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Attorney General Steve Carter to address IBA board

Attorney General Steve Carter will speak at the Indiana Builders Association state board of directors meeting on May 13, 2008 at the Indianapolis Marriott Downtown. IBA is hosting a "Get Excited About Going Green Conference" in conjunction with the spring board session.



Carter

Carter was first elected Attorney general in 2000 and was sworn in to serve a second consecutive term in 2005.

Carter is a leader among his colleagues, having served as President of the National Association of Attorneys General. He now chairs an Executive Working Group of six U.S. Attorneys, six state attorneys general, and six local prosecutors that meet at the United States Department of Justice to advise the U.S. Attorney General on criminal justice matters.

Since taking office, Carter has increased the amount of lost and forgotten assets to their rightful owners by eight-fold. More than \$54 million in unclaimed property was returned in 2006 alone.

He has taken an active role in fighting public corruption in Indiana including: ini-

tiating a massive vote fraud investigation in Lake County that resulted in felony convictions against more than 40 people and filing the first civil Racketeer Influenced Corrupt Organization action naming a city government as a corrupt enterprise.

Carter was born in Lafayette, Indiana and grew up on his family's farm in south Lake County in Northwest Indiana.

Graduating with honors from Harvard University, Carter received his bachelor's degree in economics. He earned a J.D. and an M.B.A. from Indiana University graduate Schools of Law and Business.

He has served as Chief City County attorney for the city of Indianapolis, Legislative Counsel for the Indiana State Senate, and the Agricultural Assistant and Chief of Staff to the Indiana Lieutenant Governor.

A limited number of overnight accommodations are available at the Indianapolis Marriott Downtown, 350 W. Maryland St., at a discounted rate of \$149 plus tax. Make reservations direct with the hotel by calling (877) 640-7666 or (317) 822-3500 and state that you are with the Indiana Builders Association or via the internet at www.indymarriott.com (group code IBAIBAA.)

The board meeting is a meal function; therefore, reservations are necessary. Call IBA at (800) 377-6334 or (317) 236-6334. Cost is \$20 if pre-registered, \$25 at the door.

Indiana adopts new rules and code amendments

The Fire Prevention & Building Safety Commission adopted five new rules at their January 2008 meeting, which take effect soon.

These rules are: updated amendments to the current 2005 IRC, and a new 2008 Indiana Building Code, Indiana Fire Code, Indiana Mechanical Code, and Indiana Fuel Gas Code. The building, fire, mechanical and fuel gas codes will be comprised of the respective 2006 International Model Code for each, plus Indiana amendments. The new IRC amendments will amend the currently effective 2003 International Residential Model Code and current Indiana amendments. For the IRC only, this is not a new code adoption.

The updated amendments to the 2005 IRC were due to have left the Attorney General's Office and go forward to the Governor's Office. Pending the Governor's signature time and the filing time with the Secretary of State's Office, the amendments are anticipated to become effective shortly before April 15, 2008.

The other rules will probably leave the

Attorney General's Office in early March, take a little longer at the Governor's Office (since there are multiple rules,) and become effective close to the middle of June.

When the new IRC amendments are effective, they will be available on the Legislative Services Agency Web site, and will merge with the current IRC amendments, making a single package and avoiding confusion between iterations of amendments.

The link for the IRC amendments is: <http://www.in.gov/legislative/iac/T06750/A00140.PDF?> If you go there now, you will find the current amendments under 675 IAC 14-4.3. 675 IAC 14-4.2 is the legal name for the amendments that were in effect prior to our current ones, which you can also find at this link, repealed. However, when the new IRC amendments become effective, they will continue to be 675 IAC 14-4.3, because the current amendments are being updated, not repealed and replaced with a totally new rule.

Attend the upcoming Indiana Builders Association code seminar (see page 9), to learn more about implementing these changes.

GO GREEN with IBA

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Make retention week a smash hit, see page 19 for details.



NAHB convention shines in Florida

NAHB's 2008 International Builders' Show held recently in Orlando, Florida marked another successful year with its expansive product showcase and highly attended education sessions.

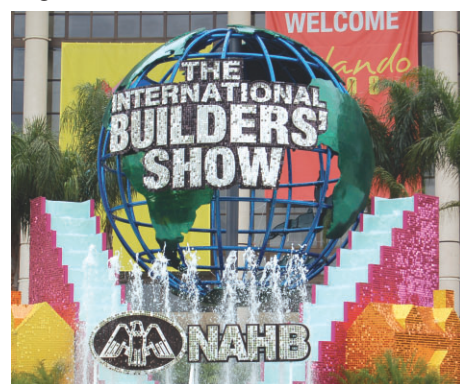
The show, considered the largest industry event of its kind, attracted just over 92,000 attendees and over 1,900 exhibitors spread across more than one million net square feet of exhibit space.

"I would like to personally thank the many companies and associations who sponsored our IBA hospitality suite receptions during the show," said David Compton, IBA President. "These informal get togethers build camaraderie among members." See pages 12 and 13 for Hoosier attendees, photos, and a list of the sponsors.

"Builders came to this year's show with a renewed sense of purpose and got straight

to work learning about the latest products and trends and how to differentiate themselves from the competition," said NAHB President Sandy Dunn, who was installed at the event. "They're doing what they need to do to get back on track in a slower market."

After spending four years in Orlando, the International Builders' Show moves to Las Vegas, Jan. 20-23, 2009.



Indiana recognizes 240 designation holders

This month, IBA Housing University celebrates the 6th annual National Designation Month. IBA recognizes achievements, rewards accomplishments and encourages education participants to complete requirements in NAHB's designation programs. IBA currently has 240 members holding national designations.

"Earning your professional designation catapults your company's knowledge and skills to the next level," said Mike Bell, GMB, CGB, CGR, CAPS, Professional Designation Committee chairman.

In competitive markets, differentiation is the key to success. Through the IBA Housing University professional designation programs, industry professionals across the country distinguish themselves from the crowd. Professional designations offer opportunities to improve skills, advance careers, and exhibit commitment to professional growth. See pages 10 and 15.

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Now is the time to listen

Today, the market, the economy and our customers are saying, "Quiet, ssshhh, listen to us."

If you pick up the paper good news seems hard to find. However, out of adversity comes opportunity. People are still getting married, building families and retiring. All of these life events create a need, at some point in time, for housing. Whether it be a new home, an existing home or remodeling of a current home, there is a need that we must meet.

Our job as builders and associates today is to listen. Listen to what the market wants in our area. We need to be good students and listen to where the market is telling us to put our resources and what to build or not build. Never before in my 20-year career has this been more evident than now.

Anyone can survive in a good market - order takers don't have to sell they just need to know how to write. We must know what is going on in our local markets to survive



President's Message

By David Compton

R.N. Thompson &
Associates, Fishers

President,
Indiana Builders Association

and thrive in this downturn.

Asking and listening to the answers of some simple questions can provide valuable insight. Is our area creating jobs or shedding them? How many homes, new and existing, are currently on the market as compared to a year ago? What is the lot supply in our area versus a year ago? What are the price points targeted to which particular buying group? Answers to these questions can guide you.

Gone are the days when we choose the colors and upgrades in the speculative homes that we build. Today the market decides for us. We all must listen. Ranch or two-story home? Bonus room? Basement? Location, location, location. Build what and where the buyers want.

Over time, the basics have not changed. We as an industry must get back to them to survive and thrive in the short term and beyond.

You are a good listener. You are a member of the Indiana Builders Association. You are listening to the advice printed in this publication. Take the next step and reach out to your fellow members, to the state officers, past presidents and staff for support and insight. Together we can weather this time of uncertainty and be successful in the future days to come.

Good luck in the year to come. Make sure to give your family a big hug and tell them that you love them. Best Regards.

Commit to earning a professional designation

There is no better time to commit to earning your professional designation than National Designation Month. IBA is offering two courses in April, Customer Service and Scheduling, that fulfill credits for Certified Graduate Builder, CGB; Certified Graduate Remodeler, CGR; and Certified Graduate Associate, CGA designations.

Benefits of earning all three of these designations include: referrals to customers via NAHB's Web site, consumer brochures that explain the advantages of working with a certified professional, the right to use designation titles on all letterhead and business cards, as well as valuable knowledge and networking opportunities.

The CGB professional designation emphasizes business and project management skills as the key to a professional building operation. To obtain a CGB, a candidate must first complete the application and take the Builder Assessment Review, BAR. This three-hour multiple choice assessment measures the candidate in the five core areas of building business management: building technology; business finance; project management; sales and marketing; and safety. The BAR results determine the course of study for CGB candidates. The candidate will then complete the required courses as determined by the BAR results, and submit the graduate fee and application.

The CGR professional designation increases a remodeler's professional credibility by identifying those who demonstrate exceptional business integrity, competence and a solid track of consumer satisfaction. Candidates seeking to receive the CGR designation must complete the candidate application and take the Professional Remodeler Experience Profile, PREP. The three-hour PREP test measures the candidate's knowledge of the five core areas of remodeling business management: marketing and sales; business administration; design, estimating and job costing;

contracts, liability and risk management; and project management. The candidate must then complete the required courses, as identified by the PREP results, and submit the graduate fee and application.

The CGA professional designation educates associates about the home building and remodeling business to provide associates a better understanding and relationship with professionals in the industry. A CGA

candidate must complete three required courses for this designation: business management for building professionals; customer service; and sales and marketing/sales and marketing for remodelers. The last step in obtaining a CGA is for the candidate to submit the designation fee and application.

For more details on the customer service course, see page 10 and for the scheduling course, see page 15.



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The importance of being active in the process

The Indiana General Assembly closes in on its final weeks of action for 2008 and several issues remain on the table. Property taxes have dominated much of the discussion since the beginning of the year and any agreement on property tax relief will be hammered out between now and the end of the session.



Inside the Issue

By Rick Wajda

Chief Executive Officer

Indiana Builders Association

senator to support H.B. 1164, because so much of their business depended on the vitality of the home building industry. If a bill helped the home builders get back on their feet, it would help his business. The senator was impressed with the wide breadth our industry and our association cover. He supported the legislation.

On a side note, H.B. 1164 passed the Senate in late February and hopefully will be enacted into law at the end of the session. H.B. 1164 allows a 50 percent property tax deduction for property taxes first due and payable after 2009 for a model residence for not more than: (1) an assessment date for which the residence is partially assessed; and (2) the first three years for which the residence is fully assessed. It also provides that not more than three model resi-

dences in Indiana owned by the same owner or an affiliated group of owners may qualify for the deduction.

In another instance this session, a state representative who was getting ready to cast a vote on H.B. 1269 Employee Classification Act noted that IBA's lobbyists were working to defeat the legislation, yet he had not heard from anyone back home on the issue. We assured the state representative that our members had problems with the proposed legislation and the potential negative impact it could have on our in-

dustry. IBA had sent out an action alert on H.B. 1269, but only a fraction of the mem-

bers took the time to contact their legislators on this issue of importance. H.B. 1269 narrowly passed the House earlier this session and is eligible for action during conference committee time.

IBA is only as strong as its members. With nearly 7,000 member companies across the state of Indiana, just think what we could do if every

Wajda (see page 5)


The Indiana Builders Association continues to be engaged in the process and continues discussing issues of importance to the home building industry with state representatives and state senators. House Bill 1101 contains many of Gov. Mitch Daniels provisions to cap property taxes at 1 percent for homesteads; 2 percent for renters and 3 percent for all businesses. Many changes have been made to the plan as it has moved through the process, but many inside the Statehouse believe something will happen.

There seems to be general consensus on a 1 percent sales tax increase to fund any property tax relief. Specific areas of concern for our industry continues to be the issue of referendums and whether or not in the final form they will apply to economic development projects such as road and infrastructure improvements. Vertical capital projects such as school buildings have a direct impact on property taxes and IBA understands the desire of some elected officials to send those to a referendum process. However, infrastructure improvements may never see approval if subject to the lengthy referendum hurdle.

