

INDIANA BUILDER NEWS

OFFICIAL PUBLICATION OF THE INDIANA BUILDERS ASSOCIATION, INC.

WWW.BUILDINDIANA.ORG

October 2008



Vol. 45, No. 10



IBA members seeing green by going green

This is the year of green. Green building that is; and the Indiana Builders Association is leading its members toward the future in residential construction.

Going green grant available to IBA members

The Indiana Builders Association has secured \$32,000 in grants to assist members with the cost of attending IBA's Green Building for Building Professionals courses to be held this fall and next spring. The grant, secured from the Indiana Office of Energy and Defense Development, allows IBA to offer each member a \$100 scholarship.

The two-day course, for builders, remodelers and suppliers, discusses strategies for incorporating green-building principles into homes without driving up the cost of construction. Students 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 home products with increased indoor environmental quality, as well as energy and resource efficiency.

The course is one of two required for professionals to acquire the Certified Green Professional (CGP) designation.

IBA's next Green Building course is scheduled for Nov. 6-7, 2008. See page 4 for more information and to register.

Indiana members getting homes certified green through NAHB

Three Indiana members have already taken advantage of the green phenomenon and certified their homes through the NAHB Green Building program.

"Indiana members have certified seven of the 23 NAHB green built homes," commented Don Carr, NAHB Research Center, the organization implementing the NAHB Green Building program. The program, which began earlier this year, provides a green scoring tool for members to utilize to determine if their home qualifies for one of the green certification levels.

The first NAHB green certified home in the state was built by Gentry Construction in Bloomington. David Killion, with Gentry Construction, holds a Certified Green Professional (CGP) designation. The next five green homes are located in Valparaiso and were built by Coolman Communities. Frank Redavide, CGP, Castalia Homes in Carmel, added the most recently certified home in Indiana. Redavide's home featured in the Builders Association of Greater Indianapolis' Home-a-Rama, received a Gold certification.

An additional 65 projects throughout the nation are in the pipeline for future certification.

Details on NAHB's Green Building program are available at www.nahbgreen.org. IBA's Web site, www.buildindiana.org, also showcases an "IBA is Going Green" section.

It compliments the NAHB Web site with education, designation and green events happening in Indiana.

Indiana's Annual Housing Conference Goes Green

The keynote address and an entire track of Indiana's Annual Housing Conference, to be held Feb. 24-25, 2009 at the Indiana Convention Center in Indianapolis, are dedicated to green building, green remodeling and green products.

Bob Jones will present "Finding the Green Lining" keynote presentation at the event. Jones, a home builder in Bloomfield Hills, Michigan and NAHB's slated 2009 Vice President, will inspire attendees to adopt new opportunities to enhance their market share. Jones specializes in land development and the design and construction of single-family luxury homes.

Two days of programs will address different aspects of green including: Certifying Your Home through the National Green Building Program; Common Sense Green; Energy Conservation for Your Business and Your Customer; Hidden Risks of Green Building and Remodeling; Turn Green Building & Remodeling into Green Dollars; Minimizing the Cost of Building and Remodeling Green; and Gone Green – A Proven Case Study.

The event, formerly known as Indiana's Midwest Builders Convention, draws upwards of 1,000 housing industry professionals. More details on pages 8, 10 and 11.

9 strategies for '09

Leaders from builders associations throughout Indiana will convene at the Hilton North in Indianapolis on Nov. 18 for "9 Strategies for '09", the Indiana Builders Association's annual leadership training and November Board session.

"Strong leadership is the key to success during these turbulent times," said David Compton, IBA president. "IBA's leadership training conference is a great opportunity to learn from the best."

Conference topics include leadership skills, roles, and responsibilities; legislative and regulatory policies; membership matters; association financial management; industry and association legal issues; PAC reporting, and motivating and delegating. Participants will also attend a leadership meet and greet lunch.

IBA's Board meeting to elect next year's officers will also be held that day. Complete details are available on page 5.



IBA gains 66 new members from week-long statewide membership drive

Thanks to the 10 local associations that participated in the drive!

"On a roll with members" Honor Roll

◆ BA of Greater Indianapolis recruited the most new members with 37 total.

◆ The HBA of Lawrence County had the highest percentage of membership growth with a 6 percent increase.

Carlie Hopper assumes Regulatory Affairs Director position

Indiana Builders Association's Carlie Hopper will assume the newly created position of Regulatory Affairs Director.

In her new position, Hopper will serve as a lobbyist with the Indiana General Assembly, codes specialist and membership development.

"Carlie is an important part of our association's success," said Rick Wajda, IBA chief executive officer. "Her new responsibilities will enhance our service to members across the state."

Hopper joined the association in 1999 as Member Services Director. She quickly took on a plethora of responsibilities in-

cluding organizing the annual state leadership conference; overseeing all membership activities including recruitment, retention, tracking, reporting, and local development; and administering the national designation programs offered in Indiana. Hopper also coordinated the Indiana Quality Assurance Builder Standards program.

Hopper received a Political Science degree from Indiana State University.



Carlie Hopper

PRSRT STD
US POSTAGE
PAID
INDIANAPOLIS, IN
PERMIT NO. 279

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

Indiana Builder News

Official publication of the
Indiana Builders Association, Inc.

street address
1011 N. Dr. Martin Luther King Jr. St.,
Ste. 100, Indianapolis, IN 46202

mailing address

P.O. Box 44670

Indianapolis, IN 46244-0670

1-800-377-6334 * (317) 236-6334

FAX (317) 236-6342

www.BuildIndiana.org

info@BuildIndiana.org

Published monthly.

Advertising rates available upon request.

This publication will not knowingly accept any advertisement that is in violation of the law. Inclusion of an advertisement and/or article does NOT indicate approval or endorsement of the product, service, or opinion by Indiana Builders Association.

