success. Those of us that have been around this business long enough understand there is turbulence from time to time. Housing is one of, if not the biggest drivers behind our country's economic engine. Millions of people are employed in our industry whether it's directly on the job building the home itself or the hundred of components that go into every home we build. Try thinking of a single commodity or product that is not some how related to housing. When the economy is good, unemployment and interest rates are low and housing does well. It should come as no surprise when interest rates start rising, our businesses would face declining demand and the turbulence would increase. The high prices of products and the supply chain issues we've been facing over the past two years are certainly challenging enough, but low interest rates had kept the appetite for new homes high,

outpacing the negative effects of the price increases.

With the current economic and housing slowdown, we have seen a retreat in lumber commodity prices down well over 50% off their high just six months ago (see graph). However, most other building materials are not traded as commodities and are thus subjected to the normal effects of supply and demand. While new home costs have receded some over the the past several weeks, the decline is not enough to offset the impact of higher rates on home buyers. With higher costs and higher rates, a home built just two years ago will cost a buyer \$1,000 more per month for the exact same home. This does not bode well for housing affordability, but this is the desired effect of the Fed in order to slow down the overheated economy. The turbulence will last until inflation subsides and, hopefully interest rates level off or retreat.

Now more than ever your membership in your local, state and national HBA is so important. You

can be assured that IBA's staff is piloting all of us through this patch of rough air by working closely with our legislators in efforts to keep housing affordable for all Hoosiers. Within the next few weeks, the Housing Task Force of which I am the representative for home builders will discuss ways to reduce costs of infrastructure for new developments, reduce impact and permit fees, and reduce or eliminate local ordinances which make housing unnecessarily expensive. We will also be presenting our members a new and exciting improvement to our Build Your Future campaign with an aggressive investment in technology and transportation to promote building and other trades around the state. Lots of work is needed on these and many other projects; all in an effort to bolster our industry and continue our mission of building safe, affordable homes for all Hoosier families. As with all turbulence, this too shall pass and we are all hoping for smoother air in the near future.

## Lumber Prices Over Six Month Period



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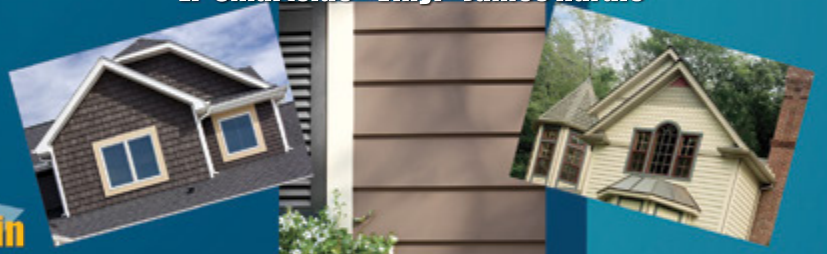
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**Advocacy Angle**

By Carlie Hopper

*Governmental Affairs Director  
Indiana Builders Association*

**IBA Fights Losing Battle to Maintain Affordability in States Next Electrical Code**

In November 2020, the Fire Prevention and Building Safety Commission (Commission) asked for public comment on updating Indiana’s statewide building codes following mounting pressure from groups representing product manufacturers, engineers, and architects. The Indiana Builders Association provided feedback to the Commission, requesting in part “that consideration be given to: the need to address issues related to health or safety that are supported by Indiana-specific data, the fiscal impact of new requirements, the administrative costs for adopting new codes and standards, e.g. retraining for code officials, builders and contractors, buying new books and updating permit forms and other resources utilized by building departments.” The Indiana Apartment Association also shared their concerns for adopting new statewide codes saying, “At a time when multi-family housing industry must develop nearly 4,000 units annually... it is imperative that costs be kept in mind to meet the current and future need for housing.” Unfortunately our arguments were no match for the groups urging the Commission to adopt the most current versions of the model I-Codes, including: American Council of Engineering Companies, Indiana Chapter of the American Institute of Architects, Wayne Township Fire Department, Indiana Fire Chiefs Assn., National Fire Sprinkler Assn., and Indiana Dept. of Natural Resources.

**Commission Establishes Committee to Recommend Codes to Update**

In December 2020, the Commission established the 7-member Indiana Exploratory Committee for Code Updates (Committee) tasked with reviewing the Commission’s current rules and recommending the next statewide codes that will be updated through the state of Indiana’s formal administrative rulemaking process. The Committee met six times from February through November 2021 and recommended that the Commission update the Indiana Electrical Code as its “top priority,” followed by all other codes as “next priorities”, and the Indiana Residential Code was given “low priority” (presumably because it was updated in 2019 making it the most current of Indiana’s statewide codes).

**IBA Member Appointed to Electrical Code Update Committee**

In January 2022, the Commission established a 10-member subcommittee tasked with updating the 2009 Indiana Electrical Code by reviewing NFPA 70 – National Electrical Code, 2020 Edition and developing a proposed rule for the Commission’s consideration and potential adoption. The Electrical Code Update Committee held its first meeting in April 2022 and is expected to meet monthly through the end of September.

The Committee is comprised of a member of the commission/building code official, a fire official, an electrical contractor, a union electrical code instructor, an electrical equipment manufacturer, a home builder, a multifamily construction rep., an architect, an electrical engineer, and a code consultant. is expected to meet monthly through the end of September. The Committee is comprised of a member of the commission/building code official, a fire official,

an electrical contractor, a union electrical code instructor, an electrical equipment manufacturer, a home builder, a multifamily construction rep., an architect, an electrical engineer, and a code consultant. IBA Codes & Safety Committee Chairman Lynn Madden was appointed to serve on the committee in the home builder seat, and she struggles to gain support for any proposed code changes given the “keep at all costs” mentality of most of the committee.

**Committee Overwhelmingly Rejects IBA-Supported Proposals**

A priority issue for the IBA is arc-fault circuit-interrupters (AFCIs), which are intended to recognize an arc fault and trip to stop the flow of electricity to prevent the electrical system from being an ignition source of a fire. Despite testimony from IBA that AFCIs won’t protect people or property from the #1 cause of residential fires (cooking), continue to experience nuisance tripping, and will add substantial cost to every new home and apartment, dorm and nursing home unit, the Committee voted 8-2 to defeat a proposal that would have deleted AFCIs from dwellings.

**“Numerous changes in wiring, additional receptacle outlets, and product safety standards mitigate against similar fires in newer homes even as they age”  
- IBS Codes and Safety Committee Chairman Lynn Madden**

“Mandating AFCIs is an expensive, unnecessary burden for homeowners, which is why eight states including neighboring Michigan deleted the AFCI requirement and more than 30 states have amended the installation requirement by limiting it to circuits for certain rooms/areas”.

Unfortunately, the buck

doesn’t stop there. An IBA-supported proposal offered by Gaylor Electric to delete the requirement to install tamper-resistant receptacles (TRR) in dwelling units was also voted down 6-4, despite testimony offered that the TRR mandate was deleted in the 2020 Indiana Residential Code and there are cost-effective products on the market that families with children can utilize to limit their access be to outlets without inhibiting access for others. Other IBA-supported proposals that were defeated include: expanded GFCI requirements for kitchens, laundry rooms, and basements and whole-home surge protection. The only success we’ve had was a proposal to delete a requirement for an exterior emergency disconnect.