Now is the time to convey your thoughts and opinions to your state representative and state senator on property tax relief and other issues to be decided over the next few weeks, such as immigration reform; green building; employee classification and others.

IBA has made the process easy with our online grassroots advocacy tool, voterVoice. VoterVoice allows you to send an e-mail to your legislator in a quick and easy process through our Web site at www.buildindiana.org. Registering with voterVoice will also enable you to receive IBA's weekly legislative report via e-mail.

If you think your voice doesn't matter, consider the response I got from a state senator earlier this session when I was working the floor of the Indiana Senate to pass legislation on H.B. 1164 Model Home Act. The state senator noted that he had received an e-mail from a constituent involved in the home theatre installation business. This small business owner was asking the state



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Marketing secrets on a shoestring budget

John Palumbo is CEO of The Sales DNA Institute, an idea studio and research laboratory for sales and marketing management. Author of this article, he has presented hundreds of seminars around the country and at Indiana's Midwest Builders Convention.

I've found that many builders and their sales agents are somewhat out of touch with the fundamentals of how to implement great, yet inexpensive, marketing. Start today to gain a clear advantage over your competition, expand your business and increase your profits while your competition becomes stagnant and complains about how tough it is to merely find more business. No matter how many homes you build, or how educated you are in marketing management; these strategies are guaranteed to produce a windfall of new business in a short amount of time.

It doesn't take a marketing genius to spend tens of thousands of dollars using a variety of market resources and mediums to get a message into the marketplace. However, great, budget-conscious marketers are made, not born. It requires discipline, a precise system and a highly strategic plan to really develop your business marketing savvy. If you want to grow your business, gain a decisive and competitive advantage, attract new customers in droves and double your profits - you need to open your mind and revamp outdated marketing ideas.

Fortunately, great marketing is more science than art. Like any scientific endeavor, the better your processes, procedures and techniques, the better your end results. To compete in today's market, builders need to find as many small niches as they can and excel in areas that cannot be filled by larger competitors. A niche marketer can grow and become very profitable, but still not appear on the big guy's radar screen.

To become a good niche marketer, companies must switch their mentalities from that of a seller to a marketer. Marketing is the opposite of selling. Find a need people have and make people aware of your solution, then selling becomes almost unnecessary. The following are 10 core strategy secrets that every top producing company I've worked with has learned to master. They are:

1) Determine your goals - the simple setting and monitoring of goals for each area of your company can cause 150 to 200 percent increases in performance. Do you know how to set goals, reinforce goals or support a goal-oriented environment? The most important thing you can do for your company is to create a goal-orientated environment.

2) Hire the best - making a wrong hiring decision can cost a company thousands of dollars. The secret weapon used by the "big dogs" is advanced behavioral testing that helps them spot and hire star performers. They use a service that administers and in-

terprets a behavioral profile for \$200 to \$400. The cost is minimal compared with a bad hiring decision. Visit www.salesDNAprofile.com to learn more about how to administer thorough sales profiles and hire the best applicant. You shouldn't hurry through the hiring process without using these valuable tools - regardless of your company's size.

3) Strategy vs. Tactics - the first thing to understand is the difference between strategy and tactics. Developing a strategy means you have determined, in advance, an ultimate goal you would like to achieve for each tactic. Tactics are the things you do to achieve your goal. A tactic is a marketing effort such as: yellow page ad, newsletter, trade publication or speaking engagement. If you want to be the most respected company in your market, you should ask yourself, do my tactics reflect that desire?

4) Understanding the sales process - if you don't understand the sales process thoroughly, then you're fooling yourself about being successful. There are numerous fundamental steps that every customer goes through in order to make a purchase decision. Understanding and mastering these steps is one of the more powerful things that can lead to greatness. Don't just leave

it to sales representatives to know these steps. There are many great programs offered by home builders associations and other organizations to help reinforce the sales process.

5) Keep 'em curious - in his book, *Accidental Magic*, Roy Williams asks the question, "What was the last movie you paid to see twice?" It was probably a movie that made you curious ... one that was thought provoking because you didn't know exactly what was happening until the end of the movie. In the same way, if you're not sure where an advertisement is heading, it's more interesting. An example of such an ad is a radio advertisement that has no ending. The next time you hear that particular ad you'll likely turn up the radio to get additional details. Wouldn't you want people to turn up your ads?

6) Profiting from co-op advertising and strategic alliances - if you had someone willing to pay postage costs for direct mail or foot the bill for half of every ad you ran, why would you pay for 100 percent of your advertising?



Palumbo (see page 9)

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NAHB announces national green program

The grass was greener in Orlando at the NAHB International Builders Show, and so were the seminars. Those in attendance quickly found that green building dominated the seminar circuit. While some of the week's seminars were only half full, the green building seminars were at capacity or overflowing with builders and associates who wanted to get an early start on the green building standards and verification process.

ing objectives in a remodeling project. See page 8 for details.

* Attend IBA's Get Excited About Going Green Conference on May 12, 2008 from 1 to 5 p.m. at the Indianapolis Marriott in downtown Indianapolis. The cost is \$25 per person; additional registrants from the same company are \$15. Details below.

* IBA is in the process of arranging seminars for verifiers for the green building program. Contact IBA for dates and locations.

Some of the costs associated with participating in the NAHB Green Build Program as currently released are a \$150 regis-

tration fee per year. There will be a \$150 certificate fee per home and the builder will be responsible for hiring an approved verifier for inspections and verification.

Think and act green. Get your green certification designation, attend a Green Building Conference, and begin building and remodeling to the green building guidelines today.

Questions concerning Green Building, call Gretchen White, IBA's Government Affairs Director, at (317) 236-6334 or David Kovich at (765) 423-1510.

Wajda (from page 3)

member called or e-mailed their state representative or state senator on issues impacting the housing industry. Knowing your time is important, we have made the process as easy and quick as possible with voterVoice.

Do you want to leave the fate of your industry and your livelihood up to the people who take the time to advocate against your position, or are you willing to stand for affordable housing in Indiana?

Now more than ever, we need your assistance.



Green Building Update

By David Kovich, GMB, CAPS

Green Building Committee Chairman, Indiana Builders Association

We will all have to wait. As I left the show, my best guess is that the green building standards will come out in May 2008. There is now a third comment period and it appears to me that the American National Standards Institute accreditation makes it necessary. The wait is a needed change and the information below shows that green building leaves plenty for us to do to prepare for the green building standards.

For those interested in green building, the NAHB and IBA are offering several programs to assist builders and associates with this emerging trend.

* Visit the NAHB National Green Building Program Web site at www.nahbgreen.org. You can now register and use the NAHB Green Scoring Tool to determine how many points your project would earn using the NAHB Green Model Home Building Guidelines. This tool is very easy to use and provides a running total of points earned, as well as additional information about what you can do to make your projects green. This Web site is an excellent resource for information on all aspects of the green building program.

* Utilize the NAHB Green Building hotline 1-877-NAHB-GRN (877-624-2476.) It is open from 8:30 a.m. to 6 p.m. The hotline is available to answer questions, address comments and provide resources to professionals looking to build green.

* Attend the NAHB Green Building Conference scheduled for May 11 to 13, 2008 at the Sheraton New Orleans Hotel in New Orleans. It will be a great opportunity to get contacts, tools and ideas that are good for both the environment and your bottom line.

While NAHB covers the standards on the national front, IBA has a full slate of activities through May of 2008 to educate Hoosiers about green building.

* Make earning a Certified Green Professional, CGP, designation a priority. The three-day program is being offered around the state. CGP graduates will be able to locate and design green building development sites as well as consider green build-

Get Excited About Going Green Conference

Hosted by the Indiana Builders Association

Monday, May 12, 2008

1:00 - 5:00 p.m.

Indianapolis Marriott Downtown
Indianapolis, Indiana

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How can you put more green in your pocket?

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This statewide conference is targeted to green building and remodeling for the residential building industry.

Schedule of Events:

- 12:30 - 1:00 p.m. Registration & Buffet Breakfast
- 1:00 - 5:00 p.m. Table Tops
- 1:00 - 1:30 p.m. Going Green Keynote Presentation
- 2:00 - 2:30 p.m. What do you already do that is green?
- 3:00 - 3:30 p.m. Green experiences from builders and remodelers
- 4:00 - 4:30 p.m. Putting more green in your pocket by capturing the emerging green market
- 5:00 p.m. Grand prize drawing

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Make reservations direct with the hotel by calling (877) 640-7666 or (317) 822-3500 (say you are with the Indiana Builders Association) or via the internet at www.indymarriott.com (group code IBAIBAA). Room availability and rate is on a first-come, first-served basis and cannot be guaranteed. Any unblocked hotel rooms are returned to the hotel block and not available after April 11, 2008.

(table top is a skirted 6' table, limited to the first 30 companies)

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Complete and return to:

Indiana Builders Association
P.O. Box 44670
Indianapolis, IN 46244-0670

Questions?

(800) 377-6334 or (317) 236-6334
FAX (317) 236-6342
Gretchen@BuildIndiana.org
Heather@BuildIndiana.org

Payment Procedure: Total Amount Due \$ _____
 Check Enclosed Please Invoice MC/Visa
 MC/Visa Number _____
 Expiration Date _____
 Signature _____

- ___ First registrant from IBA member company @ \$25 per person
- ___ Additional registrants from IBA member company @ \$15 per person
- ___ Additional non-member fee(s) @ \$25 per person
- ___ Visit table tops (IBA member) - FREE
- ___ Visit table tops (non-IBA member) @ \$25 per person
- ___ Table top from IBA member @ \$300
- ___ Additional table top non-member fee(s) @ \$200
- ___ Green Light Sponsor @ \$1,000
- ___ Going Green Sponsor @ \$500

Written cancellations made within 10 days of seminar will receive a refund less a 30% administrative fee. Registrants who fail to attend the conference without 10 days prior written notification are liable for the entire fee.



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NAHB – Working for you on the national front



National Report By Tom Mullen, MIRM

*NAHB Area 9 Vice President,
Indiana Builders Association*

Green Building

Green was the word heard throughout the NAHB International Builders Show. Feb. 14 was “Green Day” calling attention to NAHB’s new green standards, which will soon be released.

Development of the National Green Building Standard is well underway. The consensus committee held a third round of public hearings Dec. 3 and 4, 2007. A final draft was released for public review on Dec. 21, 2007, with comments due by Feb. 4. The standard is currently on track for publication in late spring.

Pilot testing for NAHB’s National Green Building Program, NGBP, was completed Dec. 15, 2007.

Meetings were held Dec. 3, 2007 and Jan. 9 to solicit input on the NGBP from three stakeholder groups comprised of representatives from individual builders, high production builders and executive officers. After receiving this input, the NGBP Oversight Group, chaired by VP/Secretary Bob Jones, met on Jan. 21 in Chicago to work through unresolved programmatic issues.

A new Certified Green Professional Designation was unveiled at the Convention. IBA is already holding three-day sessions for members to obtain the new designation.

A toolkit, “Green Building Legislative Responses: Find the right shade of green for your community,” is available from NAHB to assist HBAs when confronted with green building mandates in their state and local legislatures.

For more information on green, visit www.nahb.org/greenbuilding, or contact NAHB’s at 1-800-368-5242, John Ritterpusch, ext. 8325 or Calli Schmidt, ext. 8132.

Credit Crunch

At the Convention, we heard from the heads of Fannie Mae, Freddie Mac, and the Federal Home Loan Bank all with pretty much the same story, “no one in recent history has seen a more trying period than the current credit crunch.” The forecast is not encouraging for much of the country.

On Jan. 24, the Bush administration announced an agreement on a planned stimulus package. The plan includes a \$300 tax rebate for most income-earning Americans as well as a 50 percent bonus depreciation allowance on new equipment; Section 179 expensing that allows employers to fully expense \$250,000 in new and used tangible property in the year it is purchased; and a temporary increase in FHA and GSE loan limits to 125 percent of the area median home price up to a max of \$729,750.