Senior Officers

President David Compton

davidc902@yahoo.com

Vice President Dennis Spidel, GMB, CGB, CGR

dennis@spidel.com

Treasurer Andy Place, Sr., CGB, CGP

andy.place.sr@placebuilders.com

Secretary Doug Miller, CGB, CAPS, CGP

doug@dlmillerconstruction.com

National Rep. Mike Bell, GMB, CGB, CGR, CAPS, CGP

mikebell@bellconstruction.org

NAHB Area 9 VP Tom Mullen, MIRM, CGB, CGP

tom.mullen@att.net

National Director Matt Sigler

Board Parliamentarian Jeff Scripture

Builder Area Vice Presidents

| | | |
|--------|------------------------------|----------------|
| Area 1 | Marge Frame, CAPS | (219) 405-8322 |
| Area 2 | Linda Rogers | (574) 277-5512 |
| Area 3 | Jim Klotz | (574) 457-2406 |
| Area 4 | Tina Bernacchi | (765) 563-6363 |
| Area 5 | Rep. Heath VanNatter, CGP | (765) 883-1420 |
| Area 6 | Ryan Baker, GMB, CGB | (812) 299-4128 |
| Area 7 | Ken Phillips, CGR, CAPS, CGP | (812) 279-9136 |
| Area 8 | Dan Losekamp, CGB, CAPS | (513) 367-5495 |

Associate Area Vice Presidents

| | | |
|--------|------------------|----------------|
| Area 1 | David Newham | (480) 290-1356 |
| Area 2 | Ken Schmitt | (574) 533-0586 |
| Area 3 | Brad Cayot, CGP | (260) 493-2596 |
| Area 4 | Bill O'Gorman | (317) 218-1921 |
| Area 5 | Pat Smith | (800) 828-6080 |
| Area 6 | Doug Dillion | (812) 242-4011 |
| Area 7 | LaQuita Jennings | (812) 275-7718 |
| Area 8 | Joe Schmidt | (812) 457-7328 |

Staff & Consultants

Rick Wajda, Chief Executive Officer

Chief Lobbyist - Rick@BuildIndiana.org

Cindy Bussell, Chief Operating Officer

Publisher - Cindy@BuildIndiana.org

Carlie Hopper, Member Services Director

Carlie@BuildIndiana.org

Gretchen White, Government Affairs Director

Gretchen@BuildIndiana.org

Heather Sturgeon, Information Coord.

Heather@BuildIndiana.org

Colleen Merkel, Public Relations Coord./ Editor

Colleen@BuildIndiana.org

Jennifer Wilczynski, Communications Coord.

Jennifer@BuildIndiana.org

Marlys Pedtke, Code & Technical Specialist

MPedtke@aol.com

A. William Carson, Chair. Emeritus of Board

Set yourself apart from the field with education

The popular rock group in the 1980s STYX had a song lyric that portrayed the current climate as "These are the best of times; these are the worst of times." Many times when I turn on the TV to watch the news, I feel that I am right back in the early 80s. However, unlike that time in our country's history, Congress is not sitting back and doing nothing. The savings and loan crisis of the late 1980s brought forth many lessons on how to deal with the current situation. We are in the middle of a big mess of our own creation led by easy credit and lax oversight. Although pointing the finger will make us feel better, it will not solve the problem. This is a problem that will not be solved over night.

We must all continue to work through these tough times and improve our professionalism. Now is not the time to waste our days watching the Price is Right. We must equip ourselves with education to demonstrate that our industry is advancing in our expertise. I can think of nothing better than taking a couple of days to earn a nationally-recognized professional designation.

The fundamentals of housing are solid. According to NAHB, we are still creating a demand for over 1.15 million new homes a year. That demand will return as we work through our excess inventory created through this housing bubble and foreclosure crisis. This demand for new homes is driven by population growth and household formation. Outperform your competition by becoming a Certified Graduate



President's Message

By David Compton

R.N. Thompson &
Associates, Fishers

President,
Indiana Builders Association

Builder (CGB). Set your self apart from the field.

The 78 million baby boomers are not going to get any younger with each day that passes. (*Your president is at the end of the boom - born in 1963.*) The boomers will have a profound impact upon the market. The four bedroom two-story home will be a dinosaur compared to one-floor living. We have an opportunity to serve this emerging market that will last over the next fifteen years. Become a Certified Aging in Place Specialist (CAPS). Set yourself apart from the field.

Green building is not a fad. We live in a global economy and the energy and raw material demands brought forth from China are only the tip of the iceberg. India and many other developing countries will compete with us for jobs as well as energy and natural resources. Green building technologies and renewable resources will become the norm not the exception. The "McMansion" will give way to the concept

of minimal density and village living whereby most everything will be within walking distance. Become a Certified Green Professional (CGP). Set yourself apart from the field.

Notice the reoccurring theme: set yourself apart from the field, through education and certification. I have encouraged the staff, my fellow senior officers and executive committee to make this a priority in the years to come.

We are currently partnering with local associations to offer designation classes across the state. To succeed in the years to come, we must exceed the service and professionalism offered by nonmembers.

I encourage you to pursue one or more of these designations. If you currently hold an NAHB designation, I encourage you to give to your fellow builders one of the greatest gifts you can at this time of uncertainty and strain: knowledge.

Good luck in the balance of the year, it has been an honor to be your president over the past year. Best wishes and may God bless each of you and your family.

Regards,
David

> For more information on earning your CGP or CAPS, see page 4.

> Already a CGB or CGR, take it to the next level with your GMB and GMR.

See page 17 for more details.

IBA total membership

Local HBA August 08

| | |
|------------------------|--------------|
| Greater Indianapolis | 1066 |
| Elkhart County | 422 |
| Fort Wayne | 420 |
| Northwest Indiana | 409 |
| Southwestern Indiana | 397 |
| Southern Indiana | 335 |
| Greater Terre Haute | 277 |
| Porter County | 257 |
| St. Joseph Valley | 231 |
| Kosciusko-Fulton Co.'s | 210 |
| Greater Lafayette | 206 |
| Dubois County | 165 |
| Howard County | 146 |
| Monroe County | 130 |
| Northeast Indiana | 124 |
| East Central Indiana | 109 |
| Dearborn County | 92 |
| LaPorte County | 80 |
| Vincennes Area | 67 |
| Wayne County | 58 |
| Marshall County | 46 |
| Jasper County | 41 |
| Lawrence County | 38 |
| Jackson-Jennings | 32 |
| Madison County | 27 |
| River Valley | 21 |
| Gibson County | 20 |
| North Central Indiana | 19 |
| Southeastern Indiana | 17 |
| Grant County | 17 |
| Henry County | 15 |
| Whitley County | 11 |
| At Large Members | 1 |
| Total | 5,506 |



RAINTREE

Serving Central Indiana & Western Ohio

Nu-Wool® WALLSEAL® is a cellulose insulation high in R-Value, made by Nu-Wool® Company, Inc., a business with over 50 years of proven performance standards. Become part of this tradition of excellence. More and more homeowners and builders are choosing to insulate with **Nu-Wool®**.

Worried about mold and mildew?