**What’s Next?**

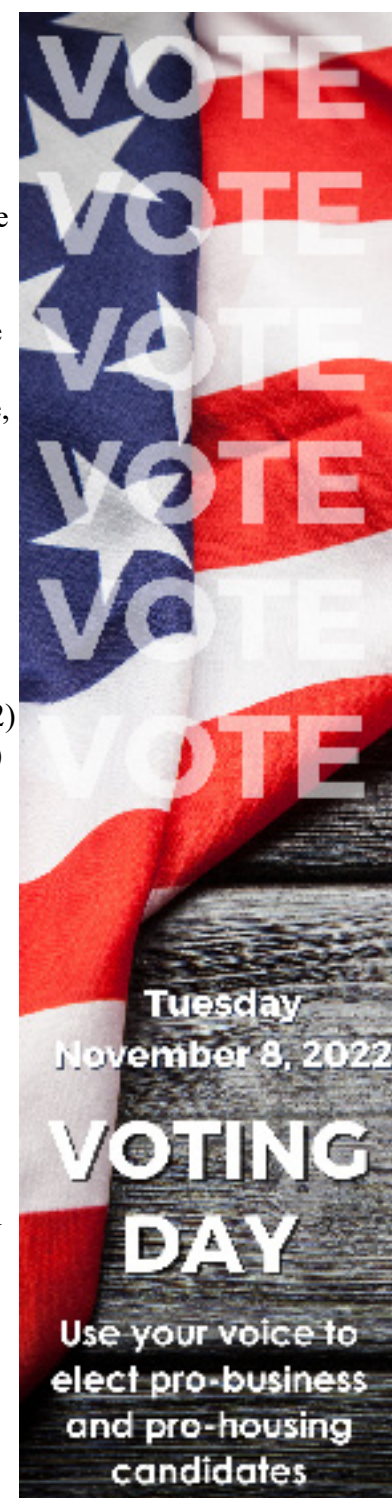
The final committee meeting is scheduled for September 28 to review the draft proposed rule. Following completion of the draft proposed rule, the Commission will review the work of the Committee, make any necessary changes and begin the rule promulgation process.

Rule promulgation includes: (1) requesting an exemption to the rulemaking moratorium; (2) filing a notice of intent; (3) publishing the proposed rule; (4) holding a public hearing to accept public comment; (5) reviewing the public comments; (6) adopting a final rule; (7) submitting the rule to the Attorney General for review; (8) submitting the rule to the Governor for approval; and (9) filing the final rule for publication in the Indiana Register.

IBA will continue to fight product mandates that threaten housing affordability for Hoosier

families and businesses who will be saddled with paying for these products during four-decade high inflation.

If you’d like to help IBA by offering testimony at the public hearing (written or in-person) or providing cost estimates, please contact IBA’s Governmental Affairs Director Carlie Hopper at [Carlie@BuildIndiana.org](mailto:Carlie@BuildIndiana.org) or 317-917-1100 ext. 206.

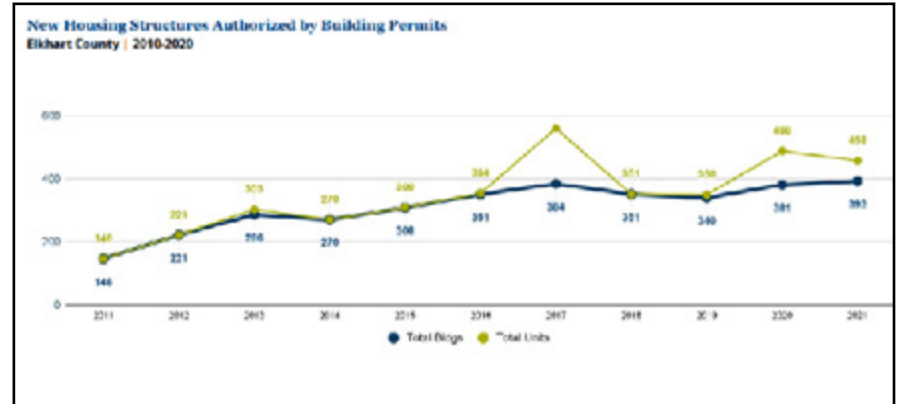




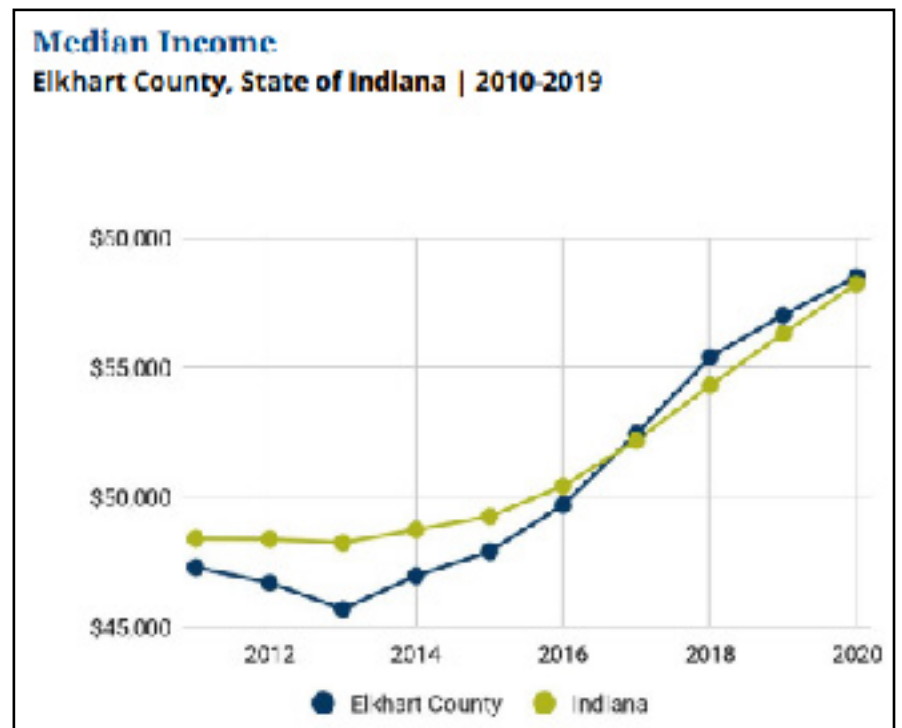
# Membership Sats:

(as of 7/31/2022)

1. 208 Members (48 builders, 143 associates, 17 affiliates)
2. Added 22 New Members for a 3.5% Membership Increase
3. 88.3% Retention Rate



Chartered in 1967, the Builders Association of Elkhart County celebrates its 55th year as a professional trade association that connects Elkhart County homeowners to home professionals and helps builders and other home-related service providers navigate the industry. The BAEC has grown to more than 200 members and is Indiana’s 4th largest local home builders association. Five IBA Past Presidents hail from the BAEC, including: Larry Swank (1986), Charles Fortino (1989), Charles Daub (1999), Lance Swank (2017), and State Representative Doug Miller (2011). Visit <https://baec.com/> to learn more about the association and view their upcoming events.