Immigration

The Department of Homeland Security has changed the old I-9 form for verifying the identity and work authorization of every new employee. See the article on page 22 for more information.

Inclusionary Zoning

Eighteen months of research have now been completed on inclusionary zoning and alternative approaches to affordable housing at the state and local level.

The first project, conducted for NAHB by Legal Action Committee Attorney Tim Hollister, provides a national perspective based on research on state statutes, case law and ordinances around the country. A resource manual is now available for members and associations facing inclusionary

zoning ordinances. This manual includes a list of 45 elements that communities should address when implementing such ordinances, showing that inclusionary zoning should not be taken lightly.

The second project was conducted for NAHB by the University of Maryland and focuses on the economic effects of inclusionary zoning on home prices and production. It is one of few such thorough studies on this subject, finding that inclusionary zoning programs had significant effects on housing markets in California from 1988 to 2005 and demonstrating that such programs act like a tax on housing cost.

The third study focused on what other approaches are being used at the state and local level that can be recommended as alternatives to inclusionary zoning. The final report is a 350-page compilation of state and local approaches, including nearly 30 case studies. It’s the most comprehensive report on non-federal solutions and should be very useful in the federation’s outreach on effective housing affordability strategies.

All three reports are available within the Guidebook to the Housing Affordability Toolkit at www.nahb.org/hartoolkit or by calling Deb Bassert at NAHB at 1-800-368-5242, ext. 8443.

Infrastructure Finance

NAHB’s now extensive group of resources on innovative infrastructure financing solutions continues to attract lots of interest among HBAs, local communities and other national associations that are looking for alternatives to impact fees. Staff is therefore keenly aware of the need to keep these resources up to date.

Research conducted for NAHB by the National Conference of State Legislatures reveals that there has been surprising, positive movement across states over the past few years, with more states now authorizing the use of infrastructure financing alternatives.

An updated publication, “Infrastructure Finance: Does Your State Encourage Innovation,” documents these changes and shows at a glance which states authorize the use of 12 key tools.

Fatality Study

A NAHB-commissioned study on the frequency, rates and causes of fatal work-related injuries in the U.S. construction industry is now complete. “Residential Construction Fatalities 2003-2006” is the most comprehensive analysis of fatalities in the home building industry to date. It is intended to highlight hazards in the industry and serve as a baseline for future study.

The research clearly demonstrates that work-related fatalities occur far less often on residential construction sites than on other construction sites. The residential construction industry accounted for only 29 percent of all construction-related fatalities in the study period. Also, the residential construction fatality rate was 8.35 deaths per 100,000 full-time employees, compared to 11.59 deaths per 100,000 full-time employees in all of construction.

NAHB has produced an array of worksite safety resources that are available for ordering or downloading online to help members reduce worksite hazards and injuries.

Mullen (see page 18)

National Association of Home Builders
1-800-368-5242
www.nahb.org



NAHB

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Carl

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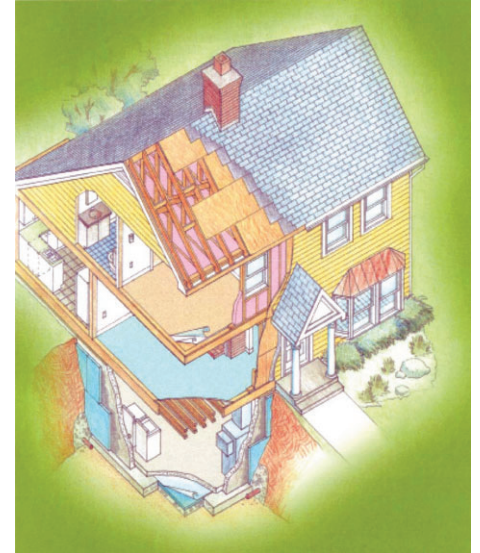
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RED HOT!



Certified Green Professional (CGP) Registration Form

COMPLETE THESE 2 COURSES AND EARN YOUR CGP DESIGNATION

In the **“Green Building”** course, learn how green homes provide buyers with lower energy costs and higher value. This 2-day course for building professionals discusses strategies for incorporating green-building principles into homes without driving up the cost of construction. You will learn how green homes provide buyers lower maintenance, better indoor air quality and better long-term value. Techniques are also discussed for competitively differentiating your home products with increased indoor environmental quality as well as energy and resource efficiency. *Approved for the CGB, CGA, GMR, and CGP designations.*

In the **“Business Management”** course, learn the management skills that give industry leaders the edge. This course will give you a solid foundation in those best business practices so valuable to smaller businesses: planning, organizing, staffing/directing and controlling. By using case studies and sample forms, your instructor gives you practical and applicable tools for management success. *Approved for the CGB, CGR, CGA, CGP, and CAPS designations.*

2008 Class Dates:

- ___ **March 18-19** Green Building for Building Professionals, VFW, Goshen
- ___ **March 20** Business Management, VFW, Goshen
- ___ **March 26** Business Management, Indianapolis
- ___ **March 27-28** Green Building for Building Professionals, Indianapolis
- ___ **July 14-15** Green Building for Building Professionals, Indianapolis
- ___ **July 16** Business Management, Indianapolis

Registration Fees & Payment Information

___ x \$300/HBA Member for “Green Building”
 ___ x \$150/HBA Member for “Business Management”
 ___ x \$50/Non-HBA Member/course fee
 ___ **\$20 Early Bird Discount: Register 30 Days in Advance of Course**

Amount Due: \$ _____ (NON-HBA MEMBERS MUST PREPAY WITH CHECK OR MC/VISA)
Payment Method: ___ Check Enclosed ___ Invoice (for HBA members only) ___ MasterCard/Visa
 MC/Visa Acct. # _____ Exp. Date _____

Signature _____

Return Completed Form: IBA, P.O. Box 44670, Indianapolis, IN 46244 or FAX (317) 236-6342
Questions? Call Carlie at (800) 377-6334

CGP Course Offerings:
(all Courses are from 9 a.m. to 5 p.m.)

Green Building for Building Professionals

March 18-19, 27-28
 July 14-15

This course for building professionals discusses strategies for incorporating green-building principles into homes without driving up the cost of construction. Students will learn how green homes provide buyers with better value, lower energy costs, lower maintenance, better indoor air quality and better long-term value. Techniques are also discussed for competitively differentiating your home products with increased indoor environmental quality as well as energy and resource efficiency.

Business Management for Building Professionals

March 20, 26
 July 16

Whether you are starting a new business or want to improve your current business, this course can provide you with a variety of essential “tools” for your business management toolbox. This course discusses the components of a business plan; defining and staffing your business; performance tools for managing and monitoring administration, sales, and production, and strategies for managing common challenges experienced in startup businesses.

Cancellation Policy:

Cancellations made 10 or more business days prior to the date of the course will receive a refund less 30% administration fee. If a cancellation is made less than 10 business days in advance, a 50% cancellation fee will be charged. Registrants who fail to attend a course without prior notification to IBA are liable for the entire fee. IBA reserves the right to cancel a course due to insufficient enrollment. Notification of course cancellation will be sent at least 10 business days prior to the program.

What is CGP?

Certified Green Professional (CGP) is for single family builders, multifamily builders, remodelers, developers, land planners, architects and designers, energy raters, home inspectors, utilities staff, product manufacturers and suppliers. CGP is awarded after 24 hours of course work.

Course Requirements:

- Complete 2 Courses:
- ✓ Green Building for Building Professionals (2-day course)
 - ✓ Business Management for Building Professionals

CGP Graduates are able to:

- ✓ Locate and design green building development sites.
- ✓ Control moisture and durability for each component of the building envelope effectively.
- ✓ Employ resource-efficient materials to achieve comfortable, safe and sustainable buildings.
- ✓ Strategize ways to meet, exceed and verify green building energy efficiency requirements.
- ✓ Implement indoor and outdoor water conservation practices.
- ✓ Achieve indoor air quality.
- ✓ Consider green building objectives in a remodeling project.
- ✓ Explain a homeowner’s and builder’s role in effective operation and maintenance of a green home.
- ✓ Apply successful business management, marketing and sales strategies to sell green.

Registration Information (one form per attendee)

NAME		COMPANY			
ADDRESS		CITY	STATE	ZIP	
PHONE	FAX	E-MAIL		LOCAL HBA	



Administered by the
 Indiana Builders Association in
 conjunction with the NAHB
 University of Housing.



Palumbo *(from page 4)*

That is exactly what co-op advertising is all about. Many vendors will gladly pay to put your name with theirs in trade magazine publications, newspapers and a variety of other marketing mediums. Increase your visibility, up your market awareness and slash your budget by letting your vendors pay for half of your advertising.

7) Million dollar e-mails - with technology advancing at the speed of a bullet, today's marketers must accept the challenge of advancing with it. If you have been on the Internet for any time, I'm sure you've heard of spam or unsolicited commercial e-mail. Many short-term minded marketers believe they can send out thousands of free messages hoping for a handful of sales; however, there is a huge difference between permission e-mail marketing and spamming. The fact is, without getting permission, you're just sending out spam, and that will land you on a dead end street. There's no need to go down that road when getting permission is easy once you start using a strategy for opt-in e-mail marketing. Below are ways to collect e-mail addresses on and offline from an article by Jim Daniels called, "Bulk E-mail vs. Opt-in E-mail."

* Subscriber Box - prominently provide an e-mail subscriber box on each of your site's web pages.

* Postcard - send out cards offering an incentive for customers to send back their e-mail addresses.

* Contest - people will ensure that you have a correct address so they can receive winner notification.

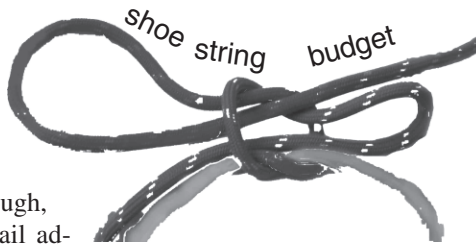
* Giveaways (free books, software, etc.) - giveaways or "ethical bribes," are highly effective means for capturing e-mail addresses because an incentive is provided for giving an e-mail address. People are becoming more hesitant to hand out e-mail addresses for fear of rampant spamming, but if an incentive is good enough, you'll get many e-mail addresses to add to your distribution list.

* Simple Forms - many companies completely miss opportunities to capture e-mail addresses. Any time a customer walks into your model home, your people should get his/her e-mail address along with phone number and physical address. Salespeople should be trained to get this information when they are on the telephone with customers, as well.

* Auto-responders - a smart way to run an ad is to use an auto-responder - this way you can capture the e-mail addresses from interested prospects. The auto-responder will be set up to automatically deliver your promotion to people who request it.

8) Postcard marketing - while one of the most cost-effective strategies for marketing is using postcards, it is also the least understood tool. There are local companies that can print and mail post cards for the same price it would cost to do it yourself ... a huge money and time saver! But, one thing postcards allow you to do is stay in front of the customer. I strongly recom-

mend that you design and work around a postcard campaign - not just one card, but a series of cards that deliver a message and create curiosity. First, design the cards yourself or get someone to help you. Second, make sure the sequence of postcards includes a call-to-action. Third, try test marketing in small quantities and areas. Finally, remember that postcard marketing is just one more step in achieving top of mind dominance in the marketplace so people think of you when they purchase. All marketing relies on repetition - postcards are one part of the formula that can be done on a shoestring budget.



9) Master the telephone - it is the most valuable weapon in today's business arsenal. Yet, many salespeople do not use it effectively. Learn to master the telephone and you can accomplish almost anything in the world of sales. It is the additional ingredient needed in a high-tech, high-touch world.

10) Third party endorsements - one of the budget marketing secrets is making yourself available for articles and news stories and becoming a spokesperson in trade publications. The combination of a small ad, along with a story written about you, your company or your area of expertise carries more weight than a pot of gold.