- **Nu-Wool®** is treated with Borates that resists mold and mildew.
- **Nu-Wool®** is fire retardant.
- **Nu-Wool®** is noncorrosive to pipes.
- **Nu-Wool®** is a totally recycled, environmentally friendly product.

To learn more about our product, visit
www.nuwool.com



The Oldest and Fastest Growing Cellulose Insulation Company in America.



Our Professional Sales and Installation Teams

- ✓ Will customize your insulation needs.
- ✓ Provide you or your customer with a heat guarantee - **NU-WOOL EXCLUSIVE!**
- ✓ Do your job in a clean, timely, and professional manner.

Call Raintree Insulation
Stephen Robinson,
GMB, CGB, CGR, CAPS
(765) 524-0044

Fire sprinkler systems required in 2009 International Residential Code

On Sept. 21, the voting members of the 2008 International Code Council Final Actions Hearing in Minneapolis voted to require residential fire sprinkler systems. The voting members at the ICC Hearings include building officials and fire officials from across the United States and some foreign countries.



Code Update

By Mike Christoffersen

Governor's Appointee

Indiana Fire Prevention & Building Safety Commission

Each jurisdiction is given votes as per the population. For example, Fort Wayne gets 12 representatives from the building department and 12 votes from the fire department. Fort Wayne sent nine people representing the building department and no fire officials. Matt Sigler and Bill Fox representing IBA, five representatives from the state Building Department and South Bend's new building commissioner were also in attendance.

During the seven days of the hearings, attendance averaged 500 people. On Sept. 20, there were just over 1,000 registered voters present at the hearings with 600 of them in the hearing room. By the 6 p.m. scheduled start for the fire sprinkler hearing, the crowd had swelled to 2,400 people and the number of registered voters had jumped to over 1,900 as a result of busloads of fire officials being brought in. As usual, the hearings were running behind schedule and were adjourned at 11 p.m. before the sprinkler items came up.

The hearings resumed the next day at 7 a.m. and continued until 2 a.m. There were seven code proposals requiring fire sprinkler systems in one and two family resi-

dences and townhouses. Two were withdrawn and the rest were approved. In effect, the Fire Sprinkler Association and the NFPA packed the hearings to take over the ICC process and force passage of these code proposals. Once these proposals were passed, attendance in the room dropped back to under 700 people.

The result of the passage of these codes will have a direct impact on the cost of building affecting builders and homebuyers. RB64 stated that all one and two family residences constructed after Jan. 1, 2011 will be required to have a minimum of 13D Fire Sprinkler Systems installed. National cost estimates for a sprinkler system range from as low as \$1.61 to over \$7 per square foot. A fire sprinkler system installed in a 2,000 square foot home at a median cost of \$3 per

square foot will create a \$6,000 cost increase to that home.

There were over 2,400 proposed code changes to the ICC family of codes. Some of the other proposed codes which may affect IBA members were:

* RB68, requiring the protection of floor and roof light frame construction in homes with a 30 minute fire rated barrier (5/8 dry-wall of the ceiling of an unfinished and finished basements also ceilings of other unfinished areas).

* RB 173 and RB 174 requiring that any window that opens with a sill height more than 72" above grade will have a minimum sill height of 24" or a mechanical device that will restrict the window opening to 4".

* A number of items dealing with wall bracing requirements.

* RB207 new truss/rafter up lift requirements.

* Many Energy Code items i.e., EC14.

* F3 requiring fire departments to inspect residential smoke detectors, sprinkler systems, propane gas tanks and other related items when installed in an existing or new home.

IBA members will have many code issues to resolve when we review the next round of ICC codes. Do we update to the 2006 IRC or 2009 IRC? How will we address the Fire Sprinkler requirements?

These have been challenging times for builders and building associations, but we need to continue to fight for affordable homes in Indiana in the face of these new threats. We need to keep Indiana as the most affordable housing market in the country.

IBCF accepting grant proposals

The Indiana Builders Charitable Foundation (IBCF) is now accepting grant proposals. IBCF's purpose is to provide funding to educational causes that enhance knowledge and understanding of the housing industry and of the career opportunities available within the industry.

Proposals for funds should include a description of the project, how the educational cause enhances the knowledge and understanding of the housing industry and career opportunities within the housing industry, and the amount of funds needed to accomplish the project.

Send proposals no later than Oct. 15 to: IBCF, P.O. Box 44670, Indianapolis, IN 46244-0670.

For more information on how you can donate to the fund, contact Cindy Bussell at (800) 377-6334.



Concrete...more than just gray

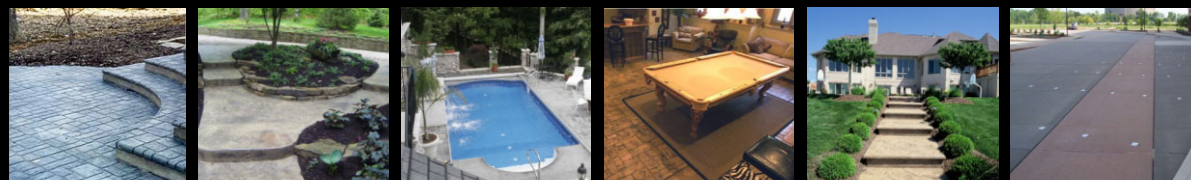
imix Spectra decorative concrete is a colored concrete available for immediate delivery and easy pricing. It can be finished in a number of ways, including stamping, textured skins, hard trowel and broom finish.

Imix Spectra is readily available at all our Indiana locations—call today!



Colored Concrete...Always Available

www.irvmat.com | 1-800-582-9785
for more information on **imi** products and services



Snag Two Designations in One Week



The **Certified Green Professional (CGP)** designation program teaches environmentally friendly green techniques and business management skills essential to serve the market.



The **Certified Aging-in-Place Specialist (CAPS)** designation program teaches the technical, business management, and customer service skills essential to serve the aging-in-place market.



Registration Form: (one form per attendee)

Name _____
 Company _____
 Address _____
 City/State/Zip _____
 Phone _____ Fax _____
 E-mail _____ Local HBA _____

Green Building for Building Professionals (CGP, CGB, CGA, GMR)

In this two-day course 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.

Instructor: Chuck Breidenstein, CGB

____ Nov. 6-7, 2008 - Indy \$300 HBA Member / \$350 non-HBA Member

Each day of courses are approved for 6 hours of continuing ed. real estate credit.