With its population increasing to more than 206,000, low unemployment rate of 1.6%, and median home listing price of \$279,450, it’s no surprise that Elkhart-Goshen ranks #1 on the Summer 2022 Emerging Housing Markets Index, which identifies metro areas for home buyers seeking an appreciating housing market, a strong local economy and appealing lifestyle amenities. Visit the Indiana Housing Dashboard at <https://www.in.gov/ihcda/dashboard/> to track demographic and housing trends across the state at a county-by-county level.

## Indiana Builders PAC Donor Clubs








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## Housing Task Force Cont.

Additional members of the Task Force include representatives from the Indiana Association of Realtors; Indiana Apartment Association; Habitat for Humanity; Indiana Bankers Association; Accelerate Indiana Municipalities; Hoosier Housing Needs Coalition; and the Indiana Manufactured Housing Association.

The Task Force has been tasked with reviewing data on housing shortages in Indiana for low income and middle income households; a review of state laws that affect the local regulation of housing; review efforts in other states and municipalities to address housing shortages through changes to zoning and land use restrictions; and consider measures that would encourage increased housing options in Indiana, including the following: municipal incentives;

and allowing greater housing density near transit, jobs, schools, or neighborhood centers.

“The Housing Task Force will meet several times in September and October and report its findings and recommendations to the Indiana General Assembly and Governor Holcomb by November 1, 2022.” Any recommendations from the Housing Task Force that require legislative action will be taken up during the 2023 session of the Indiana General Assembly or future legislative sessions. “The Indiana Builders Association governmental affairs team will be actively engaged on the Task Force and assist Task Force members with gathering information on the housing challenges facing the state of Indiana. “ - Paul Schwinghammer, IBA 2022 President



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#### WHY JOIN?

- 10** IBA members in the Indiana General Assembly
- 2** Dedicated lobbyists for home builders
- 97%** Of candidates supported by Indiana Builders PAC won their races in 2020

Through Indiana Builders PAC, Indiana Builders Association supports the election of pro-housing candidates to the Indiana General Assembly and connects our members and lobbyists to those state lawmakers. Joining the PAC Donor Club helps us strengthen our voice at the Indiana Statehouse and fulfill our mission to advocate for the construction industry to positively impact legislative, regulatory, and legal issues that affect housing affordability.

#### TOP 5 LEGISLATIVE ACCOMPLISHMENTS

- Passed prohibition of residential fire sprinkler mandate
- Passed prohibition on local builder license and registration requirements
- Passed Right to Work Law and repealed common Construction Wage Law
- Defeated Employee Classification
- Passed Developers Discount Statute

#### PAC ANNUAL COMMITMENT LEVELS

Gold Club	\$5,000
Silver Club	\$2,500
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## Member Recognition

### Four IBA Members Recieve Recognition from Governor Holcomb

Governor Eric Holcomb and Indiana Secretary of Commerce Brad Chambers recognized 47 Indiana companies recently with the Governor's Century or Half-Century Business Award. The companies were honored for their longevity and commitment to community service.

The companies join more than 1,200 others from throughout the state that have received the award over the past 31 years.



### IBA Member-Legislator Named Majority Floor Leader



Indiana Senate President Pro Tim Rodric Bray (pictured left) (R-Martinsville) named Senator Chris Garten (R-Charlestown) as the new majority floor leader of the Senate's majority caucus. Sen. Garten is the ranking member on the Senate Committee on Public Policy and also serves on the following committees: Appropriations, Environmental Affairs, Homeland Security and Transportation and Veterans Affairs and the Military. Sen. Garten is the owner of Signature Countertops in Jeffersonville, Indiana and a member of the Building and Development Association of Southern Indiana.

### IBA Member Appointed to Governor Workforce Cabinet


IBA Life Director Steve Schreckengast (pictured right) was appointed by Governor Holcomb to the Governor's Workforce Cabinet, which addresses education and employment needs for individuals and employers. Steve is president and co-founder of Citation Homes, Inc. and a member of the BA of Greater Lafayette. Steve will serve until December 31, 2023.



### IBA Member ASB Contributing to Relief in Eastern Kentucky



On Saturday August 20th, ASB LLC Custom Home Builders ran a volunteering event toward the flood relief of Eastern Kentucky. The event was held at Indiana University Southeast parking lot. ASB was able to successfully fill-up and donate two semi trucks of basic survival supplies. Those supplies included but not limited to, non-perishable foods, toiletries, cleaning supplies, first-aid kits blankets and more. Above are pictures from the flood relief volunteer event.





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# Get to Know IBA’s Newest Employee: Savannah Ayres



Savannah Ayres Outside the IBA Office

Savannah Ayres is the newest member of the IBA team as the communication and event coordinator. In this role, she coordinates and executes the public relations and communications programs and activities of the association to further the mission of the association; and develops and manages the events of the association.

Savannah is a Western New York native but became a Hoosier by choice after graduating from the University of Indianapolis (UIndy) in 2020. She has a bachelor’s degree in communication with an emphasis in public relations.

As a student at UIndy, she gained a plethora of opportunities participating in the student-run PR firm, Top Dog Communications, for several different nonprofit organizations as well as worked as a program coordinator for campus events/activities. Prior to IBA, Savannah worked in the healthcare industry in a senior living facility as the Director of Celebrations and an HR Specialist. Savannah is a current member of PRSA.

“Savannah’s education and professional background make her a perfect fit and we are excited to see all she can do for the association” - Rick Wajda, IBA CEO