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Implementing Indiana's New Code Amendments

Seminar hosted by the Indiana Builders Association

- ❖ Learn about all the clarifications and changes that will make the statewide residential Indiana building code (*2005 International Residential Code with Indiana Amendments*) a better code for you.
- ❖ Get your own copy of the new amendments.
- ❖ Participate in discussions about the updated amendments that have been approved and adopted by the Fire Prevention & Building Safety Commission, and will become effective sometime in the late Spring of 2008.
- ❖ Become informed about the national code issues and problems that are looming on the horizon for the future (like mandatory residential sprinkler systems), and learn what we can do about fighting these issues in Indiana.

This class is approved for .6 ICC Inspector continuing education units (6 classroom clock hours.) Course Approved for 6 Hours of Elective Continuing Education Credits toward: Indiana's Home Inspector License, Category 1.

Presenter:

Lynn Madden, a Journeyman Carpenter by trade, worked in the trades for eight years before becoming a building inspector in 13 different fields and serving as a Building Commissioner/Zoning Administrator. She is the Code Compliance/Quality Control Supervisor for Hallmark Homes and the IBA Codes Committee Chairwoman.

March 19, 2008

Southern Indiana Region
 9:00 a.m. - 4:00 p.m.
 Holiday Inn Hotel Lakeview
 505 Marriott Dr., Clarksville, IN

Seminar Fee

\$147 first person from company
 \$117 additional registrant from same company
(seminar fee includes seminar, handouts, refreshments, & lunch)

Sponsor:



Implementing Indiana's New Code Amendments Seminar

Name _____
 Company _____
 Address _____
 City, State, Zip _____
 Phone _____ FAX _____
 E-mail _____

Additional Registrants:

Payment Procedure: Total Amount Due \$ _____
 _____ Check Enclosed _____ Please Invoice
 _____ MasterCard/Visa Number _____



Expiration Date _____ Signature _____
Written cancellations made within 10 days of seminar will receive a refund less a 30% administrative fee. Registrants who fail to attend the course without 10 days prior written notification are liable for the entire fee.

Complete and return to:
 Indiana Builders Association, P.O. Box 44670, Indianapolis, IN 46244-0670.
 FAX (317) 236-6342; Heather@BuildIndiana.org.

Questions? (800) 377-6334

IBA recognizes and congratulates all of the current designation holders

In conjunction with the NAHB University of Housing, the IBA Housing University would like to recognize all designation holders during National Designation Month.

David Adams, CAPS, Maxon Remodeling
Barclay Allen, GMB, CGB, Timberlin Properties
Michael Altman, GMB, CGB, Michael & Associates
Brad Arthur, CGR, Bradford Builders
Dennis Aubrey, CGB, Aubrey Construction
Tracey Bail, CGR, CAPS, Bail Home Services & Construction
Ryan Baker, GMB, CGB, Rick Jenkins Builders
Jim Balensiefer, CAPS, Connor & Company
Michael Barnes, CAPS, Jud Construction
Sue Battreall, CSP, M/I Homes of Indiana
Debra Beals, CAPS, Basic Home Improvements
Terry Beals, CAPS, Basic Home Improvements
Donnie Beck, CGR, CAPS, Scooter Warehouse
Michael Bell, GMB, CGB, CGR, CAPS, Bell Construction
Dave Bertolet, CAPS, Renovations for Life
Craig Blorstad, GMB, CGB, Winger/Stolberg Homes
Polly Blue, CSP, Davis Homes
Ervin Bolt, Jr., CGR, Ervin Bolt Construction,
John Bonner, RCS, Lee Custom Homes of Hamilton Co.
Alan Bosma, GMB, CGB, CGR, Bosma Construction
Bernie Bower, CGR, Bower Construction
Richard Bowers, CGB, CAPS, Wheeler-Bowers Builders
Mark Boyce, CGB, C.P. Morgan
Brian Brennan, CGB, Cameo Marble

Stephen Brennan, CGB, Cameo Marble
Michael Broviak, GMB, CGB, M.T. Broviak
Allen Brown, CAPS, Residential Design & Draft Services
Dan Browne, GMB, CGB, Rick Jenkins Builders
Colby Bruno, RCS, Granite Ridge Builders
Carl Bryant, CGB, Stash Construction
Michael Carroll, CSP, Sentry Homes
Earl Carver, CGB, Davis Homes
Dan Chapman, CAPS, UBuildIt
Victor Charlson, CGB, Charlson Construction Co.
David Clark, CAPS, D&T Builders
William Connor, GMB, CGR, CAPS, Connor & Co.
R. Russell Coover, MIRM, CMP, Beazer Homes
Larry Coplen, GMB, Coplen Construction
Rich Corthell, CGR, DuKate Fine Remodeling
Jason Cox, CGR, CAPS, JDC Construction
Kevin Daub, CGB, Land Design Group
Charles Daub, CGB, Land Design Group
Genevieve Davis, CSP, Drees Homes
Clayton Detweiler, CGB, CGR, Martin Brothers Contracting
Joe Dickmann, CAPS, Community Development
Mike Dippold, CGB, Vogel Builders
David Doyle, CAPS, Community Development
Mike DuKate, CGB, CGR, CAPS, DuKate Fine Remodeling
Guy East, GMB, CGB, CGR, CGA, CAPS, UBuildIt
Teresa Easterday, ASID, CGR
Alan Eisenhower, GMB, GMR, CGR, CAPS, Eisenhower Home Impv.

John Elsey, CGB, Equity Builders Custom Remodeling
Christina Evans, CAPS, Homes by Jim Ingledue Construction
Larry Faulkenburg, GMB, Faulkenburg Homes
Robert Fersch, GMB, CGB, CAPS, Fersch & Co. Inc. Custom Homes
Ken Fikes, CGB, CGR, Home Remodeling
Leon Fisher, CGB, CGA, CAPS, Leon Fisher & Assoc.
Morgan Fitzgerald, CGB, Schumacher Homes of Indiana
Joanie Fitzwater, CAPS, The Bradford Group
Dave Fleisher, RCS, DL Miller Construction
Tammy Foley, CAPS, Foley Homes
William Fox, III, GMB, CGB, Davis Homes
Bill Fox, Jr., CGB, Fox, Inc.
Marge Frame, CAPS, MB Builders
Michael Freeman, CGR, MCF Construction
Robbie Froehlich, CGR, Corinthian Construction
Thomas Fuller, GMB, CGB, T.A. Fuller Homes
Richard Ganczak, CGB, CGR, Martin Brothers Contracting
Joe Garcia, GMB, CGB, G & G Custom Homes
Phil Gettum, CGB, CGR, CAPS, Gettum Associates
Jason Gettum, CGR, Gettum Associates
Andrew Gilmore, RCS, Northwood Homes
Mike Gorman, CAPS, Gorman Homes
Gary Green, GMB, CGB, CAPS, Wagner Homes
Starla Gross, CSP, Hansen & Horn
Patrick Guinn, CGB, Drake Builders

Bryan Hacker, CAPS, R.E. Construction
Balinda Hall, CAPS, R.E. Construction
Rick Hall, CGB, Davis Homes
Jeff Hamman, GMB, CGB, CGR, CAPS, J.C. Hamman Const.



Instructor Chuck Breidenstein, CGB, (right) with graduate Wendell Miller, CGB, CGR.

John Hart, MIRM, CMP, The Hart Companies
Patrick Hartman, CAPS, Tucker Homes
Doug Harvey, CGB, CGR, CAPS, Coplen Construction
Bruce Hauptert, CGB, CGR, Hauptert Construction Co.
Steve Heidorn, CGB, CGR, CAPS, Heidorn Const.
Tim Henderlong, CGB, Henderlong Construction
Dennis Henderlong, CGB, Henderlong Const.
Jon Henderlong, CGB, Generation Homes
Terry Herschberger, GMB, CGB, 1-2-1 Designs
Jack Hertig, GMB, CGB, CGR, Jack Hertig Bldg. & Remodeling
Todd Hoard, CGB, CAPS, Todd Hoard Company
Jeff Hodges, CGB, Armstrong-Landon Co.
Eric Holt, CAPS, RDS Design
Geoffrey Horen, CAPS, The Lifestyle Group
Sarah Huff, MIRM, F.C. Tucker Company
Krista Jackson, CGA, Citizens Gas
David Johnson, CGB, Signature Building & Design
Kim Jones, CAPS, UBuildIt
Dean Jones, CGB, Mirar Development
Trenton Jones, GMB, CGB, Jones Appraisals
Mark Jung, CGR, CAPS, DuKate Fine Remodeling
Brian Keene, GMB, CGB, Bruce Gunstra Builders
Kenny Kessler, CAPS, Hubley's Home Improvement
Christopher Kidd, CGA, CAPS, Roth Integrated Solutions
John Kidd, CGB, RW Kidd Construction
Ron Klopfenstein, CGB, C.G. Klopfenstein Builders
Larry Koch, CGB, Koch Construction
David Kovich, GMB, CAPS, Komark
Fred Kreigh, GMB, CGB, K & F Construction
Cory Kreith, GMB, Heritage Homes Bldg & Dvlpt Corp.
Sally Labbe, CSP, Hansen & Horn
John Lazaro, Jr., CGB, J.R. Lazaro Builders
Paul Leamon, CAPS, Kosene & Kosene
Neal Lengacher, CGR, Paul Davis Restoration & Remodeling
Harvey Levin, CGR, ProHome of Indiana
James Lewis, CGB, Rosemark Homes
Timothy Lewis, CSP, Sentry Homes
K Brian Lindsey, GMB, CGB, CGR, Vincennes University
Daniel Losekamp, CGB, CAPS, Kaeser-Losekamp Construction
Jeffrey Loucks, CGB, CAPS, J.L. Construction

Designation holders (see page 15)

Exceptional Customer Service

Customer Service

Make your business grow by keeping your clients happy during and after the sale. This course teaches you how to manage every phase of customer interaction from the initial contact through construction, the warranty period, and beyond. Success in home building requires more than skill with sticks and bricks. It requires people skills as well. Keep your customers satisfied with planning, execution, and follow-up of your projects and they'll be spreading good news about you and your building company for a long time to come.

As a graduate of this course, you will:

- Understand customer expectations and behaviors
- Set appropriate service criteria
- Recognize how to resolve conflicts and empower your employees
- Enhance your repeat and referral sales

Designation Credit:
CGA, CGB, CGR, Master CSP

Continuing Education Credit:
CAPS, CGA, CGB, CGR, GMB

Builds Business

Registration Information

(one form per attendee)

NAME _____

COMPANY _____

ADDRESS _____

CITY _____ STATE _____ ZIP _____

PHONE _____ FAX _____

E-MAIL ADDRESS _____

Registration Fees

Registration fee includes lunch and course materials.

Member \$195 Non-Member \$245

Register by Mar 14 - Save \$20

Payment Information

Check made payable to Indiana Builders Association, Inc.

MasterCard Visa

CREDIT CARD NUMBER _____ EXP. DATE _____

NAME ON CARD _____

SIGNATURE _____

Customer Service

Instructor - Chuck Breidenstein, CGB

Schedule

April 14, 2008
9 a.m. to 5 p.m.
Indianapolis, IN

To Register

Register by Phone
(800) 377-6334

Register by Fax
(317) 236-6342

Register by Mail
RETURN FORM TO:
Indiana Builders Association, Inc.
P.O. Box 44670
Indianapolis, IN 46244-0670

For More Information
Visit www.BuildIndiana.org

Cancellation Policy
Cancellations made 10 or more business days prior to day of course will receive a refund less 30% admin fee. If cancellation is made less than 10 business days in advance, a 50% fee will apply. Registrants who fail to attend course w/out prior notification are liable for entire fee.



News from Around the State



Vincennes Area Builders Association President Mike Sievers (left) and Kirk Bouchie (right) talk with IBA President David Compton at a recent local meeting.



Participants on a builders panel in Northwest Indiana included (left to right): IBA CEO Rick Wajda; IBA President David Compton; Robin Verta, CAPS; Timothy Henderlong, CGB; Ed Kelly; Jack Davids; and BIA of Northwest Indiana President Richard Cook.