Courses are held at:

Indiana Housing Center
 1011 Martin Luther King Jr. St.
 Indianapolis, IN 46202

Questions? Contact Colleen Merkel
 (800) 377-6334
 Colleen@BuildIndiana.org

Return Completed Form:

Indiana Builders Association
 P.O. Box 44670
 Indianapolis, IN 46244
 FAX (317) 236-6342

Sponsored by the Indiana Office of Energy and Defense Development



Classes are 9 a.m. to 5 p.m.

Business Management for Building Professionals (CGP, CAPS, CGB, CGR, CGA)

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 instructors give you practical and applicable tools for management success.

Instructor: Vince Butler, CGR, GMB, CAPS

____ Nov. 5, 2008 Indy - \$150 HBA Member / \$200 non-HBA Member

Marketing & Communications Strategies for Aging & Accessibility (CAPS)

Learn how to identify and serve the needs of an aging population.

Instructor: Vince Butler, CGR, GMB, CAPS

____ Nov. 3, 2008 Indy - \$195 HBA Member / \$245 non-HBA Member

Design/Build Solutions for Aging & Accessibility (CAPS)

The "Home Modifications" course teaches remodelers the relevant codes and standards, depicts common barriers, and demonstrates how to redesign living areas for safety and comfort.

Instructor: Vince Butler, CGR, GMB, CAPS

____ Nov. 4, 2008 Indy - \$195 HBA Member / \$245 non-HBA Member

____ - \$100 scholarship for Green Building IBA members only *this course offering was prepared with the support of the U.S. Department of Energy (DOE) and the Indiana Office of Energy and Defense Development (OED). However, any opinions, findings, conclusions or recommendations expressed herein are those of the authors and do not necessarily reflect the views of the DOE and OED.

____ \$25/course additional charge if registering within 14 days of class

Total Amount Due: \$ _____

Payment Method: ____ Check Enclosed ____ Invoice (HBA members only)
 ____ MasterCard ____ Visa

Card # _____

Exp. Date _____

Cancellation Policy:

Written cancellations made prior to 14 days of course will receive a refund less 50% administrative fee. Registrants who fail to attend the course without 14 days prior written notification are liable for the entire fee.

Graduation Fees: \$145 HBA members/\$245 non-HBA members payable to NAHB University of Housing.

Annual Renewal Fees: \$50 HBA members/\$75 non-HBA members payable to the NAHB University of Housing.

CAPS Continuing education requirements: CAPS designates are required to complete twelve (12) hours of continuing education every three years, and six (6) of the twelve (12) hours must be from an NAHB University of Housing course and the remaining six (6) hours may be earned by completing approved state and local seminars, NAHB seminars, or college courses related to the building industry with a maximum of two (2) hours earned by participating in community service projects (work done for the public good without compensation).

CGP Continuing education requirements: CGP designates are required to complete twelve hours of continuing education every three years. Six of the twelve hours must be from NAHB University of Housing educational activities. A minimum of eight hours is required to come from green building industry related educational activities.

News from around the state

Members of LaPorte County gather at a recent membership meeting.

RIGHT: (From left) Bev Jacques, Jean Feikes, Bill Feikes and Jack Sumption. **BELOW:** (From left) President Larry Mosier, new Executive Officer Cindy Dangler and Past President Gene Jonas.



Members of Hoosier Hearth, sponsors of a recent East Central BA meeting (second and third from left) Bill Dennis and Chris Cravens with East Central BA President Alan Simmons (left) and Jeremy Bellner, speaker for the event.



The Henry County Builders Association team, (from left) President Pat Smith; Lara Sullivan, Henry County REMC; and Becki McGrady, ProGreen, at the Henry County Day of Caring in September.

Past state president remembered

Past State President W.C. "Bud" Bussing died Tuesday Sept. 23, at St. Mary's Medical Center in Evansville. He had suffered from Parkinson's disease since 1990.

Bud served as IBA president in 1973 and also served as president of the Evansville Home Builders Association. He was very active within the association. Bud was the president of Bussing Construction Corp and part-owner of the Evansville Otters and Patton Heating & Air. In addition to his real estate work, Bud was also a philanthropist. He served as vice president of the Bussing-Koch Foundation that has donated money to numerous organizations, including being a major contributor to IBA's Educational Scholarship Foundation.

"A highly successful builder and developer, he is still today considered the 'Baron of Evansville' for his successful ventures," said IBA Chairman Emeritus Bill Carson.

Bud was a member of Christ the King Catholic Church, where his memorial mass was held on Sept. 26. Memorial contributions may be made to IBA's Educational Scholarship Foundation at: P.O. Box 44670 Indianapolis, IN 46244.



W.C. "Bud" Bussing

Leadership Training & Nov. Board Session

Strategies for '09

Nov. 18 Hilton Indianapolis North

Schedule

Monday, November 17, 2008

3-5 pm Senior Officers Meeting
5-6:30 pm Nominating Committee Mtg. (State Leadership Position Interviews)
6:30-9 pm Past State Presidents' Dinner

Tuesday, November 18, 2008

9-12 noon Leadership Conference

9-10 am - Leadership Skills, Roles, and Responsibilities
10-11 am - Roundtables I: Legislative & Regulatory Policies; Membership Matters; Association Financial Management
11-12 noon - Roundtables II: Industry & Association Legal Issues; PAC Reporting; Motivating and Delegating

11-12 noon Executive Committee Meeting
12-1 pm Leadership Meet & Greet Lunch
1-2 pm Committee Meetings: Green Building; Convention; Rural On-Site Wastewater; 08 & 09 Area Vice Presidents; 08 & 09 Local Presidents & Executive Officers
2-3 pm Committee Meetings: Membership; Housing Protection Board
2-4 pm Committee Meeting: Codes
3-4 pm Committee Meetings: Land Use; Remodelers; Associates
4-6 pm Board Meeting (no meal)

Hilton Indianapolis North, 8181 N. Shadeland Avenue, Indianapolis, IN 46250
A limited number of overnight rooms are available on a first-come, first-served basis at \$118/single/double. Call the Hilton Indianapolis North at 1-800-Hiltons or (317)849-6668 and identify you are with the Indiana Builders Association to receive this rate.

Hosted by:



Sponsored by:



Leadership Training & Nov. Board Session RSVP

Name: _____

Company: _____

Address: _____

City/State/Zip: _____

Phone: _____ Fax: _____

E-mail: _____

Local HBA: _____ 2009 Position: _____

☐ Leadership Conference (\$10)
☐ Leadership Meet & Greet Lunch (\$25)
☐ November Board Meeting (\$10)
☐ Committee Meetings: _____

Attend 2 or more for \$30!