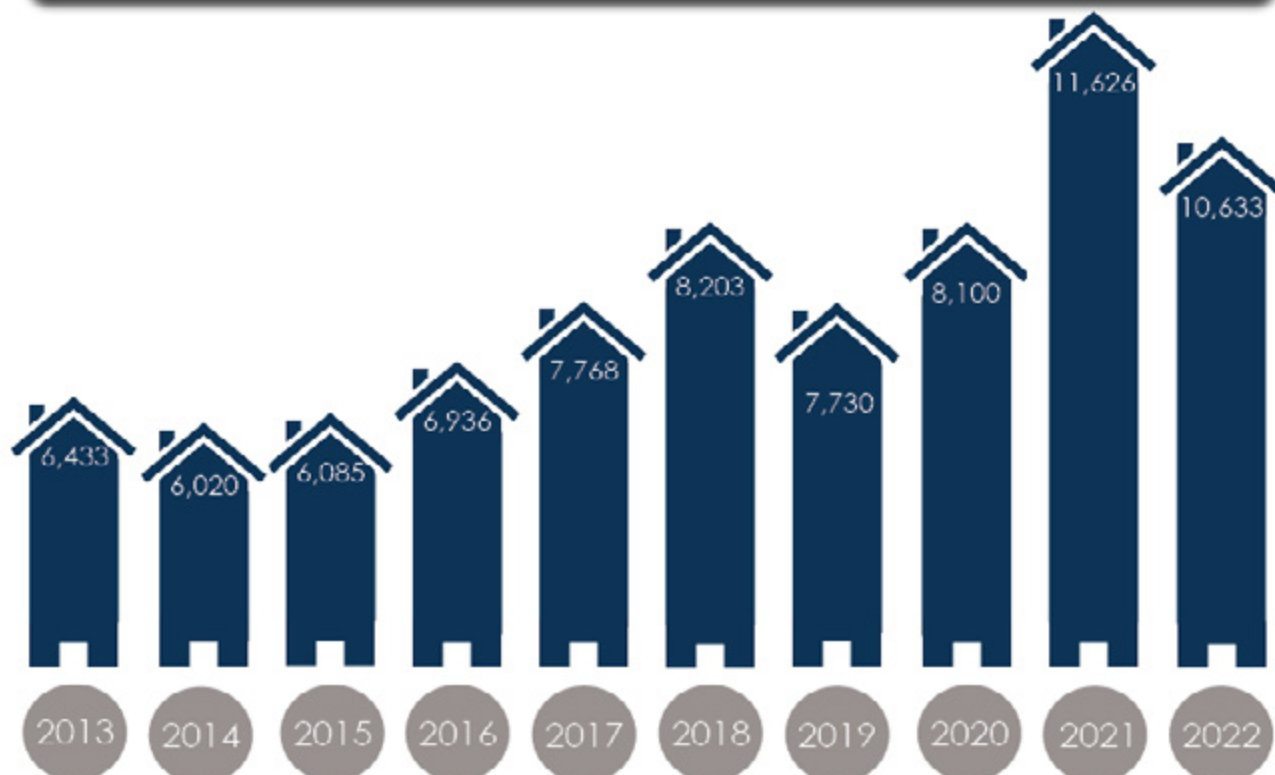
## Vitali Heading West

Raelle Vitali has begun her departure from the Indiana Builders Association because of family decisions to move to the west coast. She will be transferring to a counterpart role with the Building Industry Association of Washington and is glad to remain in the industry. While she looks forward to her adventures there, Raelle will truly miss the IBA family.

“The Building Industry Association of Washington is lucky to be inheriting Raelle, and while we wish her the best in her next steps, we will miss the support that she has been able to provide to our members and local associations.” -Rick Wajda, IBA CEO



### First Six Month Indiana Single-Family Building Permits



IBA recently combined the data from The U.S. Census Bureau. It shows Indiana’s first six months of single-family housing permit numbers within the last 10 years. The 2022 recent permit number (10,633) is down 8.5% from 2021 (11,626). However, the total number of 2022 single-family housing permit of 10,633 shows a significant difference from the permit numbers nearly 10 years ago; a 65% increase difference. See Graph.



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# Indiana Builders Association Leadership Conference

**Day One: Wednesday, November 9, 2022**

## Keynote Speaker: Shari Pash



Sustainable membership, volunteer, and sales growth requires much more than just maintaining the status quo – it calls for innovation, creativity, and a strategic approach. That's why so many chambers of commerce, nonprofit organizations, associations, and business throughout

the U.S. and Canada are turning to Shari Pash; founder of Strategic Solutions for Growth, a training company headquartered in Grand Rapids, MI. Shari has won numerous industry awards of excellence throughout her career from her unique hands-on-approach to sustainable membership, volunteer and sales development. Shari combines her 30+ years of success and growth development, to customize a multi-step program of fundamental tools and reporting mechanisms to generate continuous, measurable outcomes.

Following the Leadership Conference, the Indiana Builders Association Board of Directors will meet to present awards, hold elections for 2023 leadership and approve legislative and regulatory policies.

## Meeting Location & Hotel Accommodations

### **Embassy Suites Noblesville Indianapolis Conference Center**

13700 Conference Center Dr. S, Noblesville, IN 46060

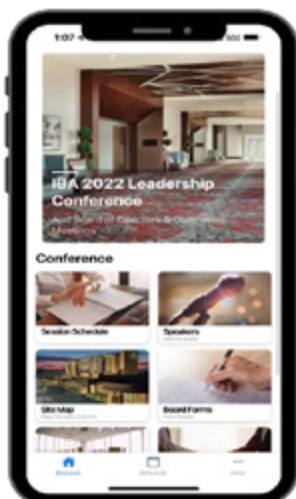
Reserve your hotel room by visiting <https://bit.ly/3CISLX9> or calling 317-674-1900 and asking for the Indiana Builders Association discounted rate.

Group rate ends: **October 17, 2022**

## Cost

\$30 if registered by **October 29, 2022**. An additional fee of \$5 will be applied for late and on-site registration.

## **Download our IBA Mobile APP**



Explore the full schedule of events, site maps, guest speaker information and sponsors by using our mobile app event section! Open the conference by pressing "More" on the bottom bar, then select "Events" and check the Leadership Conference. Use the links below to download the app if you haven't already:

Apple Phones- <https://bit.ly/IBAppApple>

Android Phones- <https://bit.ly/IBAppAndroid>

## Schedule of Events

### **Wednesday, November 9**

10:00 am - 10:30 am

- **Registration**

10:30 am - 11:00 am

- **Utilizing the Services of IBA**

11:00 am - 11:30 am

- **Utilizing the Services of NAHB**

11:30 am - 1:00 pm

- **Keynote Speaker and Lunch: Sustainable and Intentional Growth**

1:00 pm - 1:50 pm

- **Reignite Volunteer Leadership**
- **Social Media Marketing**

2:00 pm - 2:50 pm

- **Membership Onboarding**
- **Build Your Future Ambassador Program**

3:00 pm - 3:50 pm

- **Member Engagement and Growth**
- **IBA Senior Officers Meeting**

4:00 pm - 5:30 pm

- **IBA Board of Directors Meeting**

5:30 pm - 6:30 pm

- **Networking Reception**

6:30 pm - 8:30 pm

- **IBA Past Presidents Dinner**



# Indiana Builders Association Leadership Conference

**Day Two: Thursday, November 10, 2022**

**Keynote Speaker: Danushka Nanayakkara**



Danushka Nanayakkara is the assistant vice president for forecasting and analysis at NAHB. She oversees the activities of the forecasting and analysis section of the economics group which includes developing and maintaining national, regional, long-term, and remodeling expenditures forecasts. Before being promoted to assistant vice president, she worked at NAHB as a senior economist.

Prior to joining NAHB, Nanayakkara worked at J.D. Power as a senior economic analyst in the automotive industry. She holds a master's in applied economics from Johns Hopkins University.

## Schedule of Events

### *Thursday, November 10*

8:00 am - 8:30 am

- **Check in**

8:30 am - 9:20 am

- **Finance Committee Meeting**

9:30 am - 10:45 am

- **Housing Protection Fund Meeting**
- **Codes & Safety Committee Meeting**
- **Association Issues Meeting**

11:00 am - 12:15 pm

- **Government Affairs Committee Meeting**
- **Scholarship Committee Meeting**
- **Executive Officers Council Meeting**

## Event Sponsors



# The Unaffordable American Dream : Most Hoosiers Priced Out of the Housing Market

In 2021-2022, the housing market wasn't just hot. It was scorching. Low inventory and strong demand created a perfect seller's market, and prices ticked up to a national average of \$412,505 for a new home and \$374,900 for an existing home (up over \$50,000 from 2020). What goes up must come down?

Ian Shepherdson, chief economist and founder of Pantheon Macroeconomics, predicts that existing home sales will fall by 25% by the end of summer 2022, cooling the pace of sales from 6.02 million to 4.5 million. Sheperdson says, "The housing market is in the early stages of a substantial downshift in activity, which will trigger a steep decline in the rate of increase of home prices."