Joan Stohler, 2006 Associate of the Year, presents the 2008 award to Chad Shelley, Oxley's Soft Water, at the Muncie HBA monthly meeting.



HBA of St. Joseph Valley's 2007 President Linda Rogers passes the gavel to 2008 President Don Smessaert, GMB, CGB, CAPS.



Members of the Builders Association of Greater Lafayette at the "Happy Days of Home Ownership" 2008 Builders Show and Expo held Feb. 9 and 10 in Lafayette..

Bill Carson's painting on display at prestigious art museum

Bill Carson, former IBA CEO of 42 years, was honored to have one of his oil canvas paintings displayed next to two of Pablo Picasso's paintings at the Guggenheim Hermitage Museum in Las Vegas.

Carson was advised that he is the only living artist to have a canvas on display next to Picasso.

The owner of the canvas orchestrated Carson's painting to be put on temporary display next to Picasso's painting because he anticipated that it would greatly increase the value of Carson's canvas.

Carson began canvas painting prior to his retirement in 2006. Over 30 works were purchased at Carson's retirement party in 2006.



Bill Carson's oil on canvas (right) on display next to Pablo Picasso's Pitcher and Bowl of Fruit in the main gallery at the Guggenheim Hermitage Museum in Las Vegas.

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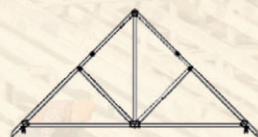


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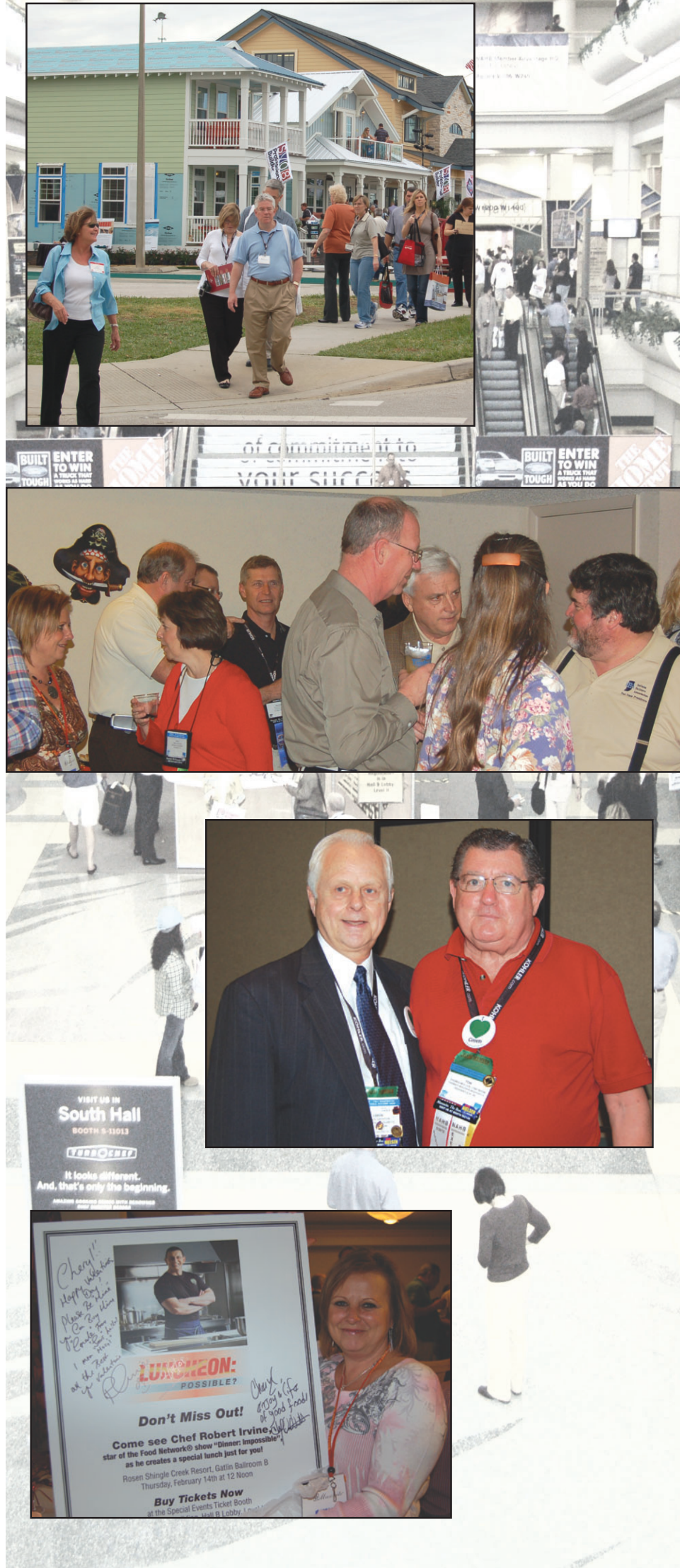
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IBA recognizes and congratulates all of the current designation holders

Designation holders *(from page 10)*

Donald Love, CGB, CAPS, Donald E. Love Builders
Claudia Lynch, CSP, Davis Homes
Jeffrey Martin, GMB, CGB, CGR, Martin Bro's. Contracting
Joey Martin, CAPS, Martin Drafting and Design
Ryan Matkins, CAPS, Community Development
Brandon Maust, CGR, CAPS, Dalin Remodeling
Gary Maust, GMB, CGB, CGR, CAPS, Dalin Remodeling
William McClure, CSP, Coolman Communities
Joe McGinley, CAPS, Community Development
Tim Meinert, CGR, CAPS, Heidorn Construction
Dennis Meneely, CGB, CGR, Meneely Construction
Juli Metsker, CAPS, Jud Construction
Ann Michael, CSP, Davis Homes
Richard Miller, CGB, Richard Miller Construction
Mark Miller, CGB, Vintage Construction
Chris Miller, CGB, CAPS, Justus Homes
Wendell Miller, CGB, CGR, Renewal Homes
Amy Mills, CSP, Davis Homes
Sean Mims, CAPS, Sunrise Construction Co.
Ronald Minard, CGB, Lifestyle Homes
Bill Misch, GMB, CGB, Misch Custom Homes
Greg Monges, CAPS, Portage Realty Corp.
Steve Morse, CGB, Morse Classic Homes
Michael Motsenbocker, CGB, CGR, CAPS, Jud Construction
Jud Motsenbocker, CGR, CAPS, Jud Construction
Joe Mott, CGA, AlumaKraft Sales
Tom Mullen, MIRM, Thomas E. Mullen & Associates
Gary Mullikin, CGR, CAPS, Gettum Associates
Thomas Nevitt, CGR, CAPS, Nevitt Const. Services
Todd Newman, GMB, CGR, CGB, CAPS, Newman Co.
Katherine Nigh, GMB, CGB, Premier Homes
Tracey Nix, CSP, Davis Homes
Richard Oakley, CGR, CAPS, Creative Interiors/Re-Bath
Don Offutt, CAPS, The Bradford Group
Jody Olson, CSP, Drees Homes
Sarah Oudman, CGA, CAPS, Wilbur's Carpentry Service
David Parish, CGB, P & W Development
Doug Partington, CSP, M/I Homes of Indiana
Marlys Pedtke, CAPS, Indiana Builders Association
John Peninger, GMB, CGB, CAPS, Homes by John Peninger
Meyrle Pepler, CGR, Lebrato Brothers Homes
Karen Pfeiffer, ASID, CAPS, CK Design & Build
Charley Pfeiffer, CGR, CK Design & Build
Ken Phillips, CGR, CAPS, Premier Remodeling
Bryce Pickering, CGB, CAPS, CSP, Pickering Homes
Herb Pierle, CGB, CGR, Home Remodeling
Larry Pierle, CGB, CGR, Home Remodeling
Larry Pippin, CGR, Pippin Bldg. & Rem.
Robert Popovich, CGR, Steel City Home Improvement Co.
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Jered Prough, CGR, CAPS, Bail Home Serv. & Const.
Ina Rawlings, CSP, Sentry Homes
Rick Ray, CGB, Vincennes University
Louise Ray, CSP, Indianapolis Power & Light
Dave Redman, CGB, Roach Enterprises
Frank Rhoades, CGA, EF Rhoades & Sons

Michael Rhude, GMB, CGB, CGR, Rhude Dvlpt. Group
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Cheryl Roach, CGB, Roach Enterprises
Stephen Robinson, GMB, GMR, CGB, CGR, CAPS, R.E. Construction
Linda Rohe, CAPS, Dave Rohe
Karen Rohner, CSP, Davis Homes
Clair Roub, CGB, Winger/Stolberg Homes
Peter Ruffing, MIRM, DayMarc Homes
David Sanders, CGB, Sanders Fine Homes
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Daniel Schlatter, CGB, Inglenook
Sean Schnaiter, CGB, Davis Homes
Allen Schuler, CGB, ASB
Paul Sharpe, CSP, Drake Builders
George Sherman, GMB, CGB, George Sherman
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Bart Smith, GMB, CGB, CGR, SJS Associates
Tim Snodgrass, CGR, Orbesen Construction Co.
Bill Sodo, GMB, CGB, Pioneer Builders
Mark Sovinski, GMB, CGB, G & S Homes
Craig Spaulding, CGR, CAPS, Brown Const.
Dennis Spidel, GMB, CGB, CGR, Dennis Spidel Custom Homes
Greg Spivey, CGR, Greg Spivey Remodeling
Frank Spivey, CGR, Spivey Construction
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Tim Stauffer, CGB, Cedar Creek Homes
Joe Stilwell, CGR, Stilwell
Dean Stolpe, CGB, Stolpe Real Estate & Development
Dave Sunderman, CAPS, Sunderman Const.
Ed Swoveland, CGR, CAPS, Bail Home Services & Construction
George Taylor, CAPS, Taylor Home Center
Mike Thomas, CGR, Copper River Cabinet Co.
Kim Thonn, GMB, CGB, CAPS, Kalan Homes
Joyce Tousana-Jeffery, CAPS, McColly Real Estate
Viet Tran, CSP, Davis Homes
Robert Trantum, CGA, Trantum Insulation
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Robin Verta, CAPS, J.C. Builders
Dennis Voegerl, CGB, CAPS, Voegerl Construction
Fred Vogel, CGB, Vogel Builders
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Coming soon to the IBA Web site...

Designation directory

Featuring certified professionals throughout the state.

Designation holders: please send a link to your Web site, or an e-mail address, to jennifer@buildindiana.org.



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Cancellation Policy
 Cancellations made 10 or more business days prior to day of course will receive a refund less 30% admin fee. If cancellation is made less than 10 business days in advance, a 50% fee will apply. Registrants who fail to attend course w/out prior notification are liable for entire fee.

A Deadline

Vincennes University to host a placement day

The Construction Technology program at Vincennes University will host a placement day Thursday, March 20, 2008 from 10 to 1 p.m. in the Construction Technology Building on the Vincennes University campus in room 222.

This day offers an opportunity for employers to meet graduates seeking employment as well as students seeking summer employment.



VINCENNES UNIVERSITY

Any employer seeking employees skilled in many aspects of construction — including residential hands-on building, building materials marketing, architectural drafting, 2D and 3D architectural presentations -- is invited to attend. There is no cost.

For additional information contact K. Brian Lindsey, GMB, CGB, CGR, in the Construction Technology Dept. at (812) 888-6257 or Jason Fithian in the Architectural Studies Dept. at (812) 888-4183.

Indiana's statutory right to cure can work for you

Written by Thomas Bedsole, Locke Reynolds LLP, IBA State Director and Treasurer for the Builders Association of Greater Indianapolis.

Since the legislature passed the "Right to Cure" Statute, Indiana's residential construction professionals have a significant tool to utilize. The Statute allows residential construction professionals, including architects, builders, suppliers, contractors, subcontractors and engineers, among others, to recover their attorney fees if a homeowner files an unreasonable claim against the construction professional. Ind. Code 32-27-3-1 et. seq.