Total Due: \$ _____

Payment: ☐ Check ☐ Invoice ☐ Credit Card (MC/VISA)

CC# _____ Exp. ____/____

Signature: _____

Send this form to: IBA,
P.O. Box 44670, Indpls., IN 46244
or Fax to (317) 236-6342

Questions? (800) 377-6334

RSVP Online!
www.BuildIndiana.org

©2008 Marvin Windows and Doors. All rights reserved. ®Registered trademark of Marvin Windows and Doors.



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.



Brands, Inc.
1425 California St.
Columbus, IN
812-379-9566
www.brandslumber.com

Bushey's Window & Door
1701 Fairfield Ave.
Ft. Wayne, IN
260-456-1247
www.busheys.net

Carter Lee Lumber
1717 W Washington St.
Indianapolis, IN
317-639-5431 Ext. 271
www.carterlee.com

Garage Doors of Indianapolis
5041 W 96th St.
Indianapolis, IN
317-875-4577
www.doorstoday.com

Marsh Window & Door Classics
1702 S Franklin St.
South Bend, IN
574 288-4433
www.marshbuild.com

Roberts Glass & Service, Inc.
7707 Records St.
(Just off of Pendleton Pike & I-465)
Indianapolis, IN
317-542-0693
www.robertsglass.com

MARVIN 
Windows and Doors
Built around you.™

Renovators take note: changes in lead rule affect you

This spring, the U.S. Environmental Protection Agency (EPA) issued a new rule for renovators and maintenance professionals that work in housing, child-care facilities and schools built prior to 1978 regarding lead-based paint hazards. The rule, titled "Renovation, Repair and Painting Program," requires that contractors and maintenance professionals be certified; that employees be trained; and follow protective work practice standards. The rule does not impact minor interior jobs that disturb six square feet or less of lead-based paint in a room or minor exterior jobs that disturb twenty square feet or less of lead-based paint (window replacement work is excluded). The EPA rule prohibits certain work practices and applies to renovation, repair or painting activities and becomes fully effective April 2010.

Homeowner Education Requirements

The rule starts at addressing pre-renovation education by requiring each contractor to distribute EPA's lead pamphlet titled Renovate Right (replacing current pamphlet Protect Your Family from Lead in Your Home) to the owner and occupants before renovation begins beginning December 2008. Renovators will be required to obtain confirmation that the owner, adult representative, or occupants (if applicable) received the lead pamphlet and must be retained on record for three years.

Renovator Training and Firm Requirements

The rule states that in order to become a certified renovator an individual must successfully complete an eight hour initial renovator training course offered by an accredited training provider. The course completion certificate serves as proof of certification. If a renovator has successfully completed an accredited lead abatement worker or supervisor course, EPA, Department of Housing and Urban Development (HUD), or EPA/HUD model renovation training course, a refresher course lasting four hours will be needed to receive certification. The rule requires that renovators must be re-certified every five years by completing a refresher training course provided by an accredited training provider. Training programs can submit curriculum and request for accreditation from EPA beginning April 2009. Training will begin October 2009 with renovators certified by April 2010.

Firms who receive compensation for renovation activities must apply/submit to EPA a completed application and submit a fee beginning October 2009. EPA will approve, deny, declare incomplete, etc. within 90 days. EPA may request additional information from applicants which must be provided to EPA within 30 days. A firm certified must be re-certified every five years by completing a required form and pay a fee amount.

Under the rule, firms must be certified and renovators must be trained unless the firm obtained a signed statement from the owner that the renovation will occur in the owners residence; no child under 6 resides

there; no woman who is pregnant resides there; the housing is not a child-occupied facility; and the owner acknowledges that the renovation firm will not be required to use the work practices contained in the rule.

Work Practice Requirements

There are a number of new practice requirements contained in the rule, several of which include: prohibition of using open-flame burning and use of power tools without HEPA exhaust control; work-area containment to prevent dust and debris from leaving the work area; and clean up followed by a verification procedure to minimize exposure to lead-based paint hazards.



Leading issues
By Gretchen White
Government Affairs Director
Indiana Builders Association

The rule requires the renovator to wipe the work area with a wet disposable cloth and utilize a cleaning verification card to see if the area passes this inspection. If the area does not pass inspection, the renovator must re-clean areas with another disposable cloth and if it fails again, wait until the area has dried completely or one hour and wipe the area with a dry disposable cleaning cloth.

The rule stipulates documents must be retained for three years after the renovation takes place. Documents required to be kept include: reports certifying that lead-based paint is not present; records relating to the distribution of the Renovate Right pamphlet; the waiver signed and dated if applicable; and a document that displays compliance with the rule. Sample documents are available on the EPA Web site.

Administration

EPA will be responsible for administering and enforcing requirements in the rule unless a state submits an application to administer and enforce the rule. In addition to allowing states to administer the rule, it also allows states to make the program more stringent than the federal requirements.

The Indiana State Department of Health has been administering the lead program per a Memorandum of Understanding with the Indiana Department of Environmental Management with intent to seek legislation during the upcoming legislative session to permanently transfer the program. Preliminary signals from the State Department of Health indicate an interest to submit an application for running the program with possible changes to make the program more stringent but details have not been disclosed.

I encourage all renovators to visit www.epa.gov/lead or IBA's Web site at www.buildindiana.org for the complete rule language as well as other important documents such as the Renovate Right pamphlet. IBA will monitor any proposed changes to the rule from the State Department of Health

and provide updates. Please do not hesitate to contact me at

Gretchen@BuildIndiana.org or (800) 377-6334 with any questions or comments.

Lead rule timeline

December 2008: Required to distribute Renovate Right pamphlet to homeowners

April 2009: Training programs can submit proposed curriculum and apply for EPA accreditation

October 2009: Firms can apply for certification to perform renovations or dust sampling

October 2009: Accredited training programs may begin offering certification

April 2010: Rule becomes effective






TRANUM
INSULATION, INC.

Bonded, Insured & Licensed

"All Your Insulation Needs"

Residential & Commercial

Robert Tranum, Owner & President

Office: (877) 942-2394

Cell: (317) 902-2464

e-mail: tranuminsulation@aol.com

www.tranuminsulation.com

MURPHY, MCCLARY, STOVER & BURNETT

ACCOUNTANTS & CONSULTANTS



- TAX AND ACCOUNTING PROFESSIONALS WITH EXPERTISE IN CONSTRUCTION & REAL ESTATE DEVELOPMENT
- QUICKBOOKS PROFESSIONAL ADVISORS ON STAFF
- CASH FLOW PROJECTIONS FOR CONTRACTORS
- JOB COST ANALYSIS
- FORECASTS & BUDGETS

WE KNOW WHAT REALLY COUNTS!