Good news for hopeful house hunters – unless they want to live in Indiana.

## The Indiana Housing Market

Indy real estate professionals do not expect a drop in housing activity here at home. While sales decreased 2.4% nationwide in February, 2022, for example, they increased by 3% in Indiana. Century 21 Scheetz's Amy Spillman says she has also seen a rise in rates. Currently, the average monthly mortgage payment has grown by more than \$400.

Spillman says, "We don't think that home prices are coming down anytime soon. We think that will remain steady, but we do think that it may eliminate some of the competition as the rate's shift and people's financial situations change."

Rochelle Perkins, realtor and managing broker for Garnet Group Indy, agrees that pressure on those looking for homes will remain intense. Further, she adds, "It almost feels like the rest of the country just discovered Indiana."

Out-of-state cash investors have been flocking to the state, where they can

often get more "bang for their buck" compared to properties in their own markets. To compensate for outsized prices, these investors often raise rents – which compounds the issue of achievable housing for Hoosiers.

Who is the "competition" being eliminated as demand and prices remain sky-high?

## Priced Out of the Housing Market

Newlywed and new mother Lauren Abdullah describes the challenges – and frustrations – she and her husband have faced in their search for an Indianapolis home. "It would be us and 10, 12, 50 offers at times going in, and then immediately you hear things like, 'Full cash offers' or '\$50,000 over asking price,' things that we knew we couldn't remotely compete with." Abdullah says this has forced her to "reconsider" her dream.

Abdullah and her family are far from alone. According to NAHB Priced-Out Estimates for 2022, the median new home price in Indiana is \$370,500. To achieve this, one would need an income of at least \$88,077. Of the state's nearly 2.6 million households, only 789,096 can afford this. This leaves the majority of households – 1,804,462 – priced out of the market. Even more



# Build Indiana Roots

**IBA encourages EVERY member and EVERY local HBA to support achievable housing by joining the coalition at [buildindianaroots.com](https://buildindianaroots.com).**

discouraging, a price increase of just \$1000 disqualifies another 3217 individuals/families.

The answer is more complex than raising wages. Hourly wages are the highest they have ever been; most fast food jobs in Indianapolis, for example, offer \$20/hour. At the same time, however, we are contending with the worst inflation in four decades with no relief in sight. Everything from groceries, gas, and vehicles to health care, education and housing is significantly more expensive, so employees are not benefiting from increased wages.

## How Does Indiana Compare to Neighboring States?

Stories like the Abdullahs, and countless others, are set in states across the country. The median price for a new home in the US is \$412,505; 39,205,292 households

make the \$99,205 necessary to afford this, while 87,527,382 are priced out. Delaware is the only state in the nation in which more households can afford a home than are priced out.

This is a national crisis. How does Indiana compare to neighboring states?

\*See Graph. Data from the NAHB Priced-Out Estimates for 2022.

*Being priced out of the housing market is not an exclusively "Indiana problem." But Hoosiers can work together to support and implement solutions for equitable, balanced, achievable housing. Learn more about the Build Indiana Roots coalition – and join the conversation at <https://buildindianaroots.com>.*

State	Median New Home Price	Income Needed to Qualify	Households	How Many Can Afford	Many More Priced Out
Indiana	\$370,500	\$88,077	2,593,558	789,096	1,804,462
Illinois	\$365,711	\$102,703	4,869,434	1,490,121	3,379,313
Michigan	\$350,069	\$89,906	4,007,356	1,241,683	2,765,673
Ohio	\$393,571	\$101,746	4,867,616	1,225,401	3,642,215
Kentucky	\$369,690	\$88,143	1,797,683	474,190	1,323,493
Wisconsin	\$394,639	\$103,737	2,431,158	614,779	1,816,379

# BECOME LEAD CERTIFIED

**Date:** Tuesday, Sep. 20, 2022

**Time:** Sign-in begins at 7:45 a.m.  
Training: 8 a.m. ~ 4:45 p.m.

**Location:** Ivy Tech Community College -  
Lawrence Campus Fairbanks Center

Members: Free  
Non-members: Pay \$100  
• **Lunch provided**



**REGISTRATION  
DEADLINE  
SEP. 13**

REGISTER AT [BUSINESS.BUILDINDIANA.ORG/EVENTS](https://business.buildindiana.org/events)

EPA's (United States Environmental Protection Agency) Lead Renovation, Repair and Painting Rule (RRP Rule) requires that firms performing renovation, repair, and painting projects that disturb lead-based paint in homes, child care facilities and preschools built before 1978 be certified and use certified renovators. Individuals and firms who are not certified could face fines of up to \$37,500 per day! Save yourself these potential fees by registering for training at the link provided in the graphic.



[buildindiana.org](https://buildindiana.org)

## IBA HEALTH INSURANCE ENABLES YOUR BUSINESS TO SAVE MONEY.

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or [jjulius@shepherdins.com](mailto:jjulius@shepherdins.com) to get  
the process started.

# Top 5 Recruiting

## Locals:

(as of 7/31/2022)

1. **BA of Greater Indianapolis: 32 New Members**
2. **HBA of Fort Wayne: 25 New Members**
3. **BA of Dubois County: 24 New Members**
4. **HBA of Northwest Indiana: 24 New Members**
5. **Building & Development Association of Southern Indiana: 24 New Members**



## IBA Welcomes 123 New Members in Second Quarter

For the months of April, May and June, Indiana local home builders associations welcomed 123 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/).

Jimmy Warner, 101 MOBILITY  
 Kyle Abram, Abram Construction Services  
 Jacob Ference, AeroCore Technologies  
 Jerry Foster, Affordable Drywall Inc  
 Adam Meyers, ALBH Homes  
 Michael Green, Alliance Exteriors  
 Scott Lods, American Suburban Utilities Inc  
 Benjamin Smaltz, Auburn Rental and Supply Inc DBA Taylor Rental Center  
 Steve Fortier, Bandit Signs  
 Tony Layne, Barak Group  
 Kory Kreuzberger, Benjamin Franklin Plumbing  
 Quentin Bischoff, Bischoff Plumbing Services Inc  
 Jason Bogert, Bogert Construction LLC  
 Stuart Bullock, Bollock Enterprises LLC  
 Andrew Knies, Brokerworks Group LLC  
 Craig Sorenson, Brookhaven Homes LLC  
 John Fansler, Budget Blinds  
 Patricia Hobbs, Busby Drilling Company Inc.  
 Jesse Lengacher, C & J Custom Construction  
 Kevin Corr, C & L Builders  
 Zack Monk, Cabinets To Go  
 Taylor Stewart, Capital One  
 Tamara Guelda, CCGC Investors LLC  
 Angela Becker, Central States MFG  
 David Martinez, CFS Construction Corporation  
 Kourtney Zahn, Chimney & Masonry