In order to obtain this right, the construction professional must provide the homeowner with notice of the potential application of the Statute at the time of contracting. This notice explains to homeowners that homeowners are required to provide the construction professional with notice of any alleged defects in the work, and with an opportunity to resolve those defects, prior to filing a lawsuit against the construction professional.

Once the construction professional receives a notice of defect(s), the construction professional has 60 days to 1) propose repairs to resolve the defect, 2) offer to pay money to resolve the defect, or 3) deny the existence of the defect. Upon receipt of notice of the construction professional's intended course of action, the homeowner

can either accept the proposed resolution or file suit. However, if the homeowner is unreasonable in refusing to accept the construction professional's proposal, the construction professional is entitled to recover attorney fees and costs in defending against the lawsuit. A homeowner who files a lawsuit must file with the court, and serve on the constructive professional, a list of all known construction defects, providing a description of the construction that the homeowner claims is defective, and specifying (to the extent known to the homeowner) the construction professional who the homeowner claims is responsible for each claimed defect. If the homeowner has not provided notice of the defects as required by the Statute, the lawsuit must be dismissed.

Finally, even after a lawsuit has been filed based on a rejection of the construction professional's offer to cure, the Statute requires the homeowner to specifically list all known defects that form the basis for the lawsuit. Together, these protections provide construction professionals with significant tools to combat unnecessary lawsuits and streamline those lawsuits that ultimately are filed.

However, in return for these protections afforded to construction professionals, homeowners are entitled to recover their own attorney fees if the construction

Bedsole (see page 22)





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Association to Build a Better Indiana Goals and Contributions

(As of January 29, 2008)

2008	2008 Actual	2008 Goal	Members	Chairperson	Local Association	2007
100%	420	420	21	Dan Kline	North Central Indiana	100%
47%	880	1880	94	Mike Sievers	Vincennes Area	0%
0%		2780	139	Mark Rosenberger	Dearborn County	100%
0%		3480	174	Roger Cox	Dubois County	103%
0%		8240	412	Doug Miller	Elkhart County	100%
0%		11300	565	Orrin Sessions	Fort Wayne	100%
0%		500	25	Sherry Beck	Gibson County	100%
0%		400	20	Greg Bowers	Grant County	100%
0%		720	36	Stephen Robinson, GMB, CGB, CGR, CAPS, GMR	Henry County	0%
0%		3720	186	Heath VanNatter	Howard County	100%
0%		24940	1247	Scott Bowers	Greater Indianapolis	100%
0%		880	44	Brian Brock	Jackson-Jennings Counties	113%
0%		1020	51	Ron Nowak	Jasper County	42%
0%		5060	253	Doug Harvey, CGB, CGR	Kosciusko-Fulton Counties	100%
0%		5740	287	Pat Foley	Greater Lafayette	100%
0%		1620	81	Ron Elebing	LaPorte County	100%
0%		840	42	Joseph Jennings	Lawrence County	101%
0%		900	45	John Humes	Madison County	0%
0%		1160	58	Al Eisenhour, GMB, GMR, CGR, CAPS	Marshall County	100%
0%		2540	127	Ben Beard	Monroe County	100%
0%		2420	121	Cheryl Blair	Muncie	101%
0%		3140	157	Fred Kreigh, GMB, CGB	Northeast Indiana	100%
0%		10000	500	B. Sodo / D. Stash	Northwest Indiana	100%
0%		5980	299	Gary Green, GMB, CGB, CAPS	Porter County	115%
0%		640	32	Bill Webster	River Valley	151%
0%		6620	331	David Eckrich, Jr	St. Joseph Valley	100%
0%		540	27	Kenny Pfeiffer	Southeastern Indiana	0%
0%		10940	547	Kenneth Smith	Southern Indiana	100%
0%		10360	518	Carl Shepherd	Southwestern Indiana	70%
0%		7720	386	Rick Jenkins	Greater Terre Haute	100%
0%		1300	65	Joe Elstro	Wayne County	100%
0%		200	10	Doug Hosler	Whitley County	0%
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I want to receive the *Indiana Builder News* newspaper publication through:

(Current or past issues are always available on IBA's Web site at www.BuildIndiana.org)

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I want to receive the following information:

IBA General Information; Education; Designations; Golf Outing Convention; Membership Benefits; Legislative Updates; voterVoice

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Fax to 317-236-6342

News from Around the State



Gibson County Builders Association members gather at a local meeting (left to right): 2007 President Paul Homan; 2008 President Adam Denning; 2008 Secretary Brad Van Bibber; Executive Officer Deb Walker; 2007 IBA President Stephen Robinson, GMB, GMR, CGB, CGR, CAPS; and 2008 Vice President Dwight Cousert.



IBA President David Compton (center) and IBA CEO Rick Wajda (second from right) participate in a builders panel discussion at the BIA of Northwest Indiana.



Vincennes Area Builders Association board members visit after a meeting (left to right): President Mike Sievers; Kevin Becher; Vice President Brian Lindsey, GMB, CGB, CGR; David Niehaus; Treasurer Teri Goodwin; Don Halter; Tracy Carlisle; Mark Hacker; Executive Officer Shirley Rose; Rich Welage, CGB; John Jones; and Ross Montgomery. The local association doubled their membership last year and led the state with the highest percentage of membership growth.

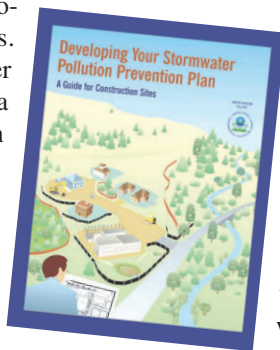


Leadership from the Whitley County BA, based in Columbia City, met recently to plan for its Parade of Homes (left to right): Terry Mogensen, Board member; Jonathon Weber, President; Bill Harpenau, Treasurer; Vanessa Harpenau, Secretary; Doug Hosler, State Director and PAC Chairman; and Brad Cayot, Associate Area Vice President.

Stormwater and erosion toolkit and stormwater pollution prevention plan developed

National Association of Home Builders and the Environmental Protection Agency developed two new resources for stormwater information.

The first is a NAHB stormwater toolkit to address storm water and erosion control compliance issues. The second is an EPA stormwater pollution prevention plan that is a helpful reference for construction site operators who must prepare SWPPP in order to obtain National Pollutant Discharge Elimination System Construction, NPDES, permit coverage for their stormwater discharges.



The stormwater toolkit presents mandatory compliance and regulatory information as well as successful voluntary efforts that have incorporated new sustainability and green infrastructure designs into residential development.

“The primary goal of this tool kit is to help home builder associations promote profitable, proactive and successful water and soil management practices,” said Etayenesh Asfaw, NAHB environmental policy analyst.

Effective stormwater and erosion management is an economic concern for home builders. Americans are increasingly eco-conscious. The residential industry, like all industries, must be consumer focused. In fact, many home builders already offer earth-friendly residential products and ser-

vices. This sustains industry growth and creates a competitive edge for individual builders. Consumers increasingly seek out builders that offer well managed, high quality natural residential environments. Effective stormwater and erosion management meets consumer demand.

The toolkit is available online on the NAHB Web site under the “Resources” tab and “Online Toolkit” section.

The stormwater pollution prevention plan guide was developed to accommodate the wide range of knowledge and experience about stormwater pollution prevention that currently exist among operators.

The guide discusses key features that should be found in any SWPPP. It can be used with the appropriate NPDES Construction General Permit to develop a SWPPP that meets permit requirements and reflects the unique nature of each construction site.

In addition to the guide, you will find a customizable SWPPP template to help you start writing your SWPPP. The Web site offers two model SWPPPs to use as a reference during your SWPPP development process.

To obtain an electronic copy of the guide, SWPPP template, sample inspection form and examples, visit www.epa.gov/npdes/swpppguide.

Sewers can be an amenity, too!



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How can I use voterVoice?

- Contact Elected Officials
- Make Your Voice Heard
- Receive Industry Related Alerts
- Track Industry Issues

Who Should Register?

ALL IBA MEMBERS SHOULD REGISTER! It is likely you have employees residing and voting in areas you do business, and keeping them up-to-date and informed about candidates and issues in their communities creates a stronger voting block for the industry. After you sign up, encourage your employees to register also!

Easy 3-Step Registration

1. Visit IBA's Web site: <http://www.BuildIndiana.org/VoterVoice.htm> - Click on the voterVoice logo.
2. Click on 'New users click here'. Returning users can log in here, as well.
3. Fill out the short user profile and follow the instruction.

That's It! You Are Registered!

What is voterVoice?

voterVoice is IBA's political communications service used to increase grassroots participation on industry issues and better inform members of the issues and elections that impact the home-building industry.

voterVoice is your quick and easy means to communicate with elected officials on both your personal and industry issues.

voterVoice will select your elected officials from your business and home address information. In addition to personally contacting your officials, you will receive alerts from IBA so your voice can be heard on industry issues.

Stay up-to-date. Make your voice heard and join today. All IBA members are eligible to sign up as a FREE member service.

voterVoice Registration

- Yes, sign me up today to be proactive at the grassroots level.
- I want to receive future alerts from IBA.

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 Last Name _____
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 Administrative Assistant
 Indiana Builders Association
 P.O. Box 44670
 Indianapolis, IN 46244-0670
 Fax: (317) 236-6342

Or fill out the form online by visiting IBA's Web site:
www.BuildIndiana.org/VoterVoice.htm

Questions? Call Jen at
 (800) 377-6334

Beyond the session

The Indiana General Assembly continues to debate bills, passed by the opposite chamber, but conference committee time is on the horizon. Conference committee is the point in the process where legislators can change language, add new language or remove amendments added by the opposite chamber. After legislators from both parties and chambers reach an agreement on a bill, a conference committee report is signed by all four conferees and must be passed by both chambers before sending the bill to Gov. Mitch Daniels desk for approval.



Proactive Politics

By Gretchen White,
 Government Affairs Director,
 Indiana Builders Association

Two of the many bills that have undergone changes during the process deal with green building and the state construction registry.

House Bill 1280 began as a green building mandate, requiring certain government and university buildings to be constructed or remodeled if bidding a contract in excess of one million dollars to LEED silver standard, Green Globes two globes or an equivalent ANSI-certified standard.

The House passed the original language with mandate language intact but the Senate Energy and Environmental Matters Committee amended the bill to send the issue to a summer study committee. The drastic change of language in the bill from

the House and Senate will ultimately send this legislation to conference committee where both the mandate and summer study committee language will be debated.

IBA continues to support a voluntary, market-driven program for green building and continues to oppose any mandate in this area.

Another bill, which has undergone major changes, is Senate Bill 257. This bill would have created a statewide construction registry. After closely examining the language and realizing some unforeseen effects of how the bill was drafted, IBA decided it would be best to have the IBA Mechanic's Lien Task Force study the issue this summer and return with a better bill next session.

After making this decision, IBA lobbied legislators to ask that they refrain from passing the bill in its introduced form, but agreed it was an important issue to keep the bill alive in some form. IBA supports the amended version to send the bill to summer study committee to be further evaluated.

Summer study committees review complex issues which need further exploration. Summer study committees are made up of legislators as well as members of the public, which allow for public testimony and serve as an educational outlet for legislators to gain a better understanding of various topics.

Stay up to date and provide your input on housing issues through IBA's voterVoice. Participants receive weekly updates throughout the session, and bi-monthly updates out of session. Click on the voterVoice logo on IBA's Web site, www.BuildIndiana.org, to sign up and start influencing housing issues today.

Mullen (from page 6)

For a copy of the study and for more information visit www.nahb.org/fatalitystudy, www.nahb.org/osha or contact Rob Matuga at NAHB at 1-800-368-5242, ext. 8507.