WWW.MURPHYCOPC.COM

PH. 317.574.6699 • FAX. 317.574.6686

TWO MERIDIAN PLAZA, 10401 N. MERIDIAN STREET, SUITE 280, INDIANAPOLIS, IN 46290

IBA's Annual Housing Conference

Indiana Convention Center, Hall D, Indianapolis

If your products and services are used in green building and remodeling or provide a solution for one of today's market challenges then you **MUST** be at IBA's Annual Housing Conference!

Exhibitors
2-10 Home Buyers Warranty, 46
Andersen Windows, F
AIRVAC, Inc., 45
Comcast, 13
Demilec USA LLC, 50
Donahue Gas, C
Drake Products, Inc., J
Fluid & Thermal Systems, Inc., E
Grant Communications, 2
GRK Fasteners, 23
Indiana 811, 20
Keller-Rivest, Inc., E
Kinetico Quality Water, 47
Lee Supply Corp., I
LP Building Products, 44
Marvin Windows & Doors, B
Monsma Marketing / Dupont Tyvek, 41
Residential Warranty Co., LLC, 48
Seward Sales Corp., A
Speedway SuperAmerica LLC, 1
Stone Works, 49
Timberland Lumber Company, F
Tyseal Systems, Inc., 6
Unique Home Solutions, D
Vectren Energy Delivery, H

Sponsors
Aisle Carpet Sponsors
Speedway SuperAmerica LLC
Indiana Builders Association

Water Sponsors
Aurora Cabinets
Drake Products, Inc.

Registration Insert Sponsor
Speedway SuperAmerica LLC
Successful Home Building

Seminar Sponsor
BA of Kosciusko-Fulton Counties
Vectren Energy Delivery

Hourly Exhibit Hall Drawing Sponsor
Comcast

For a full schedule of events, see page 10.

**Draw attendees to your booth with a giveaway and/or fun game!
(recommended giveaway amount \$50 or more)*

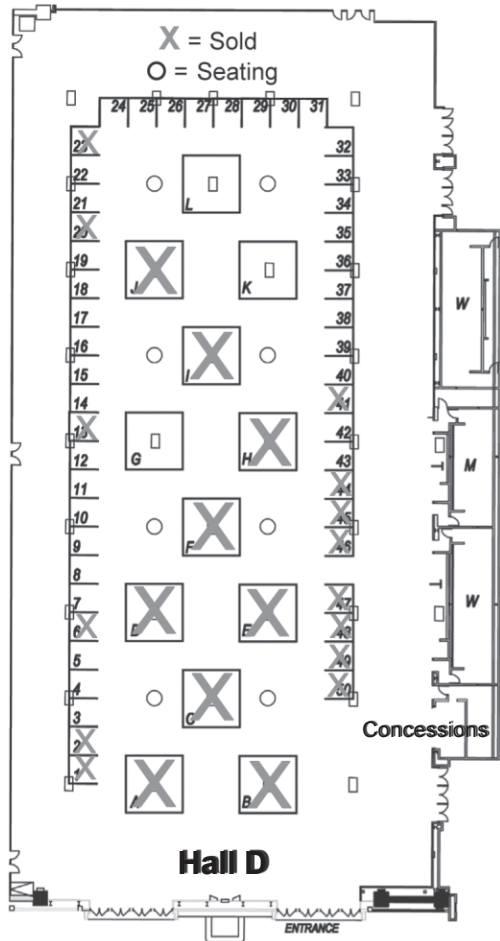
Exhibit Show Hours
Tuesday, Feb. 24 - 12 to 5 p.m.
Wednesday, Feb. 25 - 10 to 2 p.m.

Exhibit Set-Up Hours
Monday, Feb. 23 11 to 6:30 p.m.

Exhibit Tear-Down Hours
Wednesday, Feb. 25 2 to 4:30 p.m.

All Exhibit Space Includes
2 Exhibitor Badges
2 Tickets to Keynote Session
2 Seminar Passes
Company Identification Sign
Listing on Convention Flier
Listing in *Indiana Builder News*
Web site Listing & Link
Discounted Advertising Rates

One month left to receive 2 free parking passes. Secure your space by Nov. 1!



IBA's Annual Housing Conference Participation Form

Exhibit Space
___ 20' x 20' Island \$1495 (12 Available, A-L; black carpet included; no pipe & drape)
___ 10' x 10' Booth \$695 (50 Available; pipe & drape included)
Booth(s): _____ 1st Choice(s) _____ 2nd Choice(s) _____ 3rd Choice(s)

___ Exhibit Furnishing Package x \$162 each (1-6' table skirted, 2 chairs, trash can)

___ Carpet (10' x 10') x \$115
___ Carpet (10' x 20') x \$195
___ Carpet (10 x 30') x \$278

___ Electrical Hookup x \$69 each (\$97 after Dec. 22)
(120 volt, 5 amp single outlet)

Parking Passes (2 per exhibit per day)
___ Tuesday Parking Passes x \$10 each
___ Wednesday Parking Passes x \$10 each

IBA's ANNUAL HOUSING CONFERENCE
February 24-25, 2009
Indiana Convention Center, Indianapolis, IN

Commitment & Payment
Company _____
Contact _____
Address _____
City _____ State _____ Zip _____
Phone _____ Fax _____
Email _____
Web Address for link _____
Product Description _____
Total due: \$ _____ Payment by: ___ Check ___ Invoice ___ MC/Visa
Credit Card # _____ Exp. _____
Signature _____
Terms accepted by: _____ Date: _____

Hotel Accomodations:
Headquarter Hotel, Indianapolis Marriott Downtown, 350 W. Maryland, Indpls., 46225
Room Rate \$153, www.indymarriott.com, Group Code: buibuia
1-877-640-7666 - Say you're with Indiana Builders room block.