Outfitters  
 Tom Nelson, Christmas Lake Golf Course  
 Nancy Frigo, Coldwell Banker Realty  
 Rylee Platusic, Coldwell Banker Realty  
 Jane Woods, Comparion Insurance Agency a Liberty Mutual Insurance Company  
 Mark Bouquet Jr., Creative Carpet & Flooring  
 Chip Morelock, CRG Residential  
 John Warren, CrossRoads Bank  
 Dustin Oberholtzer, D.O. Electric LLC  
 Conway Hershberger, Emerald Chase Land Development LLC  
 Kevin Young, FBC Mortgage  
 Julie Deal, Fidelity Title  
 Hannah Nussmeier, Fifth Third Bank  
 Kimberly Tarter, Fire Dawgs Junk Removal  
 Sam Faulstich, First Federal Savings Bank  
 Deborah Hesting, Fort Financial  
 Amy Schuler, Freedompoint Mortgage  
 Justin Romine, Goff Heating and Air Conditioning  
 Trent Moore, Goodwill Industries of Michiana  
 Joe Papp, Granite America Inc  
 Linda McGinnity, Guaranteed Rate  
 Burke Richeson, Gutwein Law  
 Jerry Leonard, Habitat for Humanity Clark & Floyd Indiana  
 Jack Havlin, Havmack Construction Inc.  
 Chad Rupp, Heritage Petroleum  
 Joe Brandel, Home Flooring LLC  
 Peter Zarob, Homes of Distinction LLC  
 Mark Lovelace, Independence Contracting  
 Brandi Shaw, Indiana Realty Group  
 Josh Jenkins, Indiana Wash and Seal  
 Madyson Hernandez, Integrated Technology  
 Todd Potter, Interra Credit Union  
 Scott James, James Construction

Gary Jeffers, Jeffers Construction LLC  
 Ernst Jess, Jess Restoration LLC  
 John Zehr, John J. Zehr  
 Kara Hinshaw, Key Associates Signature Realty  
 Brian Kipp, Kipps Plumbing Inc  
 Kelsay Konechy, Kitchens Etc. Inc.  
 Nicholas Krantz, Koala Insulation of Fort Wayne  
 Josh Krueckeberg, Krueckeberg Auction & Realty  
 Linda DeWitt, LABR Technologies  
 Brian Baugh, Lake City Saver-Mail-pak  
 Brendan Elmore, LouveRoof LLC  
 Jean- Pierre Moreau, Lowe's Home Improvement Warehouse  
 Tina Albert, Lumbermen's Inc.  
 Mike Payne, Masonry Additions LLC  
 Ronald McColly, McColly Real Estate  
 Brian Hutchinson, Melmar Properties  
 Nicholle Jehl, Meridian Title Company  
 Michael Altman, Michaelbuilt Inc.  
 Dave Alsvig, Michiana Saver  
 Herb Smith, Midwest Guttering  
 Melody Wisely, MS International  
 Ryan Tedeschi, NIPSCO  
 Michael Clampitt, North Salem State Bank  
 Ashley Haehl, Northstar Surfaces  
 Ricardo Scarlett, Northwest Bank  
 Matthew Bochard, Northwest Bank  
 Tim James, NWI Radon & Environmental  
 Laura James, NWI Radon & Environmental  
 Collette Rohrbacher, Old National Bank  
 Nick Stevens, Old National Bank  
 Mitch Sweeney, Outdoor Lighting Perspectives  
 Pat Harrison, Pat Harrison Enterprises  
 Doris Jones, PDM Property Concepts Inc.  
 Sean Kirby, Performance Insurance

Group  
 Eric Shippy, PlungeLife LLC  
 Orla Troyer, Premier Timber Designs  
 Brian Miller, Prime Concrete Coatings  
 Sherry Sullivan, PrimeLending  
 Craig Stahly, Priority-one Construction Inc  
 Shane Caldwell, ProTec Panel & Truss  
 Mary Cooper, RE/MAX 100  
 Amy Pate, Realtors Association of Central IN  
 Noah Rogers, Rogers Remodeling  
 Randi Webber, Rural 1st  
 Breanne Bennett, Rural 1st  
 Sean Carpenter, Rural 1st  
 Chris Schwartz, Schwartz's Custom Woodworking LLC  
 Austin Sanders, Soil Connect  
 Devin Steele, Steele Properties  
 Chris Preece, Storage Concepts  
 Mark Bidelman, Sun & Shade Awning  
 Mark Bilyeu, Tabco  
 Greg Holbert, Trim-A-Door Corp.  
 Dan Trimmerger, Trim-A-Door Corp.  
 Chad Ray, TRU-Building North LLC  
 Pat Dwyer, U.S. Lumber  
 Bryan Bokowy, Union Leasing Inc.  
 Andrew Harlow, United Federal Credit Union  
 Garrett Craig, United Leasing and Finance  
 Alex Cook, Von Mortgage  
 Wesley Addington, Wesley's Landscape & Lawn Care  
 Ashley Meijer, Westwood Properties LLC of Indiana  
 Shannon Petty, WFRN Radio  
 Jennifer Boughton, Wood Specialties By Fehrenbacher  
 Jameel Murphy, Zam Development LLC

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



Elected officials at all levels of government play a role in shaping the housing industry and small businesses. Indiana's General Election is November 8, and it is important to elect pro-housing, pro-business candidates to ensure that the housing and economic recovery continues.

Visit My Voter Portal at <https://indianavoters.in.gov/> to access your personal voting location, registration status, ballot info and much more. Be sure to review the IBA Voter Guide before you go! The Guide will be available in time for early voting.

Please contact the IBA office at 317-917-1130 for details.

**TAKE IBA'S VOTER GUIDE WITH YOU TO THE POLLS**

**Important Dates:**

October 11, 2022:  
Voter Registration Ends

October 12- Nov. 7, 2022  
Absentee Voting

November 8, 2022  
General Election Day,  
Polls Open 6:00 a.m. - 6:00 p.m.

## Coming Soon

### Cloverleaf AI / Be Everywhere

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## Scholarship and Grant Applications Now Open



The IBA Educational Scholarship Foundation and the Indiana Builders Charitable Foundation have applications now open for the 2022 award cycle. In 2021, both Foundations awarded a total of \$12,780 to deserving students and programs.

The IBA Educational Scholarship Foundation awards scholarships 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.

The Indiana Builders Charitable Foundation provides grants to programs and institutions that provide education that enhances the knowledge and understanding of the housing industry and career opportunities within the housing industry.

Applications for both the scholarships and grants can be downloaded online at [buildindiana.org/scholarships-grants/](http://buildindiana.org/scholarships-grants/) and must be submitted by October 31, 2022 to [Rick@buildindiana.org](mailto:Rick@buildindiana.org).



## State Membership Drive and Your Chance to Win \$500 Begins October 1



Like previous years, the Indiana Builders Association will be hosting a state membership drive to encourage expansion of the association and grow our impact.

Unlike previous years, IBA will provide \$500 awards to the top five recruiters from across the state rather than just the single top builder and top associate recruiters thanks to our Membership Drive Sponsors: Weber Concrete, York Chrysler Dodge Jeep Ram of Plainfield, and Timberland Lumber Company.

Think you can be in the top 5? Connect with your local HBA to gain access to membership recruitment materials.

The competition will run from October 1, 2022 to December 31, 2022.