Municipal Finance Expertise

NAHB has formed a collaborative relationship with the Council of Development and Finance Agencies to bring municipal finance expertise to the local level at a reduced fee at the request of our HBAs. CDFA

members are comprised of public and private sector public finance experts who understand such tools as tax increment financing, community development districts and creative bond financing. These individuals can assist local associations and governments to apply and structure the use of such tools.

The Building for Tomorrow series is available in hard copy and also downloadable format at www.nahb.org/financingalts or by calling NAHB at 1-800-368-5242.



Several members from Indiana attended the NAHB Area 9 Caucus meeting at the International Builders Show in Orlando, Florida. Representing Indiana are (left to right): Tom Mullen, MIRM, NAHB Area 9 Vice President; Dale DeVon, BUILD-PAC Trustee; Tom Slater, National Associate Director; Barbara Carmichael, St. Joseph Valley Executive Officer; Cindy Bussell, IBA Chief Operating Officer; Rick Wajda, IBA CEO; Mike Bell, GMB, CGB, CGR, CAPS, NAHB State Representative; Stephen Robinson, GMB, CGB, CGR, CAPS, CGP, NAHB BUILD-PAC Trustee; Jeff Moser, National Director; Heath VanNatter, NAHB BUILD-PAC Trustee, and David Compton, IBA President.

Make retention week April 21-25 a smash hit

Next month, IBA will host a statewide Membership Retention Week April 21-25 to draw attention to the importance of membership retention, to create a fun environment and to assist local associations with their membership retention projects.

In 2007, Indiana broke the national record for membership recruitment. IBA President David Compton has declared 2008 "The Year of Retention."

Member retention is a key component of

a good membership plan. To increase your membership, you have to recruit two new members for every member who doesn't renew. It takes a lot less work, and money, to retain your current members, rather than trying to find new prospects to recruit.

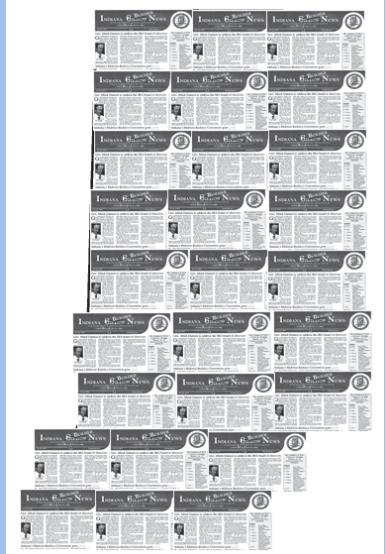
"Remind new members of the many benefits of their membership: invaluable networking opportunities, nationally recognized educational programs, discount programs, access to expert advisors and industry publications," said Tom Slater, IBA

Membership Chairman.

The Builders Association of Greater Indianapolis, BAGI, plans to make personal phone calls to members inviting them to renew their membership. BAGI also suggests creating a postcard with "10 Reasons to Renew" to send out to members to remind them of all the membership benefits.

IBA will be publishing membership renewals and retention rates throughout the Membership Retention Week on IBA's Web site, www.buildindiana.org.

Want to reach over 8,000 housing industry companies throughout Indiana?



Advertise in the *Indiana Builder News*.
www.buildindiana.org
(800) 377-6334



Thousands of additional hits online at www.BuildIndiana.org.

Advertising Rates

Ad Size	1x	3x	6x	12x
Full Page	\$850	\$700	\$550	\$450
1/2 Page	\$550	\$410	\$330	\$270
1/4 Page	\$350	\$270	\$190	\$150
1/8 Page	\$200	\$170	\$130	\$100

- Rates quoted are for black and white advertisement placement per issue for IBA members.
- Additional 20 percent for non-members.
- One Spot Color - \$75 additional per issue.
- Full Process Color - \$160 additional per issue.
- Inserts - \$900 (company to provide 8,000 copies.)

Upcoming Deadlines

Issue	Deadline
April 2008	March 17
May 2008	April 21
June 2008	May 27
July 2008	June 23

SMART BUILDERS

CHOOSE GEOTHERMAL

In today's economic climate, the choices you make for your homes are more important than ever. That's why offering WaterFurnace geothermal heating & cooling systems is a **smart choice**. In fact, WaterFurnace geothermal systems can be the **best** and **easiest way** to transform an ordinary house into a **truly green home** - a big step toward qualifying for the **federal energy credit of \$2,000**. So it's a smart investment for your business and for your clients.

Consider the benefits you could enjoy...

- A competitive edge over other builders who offer only less efficient ordinary systems
- Opportunity for added sales and profits
- Increased traffic through your showroom and models
- Highly satisfied clients (think referrals)
- Sales support by WaterFurnace factory representatives
- Special pricing for model home installations
- Volume rebates

For more information contact:

Phil Albertson - Vice President of Sales
(317) 385-1064 • phil.albertson@waterfurnace.com

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To build this window, we went to the best suggestion box of all. Your job site.

The New Marvin Ultimate Replacement Casement Window

This is the window created from input of trade pros like you. We gave it the industry's sturdiest hardware—to support extra large sizes (up to 40" x 92"), and gave owners a way to clean them from inside. A narrow jamb means you can install a premium wood/clad window, even if vinyl or aluminum is specified. Call or visit your Marvin retailer for details.



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260-456-1247
www.busheys.net

Carter Lee Lumber
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www.carterlee.com

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www.marshbuild.com

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MARVIN 
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IBA welcomes 58 new members

IBA total membership 6,764

Below is a list of the new members who recently joined the builders association, along with the members who recruited them.

IBA thanks the following recruiters for supporting the builders association and welcomes the following new members:

Dearborn County HBA

Margaret Gross, Western Hill Affidavit, welcomes **Gene Wilson**, Custom Crafters.

BA of Dubois County

Sam Wagner, Wagner Brothers Construction, welcomes **Ernie Wehr**, Ernie Wehr Construction.

BA of Elkhart County

Judy Hoefle, First Realty, welcomes **Stephen Stacy**, Stacy Custom Homes.

Dave Mark, Dave Mark Construction, welcomes **Christopher Perry**, RJR Homes & Renovations.

Gary Maust, GMB, CGB, CGR, CAPS, Dalin Remodeling, welcomes **Kathy Jensen**, Chiphone Federal Credit Union.

Gene Miller, GMHomes, welcomes **Kent Habart**, Ultratech Windows Siding Roofing, and **Jane Kauffman**, Rainbow Shades By Jane.

Ervin Raber, Raber Patio Enclosures, welcomes **Galen Miller**, Eastside Vinyl.

Dave Zehr, CGR, CAPS, Zehr Construction, welcomes **David Fuller**, M2 Supply; **Bill Milum**, Midwest Sales & Service, and **Mark Vargo**, Home Acres Building Supply.

Grant County BA

Greg Bowers, J G Bowers, welcomes **Caleb Crandall**, Crandall Engineering.

BA of Greater Indianapolis

Guy East, GMB, CGB, CGR, CGA, CAPS, UBUILDIt-Indianapolis North, welcomes **Sandi Wagner-Willis**, Clean As A Whistle.

Mike Hannigan, Jr., The Hannigan Company, welcomes **Casey Land**, Land Development & Building Company.

BA of Kosciusko-Fulton Counties

Eugene Gregory, Creative Garden Nursery, welcomes **Tim Hudson**, Elliott's Heating & Air Conditioning.

Wendell Miller, CGB, CGR, Renewal Homes, welcomes **Chuck Leiter**, Weiss Homes.

BA of Greater Lafayette

Margaret Lemon, Blakleys of Lafayette, welcomes **Pam Windler**, Automated Payross Service.

Pat Richard, CGB, Spire Group, welcomes **Tom Bucci**, Archadeck, and **Jessica Jordan**, Bennett's Greenhouse.

Monroe Co. Building Association

Jason Bell, The Vacuum Center, welcomes **Mychal Doering**, Hoosier Decora-

tive Edging.

Dan Killion, K&B Construction, welcomes **Dennis Siscoe**, Siscoe Electric.

BA of Northeast Indiana

Ervin Raber, Raber Patio Enclosures, welcomes **Galen Miller**, Eastside Vinyl.

BIA of Northwest Indiana

David Decesaris, DeCesaris Builders, welcomes **Larry McCarthy**, Wold Realty.

Dan Durochik, McColly Real Estate, welcomes **Kathy Camp**, McColly Real Estate.

Cindy Finley, Chicago Title Insurance Company, welcomes **Al Bennett**, Gale Insulation & Gutters.

Dean Jones, CGB, Mirar Custom Homes, welcomes **David Floyd**, Integrated Systems.

Frank Kubina, Ticor Title Insurance Company, welcomes **Elizabeth Loudermilk**, Indiana American Water Company.

Brad Lambert, Lambert Construction, welcomes **Joseph Moore**, Moore & Moore Homes.

Robert Phillippe, Phillippe Builders, welcomes **Tana Radowski**, Graffice Studio.

Robert Van Noort, Van Noort & Associates, welcomes **Robert Necastro**, First National Bank of Illinois.

Porter County BA

Mark Markovich, Mark 1 Construction, welcomes **Raymond Ritchie**, Border Magic NW Indiana.

Marti Masterson, M Masterson Agency, welcomes **William Luethke**, RSB Enterprises.

Southeastern Indiana BA

Southeastern Indiana BA welcomes **Tad Parmer**.

Bill Amberger, Gillmans Do It Best, welcomes **Ronald Fitzpatrick**, Fitzpatrick Construction.

HBA of Southern Indiana

Bill Burns, Aristocrat Builders, welcomes **Carl Malysz**, City of New Albany, and **Shawn Preston**, Weatherall Company.

Margie Constantine, Coldwell Bankers McMahan, welcomes **Bryce Fuller**, Corydon Ridge Partners.

Southwestern Indiana BA

Alan Bosma, GMB, CGB, CGR, Bosma Construction, welcomes **Larry Faulkenburg**, Preferred Environmental Standards.

John Elpers, John Elpers Homes, welcomes **Bob Roberts**, Airtight Insulation.

Larry Faulkenburg, GMB, Faulkenburg Homes, welcomes **Andy Hulsman**, Hulsman Refrigeration.

Bob Hatfield, Baywood Homes, welcomes **Jill Hayden**, JH Hatfield Homes.

Jim Muth, Complete Lumber Company, welcomes **Lashone Owens**, Divine Custom Homes.

Damien Scheessele, Scheessele & Sons Construction, welcomes **Jim Tolley**, Jim Tolley Builders.

Kenneth Ubelhor, Maken Corp, welcomes **Steve Robertson**, Steve Robertson Homes.

Chad Van Zilen, Selective Homes by Chad + Dad, welcomes **Stacey Runyon**, Swat Pest & Lawn Management.

HBA of St. Joseph Valley

Dave Millar, Red Hen Turf Farm, welcomes **Al Lake**, Edge Of The Woods.

HBA of Greater Terre Haute

Gloria Anderson, Anderson Construction, welcomes **Doug Eslick**, Precision Plumbing.

Ryan Baker, GMB, CGB, Jenkins Builder/Developer, welcomes **Ryan**

Bennett, Pro Trade Tool Supply.

Clint Cottrell, The Data Connection, welcomes **John Currens**, Grant Communications.

Terry Day, Terry Day Construction, welcomes **Susan Buell**, Mechanical Suppliers, and **Michael Craft**, Security Tech Services.

Jack Dempsey, United Building Center, welcomes **Brad VanBibber**, Vectren Energy. **Richard Jenkins**, Jenkins Builder/Developer, welcomes **Jim White**, Pro Building Center, and **Rick Burger**, Duke Energy.

Todd Newman, GMB, CGR, CGB, CAPS, Newman Company, welcomes **Jaime Moore**, A-1 Concrete Leveling; **Bob Bowen**, Studio Bowen, and **Jim Perdiew**, ONB Insurance Agency.

Paul Trench, Amer Electric of Terre Haute, welcomes **Darin Hendricks**, T J Fencing Company.

It's Good Business to Do



Business with a Member!

Recruit a new member today. See your name here next month!