Please return form to: IBA, PO Box 44670, Indianapolis, IN 46244 or Fax (317) 236-6342.
Questions? 1-800-377-6334 or www.BuildIndiana.org

Indiana Builder News Exhibitor/Sponsor Advertising Rates
Show Edition & Convention Program (Deadline - Jan. 19)
___ Full Page - \$750 Color/\$700 BW
___ Half Page - \$500 Color/\$450 BW
___ 1/4 Page - \$350 Color/\$300 BW
___ 1/8 Page - \$250 Color/\$200 BW

3 Editions (Pre, Show, & Wrap-up) (Deadline - Dec. 15)
___ Full Page - \$1,950 Color/\$1,800 BW
___ Half Page - \$1,230 Color/\$1,080 BW
___ 1/4 Page - \$870 Color/\$720 BW
___ 1/8 Page - \$540 Color/\$390 BW

Sponsorships
___ Keynote Session - \$3,000
___ Refreshments in Exhibits
___ Diet Coke in your booth - \$1,000 (2 available)
___ Coke in your booth - \$1,000 (2 available)
___ Sprite in your booth - \$750 (2 available)
___ Coffee in the morning in seminar area - \$1,000 (2 available)
___ Coffee in your booth - \$750 (2 available)
___ Aisle Carpet - \$1,500 (4 available)
___ Registration Portfolios - \$1,500
___ Badge Neckties - \$1,250
___ Gold Sponsor - \$1,000
___ Silver Sponsor - \$750
___ Bronze Sponsor - \$500
___ Seminar Sponsor - \$250 (24 available)
___ Registration Insert - \$250 exhibitors; \$500 non-exhibitors
___ Grand Prize Drawings - \$500 (4 available)
___ Hourly Exhibit Hall Drawings - \$100 (9 available)

Completion of this form is a binding agreement to participate as identified in IBA's Annual Housing Conference. A minimum of a 50% deposit is required to guarantee exhibit space. Payment in full must be received by Jan. 10, 2009. Written cancellation made prior to Nov. 30, 2008 will receive a refund less 50% administrative fee. Registrants who cancel after Nov. 30, 2008 are liable for the entire fee. Above rates are IBA member rates, non-member rates are an additional 50%. Exhibitors agree to abide by all rules and regulations as established by IBA.

Leaving a mark through political action



(From left) Roger Stephens, IBA CEO Rick Wajda, Lt. Gov. Becky Skillman, Eric Wathen and Rep. Heath VanNatter, CGP, at Skillman's golf outing.



Rep. Tim Harris (left) with IBA CEO Rick Wajda at a political fundraiser.



IBA Government Affairs Director Gretchen White (left) and IBA Regulatory Affairs Director Carlie Hopper met with Rep. Amos Thomas.



IBA Government Affairs Director Gretchen White (left) with Sen. Sue Errington at the Senate Democrat Golf Outing in New Palestine.

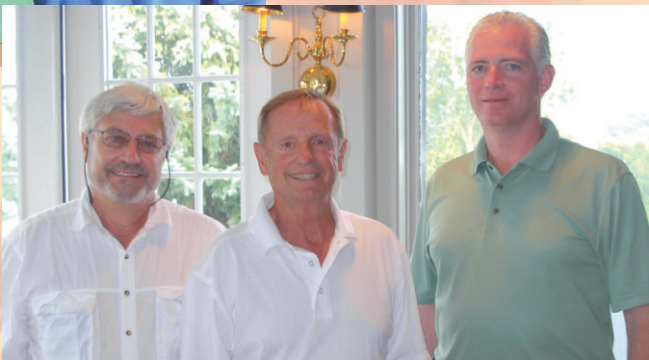


Rep. Phil Giaquinta (left) met with IBA CEO Rick Wajda to discuss housing issues affecting IBA members across the state.



ABOVE: (From left) Larry Coplen, Rep. Marlin Stutzman and IBA CEO Rick Wadja at Wolkin's golf outing in Kosciusko County.

RIGHT: (From left) Larry Coplen, Rep. David Wolkins and Brad Jackson take a break at the golf outing.



(From left) Hamilton County Council President Todd Fenoglio, Sen. Luke Kenley and BAGI Government Affairs Committee Chairman Steve Hardin met at a Hamilton County Builders meeting in Carmel.



(From left) Michelle Marshel, Ric Zehr, Rep. Matt Bell and IBA CEO Rick Wajda at the Leonard-Bell Golf Classic at Chesnut Hills Golf Club in Fort Wayne.



IBA Government Affairs Director Gretchen White with Rep. Tom Dermody (center) and Rep. Dan Leonard at the Leonard-Bell Golf Classic.



NAHB 2009 Vice President Bob Jones to Keynote IBA's Housing Conference with 'Finding the Green Lining'

Wednesday, Feb. 24, 2009

11 to noon

Wabash Valley Ballroom, Indiana Convention Center, Indianapolis

Bob Jones will present "Finding the Green Lining" keynote presentation at the event. Jones, a home builder in Bloomfield Hills, Mich. and NAHB's slated 2009 Vice President, will inspire attendees to adopt new opportunities to enhance their market share. Jones specializes in land development and the design and construction of single-family luxury homes.

Indiana's Annual Housing Conference (formerly Indiana's Midwest Builders Convention) draws upwards of 1,000 building and remodeling professionals who participate in two-days of programs designed specifically to address the most important issues and challenges facing the housing industry.



Bob Jones

Schedule of Events

Monday, Feb. 23, 2009

9:30 - 6:30 p.m. Registration
10:00 - 4:30 p.m. IBA Committee Meetings
11:30 - 1:00 p.m. Legislative Lunch (Statehouse)
1:00 - 5:00 p.m. NAHB Green Verifier Training
4:30 - 6:30 p.m. IBA Board Meeting

Tuesday, Feb. 24, 2009

7:30 - 5:00 p.m. Registration
8:00 - 11:00 a.m. Seminars
11:00 - noon Keynote Session
12:00 - 5:00 p.m. Exhibit Hall Open
12:00 - 1:00 p.m. \$500 Prize Drawing in Exhibits
1:00 - 5:00 p.m. Seminars
5:00 - ILBSA Hospitality Suite
5:30 - Travis Beckman Memorial
Texas Hold'Em Tournament

Wednesday, Feb. 25, 2009

8:00 - 4:00 p.m. Registration
8:00 - noon Seminars
10:00 - 2:00 p.m. Exhibit Hall Open
12:00 - 1:00 p.m. \$500 Prize Drawing in Exhibits
1:00 - 4:00 p.m. Seminars

IBA's Annual Housing Conference Registration Form

General Information (Please print clearly.)

Name _____
Company _____
Address _____
City _____ State _____ Zip _____
Local HBA _____
Phone _____ Fax _____
E-mail _____
Additional Registrants: _____ E-mail Addresses: _____

Parking Passes

(100 spaces are available in Victory Field baseball parking lot West of Convention Center, limit 1 per registrant, per day)

_____ \$10 each Tuesday Parking Passes
_____ \$10 each Wednesday Parking Passes

Non-Member Fee: (Above rates are IBA member rates.)