View the full terms and conditions at: [buildindiana.org/2022-membership-drive/](http://buildindiana.org/2022-membership-drive/)

## Nominations Now Open for the Associate of the Year and Remodeler of the Year Awards

Know of an outstanding associate member who constantly promotes the value of membership and serves the association, or a remodeler who constantly grows their involvement and projects?

Nominate these members for the 2022 Associate of the Year and Remodeler of the Year awards. Self-nominations are also accepted! Help recognize the different types of members that make up the building industry by submitting nomination applications that can be downloaded at: [buildindiana.org/about/association-awards/](http://buildindiana.org/about/association-awards/).

Nomination forms need to be submitted to [Savannah@buildindiana.org](mailto:Savannah@buildindiana.org) by October 7th, 2022.



# Educators Summit Brings Student Chapter Expansion

In late July, nearly 30 educators and about 15 industry partners from across the state participated in the first-ever Construction Educators Summit. Build Your Future Indiana provided the event as a place to create two-way communication for those focused on increasing the number of young people interested in the construction workforce.

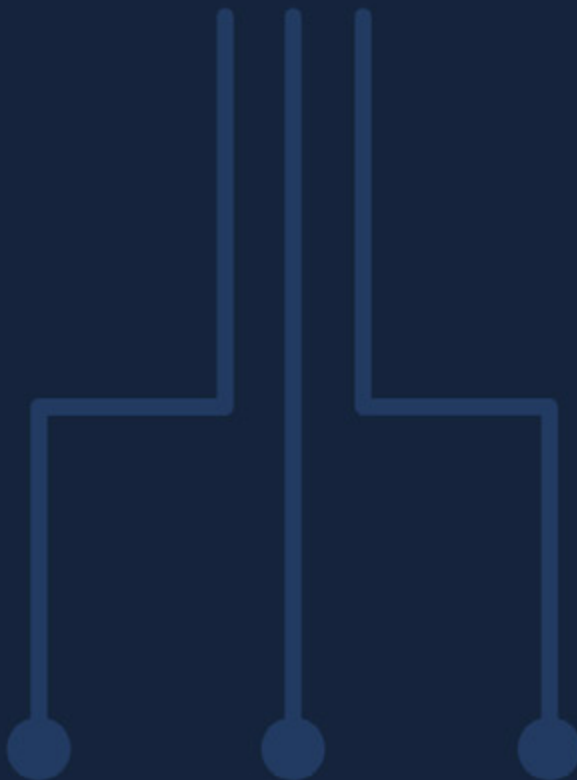
The event was a prime opportunity to learn about the Indiana graduation pathways, to discover new grant opportunities throughout the state, and to learn from peers about their success. The one-and-a-half day event featured keynote addresses from nationally-renowned speakers Lindsay Boccardo and Byron Ernest as well as more in depth conversations led by the various state agencies such as IDOE and INDOT.

Further, IBA presented about starting local student chapters and grant opportunities, and BAGI discussed with educators the best way to connect with local homebuilder chapters. Attendees at the event were provided with contact information for their local association. IBA's Marketing and Member Services Director, Raelle Vitali, presented information on the value of NAHB Student Chapters and how to connect with a local HBA to get one started. Currently, three new chapters have begun the process and we are excited to officially welcome them and their students to the association. The event was made possible thanks to the generosity of the following sponsors: AGC of Indiana, Indiana Department of Education, Indiana Constructors, Inc. Shiel Sexton, and Procore. BYF Indiana is very thankful for their financial leadership on this endeavor.

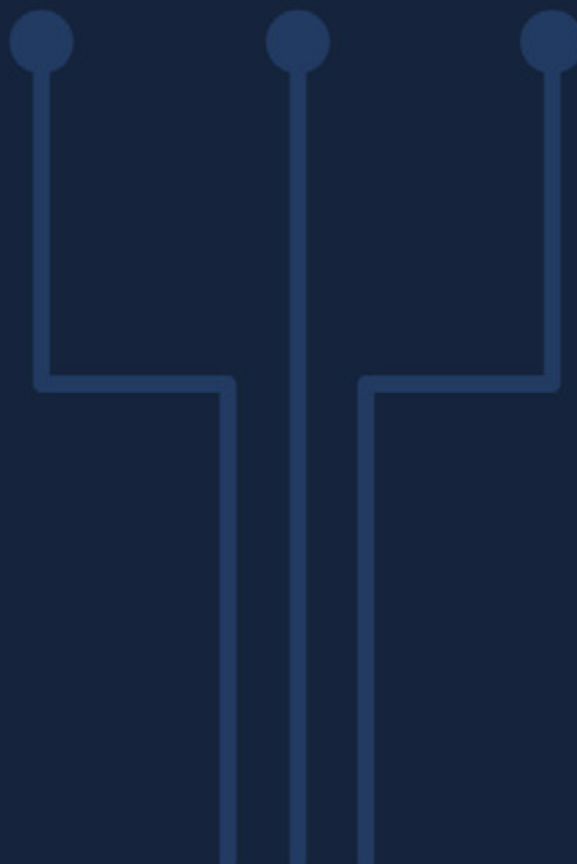
If you want to get involved in next year's Summit, reach out to Matthew Nance, Director, K12 Initiatives at [matthew@indianaconstruction.org](mailto:matthew@indianaconstruction.org).



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# IBA Across the State



IBA Senior Life Director Tom Schroering (left) and BA of Dubois County Vice President Brady Albright (right) welcomed IBA Treasurer Kenny Reinbrecht and Dona Brown of Reinbrecht Homes to the association's membership meeting hosted by Krempp Lumber Company. Dona shared information on their company's participation in the Member Rebate Program



From left: Officers of the BA of Dubois County Brady Albright and John Schroeder presented scholarships to Philicity Collington, Avery Knies, and Kendall Lee. Kendall received the coveted Mark Schneider Memorial Scholarship and is the daughter of Executive Officer Tracy Lee. Mark, who passed away in 2016, was an IBA Life Director and retired from Krempp Lumber Company in Jasper after more than 40 years of service



State Representative Craig Snow (left) hit the links at the BA of North Central Indiana golf outing with John Kidd, IBA CEO Rick Wajda, and Past State President Brett Harter



IBA CEO Rick Wajda (right) visits with leadership of the Bloomington-based Builders Association of South Central Indiana, including President Terry Davis (left), Executive Officer Jason Bell (2nd from left), and IBA Senior Life Director Terry Stultz



Christian Evans (right), CEO of the Building and Development Association of Southern Indiana, moderated a panel discussion with state lawmakers including (from left) State Rep. Ed Clere, State Rep. Karen Engleman, Sen. Gary Byrne, Rep. Rita Fleming, and Sen. Chris Garten



IBA President, Paul Schwinghammer (right) swaps stories with Brett Harter (left), 2020 IBA President, and Larry Coplen, 2004 IBA President



Carlie Hopper, IBA Governmental Affairs Director, discussed housing related issues with Scott Alexander, candidate for Senate District 26. The new district includes all of Delaware and Randolph Counties



Speaker Huston (second from left) and State Representative Jack Jordan (right) spent an afternoon golfing with IBA Secretary Ryan Baker (left) and IBA Past President Brett Harter



IBA Past President and State Representative Jim Pressel and wife Becky were all smiles after the primary election. Jim was elected to the Indiana House of Representatives in 2016 serves as Chairman of the House Roads and Transportation Committee

# IBA Accross the State



State Rep. Wendy McNamara thanked the Southwestern Indiana BA for their support at a recent golf outing. From left, Matt Reinbrecht, McNamara, Jeff Happe, and Bill Pedtke.