Indiana Builders Association Membership as of January 31, 2008



Local HBA	TOTAL	NEW	CANCEL	RETAIN %
BA of Greater Indianapolis	1193	2	1	84.8%
HBA of Fort Wayne	554	0	0	81.9%
HBA of Southern Indiana	518	3	1	76.9%
Southwestern Indiana BA	515	8	2	84.4%
BIA of Northwest Indiana	501	8	4	82.0%
BA of Elkhart County	423	9	3	80.3%
HBA of Greater Terre Haute	393	12	3	73.3%
HBA of St. Joseph Valley	320	1	-1	77.0%
BA of Greater Lafayette	285	3	4	70.3%
Porter County BA	275	2	0	64.7%
BA of Kosciusko-Fulton Counties	254	2	2	80.8%
HBA of Howard County	180	0	2	81.5%
BA of Dubois County	170	1	1	88.6%
BA of Northeast Indiana	156	1	-2	87.6%
Dearborn County HBA	138	1	2	93.3%
Monroe County Building Association	126	2	0	81.6%
Muncie HBA	124	0	30	81.0%
Vincennes Area BA	94	0	5	88.9%
HBA of LaPorte County	81	0	-3	72.3%
Wayne County BA	57	0	1	73.3%
Marshall County BA	54	0	2	78.8%
Jasper County HBA	45	0	-1	72.2%
Madison County HBA	43	0	0	74.5%
HBA of Lawrence County	40	0	8	76.0%
Jackson-Jennings BA	39	0	22	79.1%
Henry County BA	33	0	-2	69.6%
BA of Southeastern Indiana	32	2	-1	68.0%
Gibson County BA	28	0	-1	75.0%
BA of River Valley	24	0	3	70.6%
Whitley County BA	21	0	3	63.3%
North Central Indiana Chapter	19	0	-3	21.7%
Grant County BA	19	1	0	85.7%
Indiana BA - At Large Members	10	0	0	20.0%
Indiana	6764	58	85	79.6%

Check out IBA's newly-designed Web site at www.buildindiana.org.



I-9 forms required on file for all employees

All employees hired after November 6, 1986 and working in the United States must complete a Form I-9, a requirement of the federal immigration law.

The Department of Homeland Security issued a new I-9 form that eliminates five documents previously accepted as verification of identity and work authorization. Use of the old I-9 form for new hires expired at the end of last year.

The I-9 form is a document that every employer is required to complete and keep on file to verify the identity and work authorization of every new employee. A new I-9 form was issued at the end last year and should be used for all new hires employed on or after December 27, 2007.

The old I-9 forms from existing employ-

ees hired on or prior to December 26, 2007 should be used and kept on file. Employers are required to maintain I-9 forms on all existing employees. Forms are to be kept on file for the duration of employment plus 1 year or a minimum of 3 years for terminated employees.

Using the old I-9 form can result in fines of \$100 to \$1,100 per occurrence.

The identification documents no longer accepted as verification for the new I-9 form are: certificate of U.S. citizenship, certificate of naturalization, alien registration receipt card, unexpired reentry permit and unexpired refugee travel document.

The new form can be downloaded from the U.S. Customs and Immigration Service Web site at www.uscis.gov or at www.nahb.org/newI9form.

Bedsole (from page 16)

professional 1) unreasonably disputes the homeowner's claim, 2) fails to remedy or compromise and settle the claim, 3) fails to repair the defect within a reasonable time, or 4) fails to respond to the notice required by the Statute. Most importantly, the homeowner is not required to accept an offer to repair the defect when the defect is caused by the construction professional's noncompliance with applicable building codes. Thus, maintenance of the relationship with the homeowner and meticulous compliance with the requirements of building codes remain critical, despite the Right to Cure Statute.

The Right to Cure Statute expressly sets forth the form of notice that the construction professional must provide to the homeowner in order to trigger the protections of the Statute. The Right to Cure Statute allows inclusion of this notice within the text of construction contracts itself.

With appropriate contract documents and an understanding of the Statute - coupled with building code compliance and good relations with the homeowner — the diligent construction professional finds some measure of protection from unreasonable homeowner claims.

For more information, visit www.buildindiana.org and click on Codes, then Right to Cure.

IBA to host housing industry laws conference - Conference to be held in conjunction with IBA golf outing -

The Indiana Builders Association will host their 2nd annual Housing Industry Laws, Rules and Regulations Conference on Wednesday, June 18, 2008 from 8:30 a.m. to noon at the Marriott Fort Wayne. The conference is being held the morning following IBA's annual golf outing.

Tom Bedsole, a partner with Locke Reynolds law firm, and Rick Wajda, IBA CEO, will facilitate the conference, updating members on how to comply with new and changed laws and regulations.

"There are several laws on the books that cut costs for members of the housing industry," comments Wajda. "Understanding and implementing these into the business can save hundreds, if not thousands, of dollars annually."

Registration is \$97 for the first attendee from a company and \$77 for any additional attendees from the same company. For more information, visit www.BuildIndiana.org or call the IBA office at (800)377-6334.

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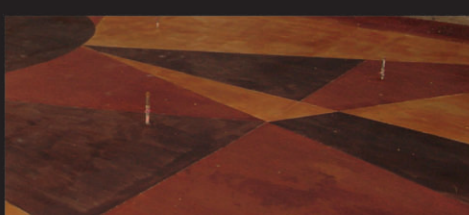
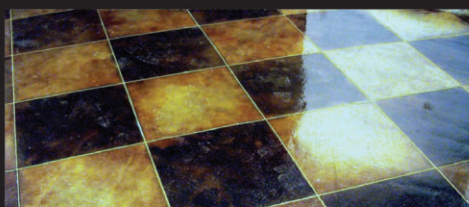
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Energy-efficient mortgage

Written by Donna Miller, owner of NW Indiana Mortgage, Valparaiso.

Energy Programs Consortium's, EPC, is the new energy-efficient mortgage initiative. The initiative was endorsed in December 2006 by the National Association of State Energy Officials' Board. EPC is designing a streamlined financial product to reduce paperwork for the mortgage lender and the borrowing consumer. Such streamlining will reduce the costs of the mortgage product. This product will allow families to borrow additional amounts to pay for cost-effective energy efficiency improvements. The programs are offered by FHA, VA, Freddie Mac and Fannie Mae and are available with specified lenders.

Many families are burdened with a combination of high interest rate mortgages and high energy costs. Homeowners who qualify for most refinancing may voluntarily roll 100 percent of the cost of home energy improvements into their mortgages. These energy improvements can be funded without reducing the cash you may be taking out of the home's equity. The new energy efficiency loan product may allow energy cost savings for efficiency to be combined with lower mortgage interest rates to reduce monthly mortgage payments. This product is also designed to offer families an alternative to inappropriate sub-prime loans.

There are many products on the market

today to help you make your home energy-efficient when refinancing or purchasing. Homes that earn the Energy Star must meet guidelines for energy efficiency set by the U.S. Environmental Protection Agency. Energy Star qualified homes are at least 15 percent more energy-efficient and include additional energy-saving features that typically make them 20 to 30 percent more efficient than standard homes.

The best way to determine the energy-efficiency of your home is with a Home Energy Rating System report from an accredited provider. These specially-trained providers operate much like a home inspector

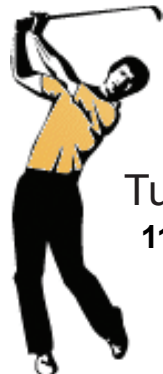
and will evaluate how your home uses energy. Generally, energy improvements must meet two certain guidelines to qualify. First, you must save more in your monthly energy bills than your monthly mortgage payment will increase, creating a positive cash flow. Second, the costs of the improvement must be within the guidelines for the type of loan you are using. This is typically done by a percentage of the home's assessed value before the energy improvements are made.

Through Energy Star, builders and as-



sociates can differentiate themselves in the market. New and existing homes that qualify as Energy Star provide greater comfort and durability for home buyers. In addition, Energy Star qualified homes help protect the environment by reducing the greenhouse gas emissions associated with global warming. By considering your options, you can increase the comfort, safety and efficiency of your home without putting undue stress on yourself or the environment. The Energy-Efficient Mortgage product should go hand-in-hand with all your renovation and building choices.

IBA's 2008 Golf Outing



Tuesday, June 17, 2008
 11:00 Registration & Lunch
 1:00 Shotgun Start
 5:00 Dinner & Awards



NEW LOCATION!
Cherry Hill Golf Club
 (donated by Roger & Herb Delagrange)
 6615 Wheelock Rd.
 Fort Wayne, IN

Networking...

Prizes...

Rated #1 by Fort Wayne Magazine
"Only Four Star Public Golf Course in Fort Wayne!"



Fun!

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Proceeds benefit the IBA and the NAHB Build-PAC.

IBA's 2008 Golf Outing Sponsors

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NIPSCO

Hole-In-One Contest Sponsor

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Beverage Cart Sponsor

Momper Insulation

Hole Sponsor

SuperFleet SuperAmerica

Cart Item Sponsor

SuperFleet SuperAmerica

Door Prize Sponsors

Indiana Builders Association

Marvin Windows

Contest Sponsors

Pillar Group

Indiana Builders Association

Rick Wajda, IBA CEO

Cindy Bussell, IBA COO

For more information about sponsorship opportunities call (800)377-6334.

Golfer Registration

(includes green fees, cart rental, refreshments, lunch, favors, dinner, & awards)

- ___ \$600 foursome
- ___ \$60 (includes strings / skins / door prize ticket for team)
- ___ \$150 one golfer
- ___ \$10 (includes string and door prize ticket)

Players _____

Team/Company _____

Contact Name _____

Address _____

City, State, Zip _____

Phone _____ FAX _____

All golf registrations on a first-come, first-served basis, and only guaranteed with payment.

NAHB Build-PAC Clubs

(Contributions to NAHB Build-PAC Clubs must be **personal funds** & include recognition and signage at the event, recognition in IBA's newspaper, and admittance to the dinner.)

- Capitol Club ___ \$5,000 Annually
- Platinum Club ___ \$2,500 Annually
- Gold Key ___ \$1,000 Annually
- Dollar-A-Day ___ \$365 Annually
- The Hundreds Club ___ \$100 ___ \$ ___ Other
- Indiana's Champions Club ___ \$20 ___ \$ ___ Other



Hotel Accommodations: Marriott Fort Wayne, 305 East Washington Center Road, Fort Wayne, IN 46825.
 \$129 plus tax per night
 (260) 484-0411 - Call and say you are with the Indiana Builders Assoc.

Tournament Sponsors

(Sponsors receive recognition and signage at the event, recognition in IBA's newspaper, lunch, and admittance to the dinner. Does not include golf.)

- ___ Lunch Sponsor \$1000
- ___ Dinner Sponsor \$1000
- ___ Longest Drive Sponsor \$500
- Sold** ___ Putting Contest Sponsor \$500
- ___ Beverage Cart Sponsor \$300
- ___ Hole Sponsor \$250
- ___ Closest-to-the-Hole Sponsor \$250 (4 available)
- ___ Cart Item Sponsor \$150
- ___ Door Prize Sponsor
- ___ Hole-in-One Contest Sponsor



Payment Options

Corporate checks make payable to **IBA**.

Personal checks make payable to **NAHB Build-PAC**.

___ Enclosed is my corporate check made payable to IBA.

___ Enclosed is my personal or non-corporate check made payable to NAHB Build-PAC.

___ Please charge my credit card for \$ _____. (circle one)

___ Personal - VISA MasterCard American Express

___ Corporate - VISA MasterCard

Card Number: _____ Exp: _____

Signature: _____

No refunds for inclement weather. 50% cancellation fee. No refunds within 10 days of event.

Please complete & return to: Indiana Builders Association, P.O. Box 44670, Indianapolis, IN 46244

Questions? Call Heather at (800) 377-6334 * (317) 236-6334*
 FAX (317) 236-6342 * Heather@BuildIndiana.org



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