Southwestern Indiana BA members Matt Reinbrecht (left) and Jeff Happe (right) enjoyed a day of golf with State Rep. Tim O'Brien (center)



IBA CEO Rick Wajda (right) discussed housing related issues with U.S. Rep. Frank Mrvan who serves Indiana's 1st Congressional District



U.S. Congresswoman Victoria Spartz met in-district with IBA CEO Rick Wajda. Spartz serves Indiana's 5th Congressional District



U.S. Senator Todd Young (2nd from right) met with IBA leadership during a recent visit to Indianapolis. From left: Past President Lance Swank, NAHB National Delegate Heath VanNatter, Young, and IBA President Paul Schwinghammer



IBA Treasurer Kenny Reinbrecht (right) thanked State Senator Jim Tomes for his support of state policies that keep housing safe and affordable



Jeff Weber (left), President and Owner of Weber Concrete Construction honored with awards from Jim Baty, Executive Director (right), for Project of the Year and Contractor of the Year, respectively, from the Concrete Foundation Association



Building and Development Association of Southern Indiana welcomed IBA CEO Rick Wajda (2nd from right) to their summer meeting. From left: Jason Sams, President; Christian Evans, CEO; Wajda, and Greg Furnish, IBA Past President and Senior Life Director



Minority Leader of the House, Phil GiaQuinta (left) and IBA Vice President Ric Zehr reconnect at an event in Fort Wayne



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**Gregory R. Gerbers, CIC  
Partner**

Main: 260.424.5600  
Direct: 260.969.1311

Fax: 260.422.5801  
Email: [greg@dehayes.com](mailto:greg@dehayes.com)



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# June Board Meeting



NAHB 2nd Vice Chairman, Carl Harris (right) catches up with IBA's National Representative, Greg Furnish at the IBA Board Meeting at the French Lick Resort



Reinbrecht Homes on golf course for the NAHB BUILD-PAC Golf Outing at the Donald Ross Course in French Lick



IBA Vice President, Ric Zehr (right) is all ears as he attended the NAHB BUILD-PAC Outing with three former IBA Presidents. Pictured from left to right: Brett Harter; David Kovich; State Senator Linda Rogers; and Zehr



IBA President, Paul Schwinghammer, presented Life Director status on the IBA Board of Directors to Steve Schreckengast, Citation Homes, at the June IBA Board of Directors Meeting. Schreckengast attended his 30th IBA Board Meeting



French Lick Resort; Location of IBA June 2022 Summer Conference



Indiana's NAHB BUILD-PAC Trustee, Heath VanNatter (left) and alternate NAHB BUILD-PAC Trustee, Linda Rogers (center), welcome NAHB 2nd Vice Chairman, Carl Harris to IBA's Golf Outing at the Donald Ross Course in French Lick to raise funds for NAHB's BUILD-PAC



IBA CEO, Rick Wajda (left) and IBA President, Paul Schwinghammer (right) thank Alex Fernandez with the Vinyl Siding Institute (VSI) for presenting at IBA's June Board of Directors Meeting and their continued support of the IBA



IBA Senior Officers gather for a picture with United States Senator Mike Braun during his keynote address at the IBA Board of Directors Meeting. Pictured from left to right: Paul Schwinghammer, IBA President; Ric Zehr, IBA Vice President; US Senator Mike Braun; and IBA Treasurer, Kenny Reinbrecht



IBA President, Paul Schwinghammer (center) enjoys a sporting clays outing with Matt Lancia (left) and Terry Davis (right) at the IBA June Board of Directors Meeting at the French Lick Resort



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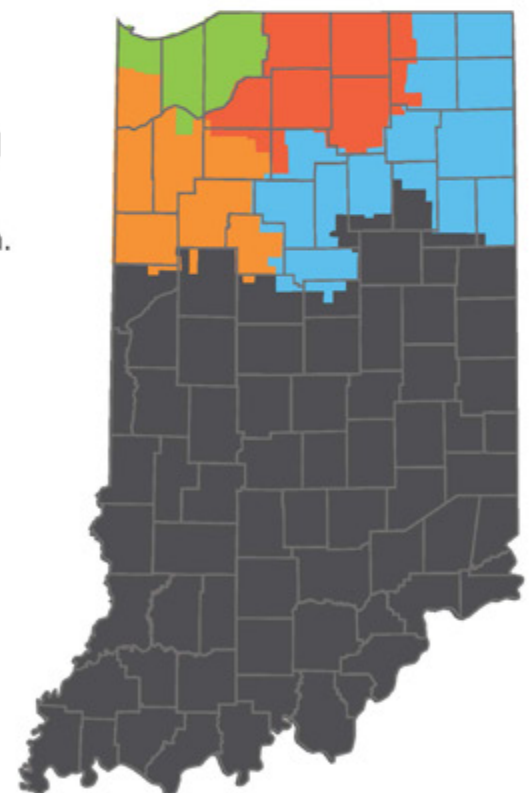
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# NAHB Legislative Conference



IBA leaders catch up with United States Senator Todd Young (third from left) in his Washington D.C. office



IBA President, Paul Schwinghammer, overlooking the U.S. Capitol during the NAHB Legislative Conference



IBA leaders discuss housing with United States Representative Greg Pence (right). Pictured from left to right: Ric Zehr, Paul Schwinghammer, and Pence



NAHB National Delegate, Heath VanNatter (left) and Rick Wajda, IBA CEO (right) catch up with United States Representative Jim Baird in his Washington D.C. office



IBA delegation gather for a picture overlooking the U.S. Capitol. Pictured from left to right: Rick Wajda; Paul Schwinghammer; Ksana Schwinghammer; Winnie Schwinghammer; Ric Zehr; United States Representative Jim Banks; Heath VanNatter; Greg Furnish; and Carlie Hopper



IBA members discuss housing with United States Representative Larry Bucshon (left)



Housing was on the agenda with United States Representative Trey Hollingsworth (second from left)



IBA members gather for a picture with United States Congresswoman Victoria Spartz (fifth from left)



Housing was the topic with United States Senator Mike Braun during NAHB's Legislative Conference. Pictured from left to right: Winnie Schwinghammer; Paul Schwinghammer; Braun; and Greg Furnish

# Remembering US Rep. Jackie Walorski



IBA Past State President, Andy Place, Sr. (left) met regularly with the late Congresswoman Walorski to keep her abreast of housing issues



State Senator and Past State President, Linda Rogers (right) presents the late Congresswoman Jackie Walorski with the NAHB Defender of Housing Award



Members of HBA of St. Joe Valley and BA of Elkhart County regularly met with the late Congresswoman Walorski to update her on issues impacting the housing industry in the 2nd district



IBA members were treated by the late Congresswoman Walorski to a tour of the House Ways and Means Committee room during a Washington DC builders trip



IBA members always enjoyed the opportunity to meet with the late Congresswoman Walorski in the Washington, DC office

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