_____ \$50 Additional fee for non-IBA members

Payment Procedure:

Total Amount Due: \$ _____

_____ Check Enclosed
_____ Please Invoice
_____ MC/VISA

MasterCard/VISA # _____ Exp. Date _____

Signature _____

Cancellation Policy:

Written cancellation made prior to January 23, 2009 will receive a refund less 50% administrative fee. Registrants who cancel after January 23, 2009 are liable for the entire fee.

Check All That Apply:

_____ Builder _____ New Member
_____ Supplier _____ Home Inspector
_____ Remodeler _____ Code Official
_____ Developer

Indicate Day(s) You Will Be Attending:

_____ Mon., Feb. 23
_____ Tue., Feb. 24
_____ Wed., Feb. 25

Convention Registration Fee Schedule:

_____ \$175 Leg. Lunch & Conference Registrant (Mon., Tues., & Wed.)
_____ \$160 Additional Leg. Lunch & Conference Registrant from Same Co. (Mon., Tues., & Wed.)
_____ \$150 Conference Registrant Only (Tues. & Wed.)
_____ \$135 Additional Conference Registrant Only from Same Company (Tues. & Wed.)
_____ \$100 One Day Only Registrant (Tues. or Wed.)
_____ x \$39 Single Seminar Pass(es)
_____ \$50 Full-time Construction Student (\$25/per day)

Special Event Tickets:

_____ \$25 Legislative Lunch at the Statehouse (Mon., 11:30-1 pm)
_____ \$67 NAHB Green Verifiers Training (Mon., 1-5 pm)
_____ \$39 Keynote Session (Tue., 11:00-12 noon) (This ticket is ONLY necessary if person is not registered above.)
_____ \$100 Travis Beckman Memorial Texas Hold 'Em Tournament

Hotel Accommodations:

Indianapolis Marriott Downtown, 350 W. Maryland, Indianapolis, IN 46225
Room Rate \$153, www.indymarriott.com, Group Code: buibuia
1-877-640-7666 - Say you're with Indiana Builders room block.



Register here

or at

www.BuildIndiana.org!

Questions? 1-800-377-6334 or www.BuildIndiana.org

Please return form to:
Indiana Builders Association, PO Box 44670, Indianapolis, IN 46244
or Fax (317) 236-6342.

IBA’s Annual Housing Conference 2009 Seminar Descriptions

Sales

2009 - The Year of Profitability and The Rules to Guarantee Your Success
Dan Levitan, MIRM, CMP, CSP, RAM
You made it through 2008, but with the market being more competitive than ever, it is essential now to fine-tune every element of your sales and marketing to maximize profits.

Twenty Ideas to Kick Sales Up A Notch – BAM!
Meredith Oliver, CSP, MIRM
Break your tired sales habits and get ready for 20 new ideas to kick your sales up a notch! This seminar proves that old sales dogs can learn new tricks!

10 Habit Modifications Necessary to Convert Today’s Traffic
Joe Colletti

It is important for all on-site salespeople to understand the habit modifications to success in a changing market. A large number of on-site salespeople have been successful in one of the best real estate markets in history. Now it is time to perform and show your abilities in a market that is no longer the hottest in history. These habit modifications will show all levels of salespeople how they can perfect their performance and succeed.

The Presentation Sequence – Your Flow to Success

Joe Colletti
The Presentation Sequence – Flow of Success helps you create and deliver a more effective and customized sales presentation based on each buyer. Learn how the most important part of the sales approach is presenting, keeping on track, providing the necessary information and receiving the correct information at SPECIFIC POINTS and PLACES in time.

Making More Sales in 2009 and Positioning to Thrive Again in 2010
John Schleimer
Learn about important competitor research, product positioning and marketing strategies that will allow you to survive in 2009 and position your company to increase sales when the market turns in 2010.

Market Solutions

Boost Your Marketing Mojo: Winning Designs for Gen X and Gen Y
Ashley Jennings
Today’s younger buyers are savvier than ever before! Learn who Gen X and Y buyers really are and how to employ winning interior designs to capture their attention.

Selling to Dot Com – Sell More Homes & Make More Money
Meredith Oliver, CSP, MIRM
This seminar will profile the Dot Com Customer; Dot Com’s impact on the sales

process; the new close and follow-up techniques; and email do’s and don’ts.

How to Make Money in the Home Building & Remodeling Business Without Losing Your Mind
Tim Davis
If you’re in the home building business then obviously you’ve figured out how to make money, at some level. But if you’ve been in this business for any length of time, you know it can be most stressful. Maybe at times you’ve even wondered if it’s all worth it. This seminar is less about how to make money than it is about how to do it in a way that keeps you sane.

How to Fix the 8 Most Common Mistakes Companies Make When Dealing With Their Customers
Tim Davis
Whether dealing with customers is your favorite part of the business, the part you can’t stand, or somewhere in between, it pays to know how to make your customer relations run as smoothly as possible. So how do you overcome the paradox of treating everyone the same yet offering individualized service? Attend this seminar and find out.

Construction Lien Laws
Matt Voors
This presentation will focus on the legal and practical issues of mechanic’s liens.
Save Thousands with the Model Home Act

Barry Woods
Per HEA 1164-2008, subject to certain restrictions, there are property tax deductions for model residences. This seminar will review the applicable administrative rule and statute.

Avoiding Pitfalls on Employee Verification Issues and in Paying Your Workforce
Heather Wilson
This program will focus on ensuring compliance with the employment verification process and common and costly mistakes employers make in paying their workforce.

Green Growth

Hidden Risks of Green Building & Remodeling
Tom Bedsole
This program will explore the legal risks of green building and remodeling.

Codes

Code Calls Panel
Bring you code questions to this interactive session. A panel of code experts will be on hand to provide you answers.
Find more information about the conference and the speakers at www.BuildIndiana.org.



| Tracks | Sales | Market Solutions | Green Growth | Codes |
|--|---|--|---|---|
| <i>Seminar Rooms</i> | <i>Room 210</i> | <i>Room 211</i> | <i>Room 212</i> | <i>Room 213</i> |
| Tuesday February 24 8:00-9:30 a.m. | 2009 - The Year of Profitability and The Rules to Guarantee Your Success <i>Dan Levitan, MIRM, CMP, CSP, RAM</i> | Boost Your Marketing Mojo: Winning Designs for Gen X and Gen Y <i>Ashley Jennings</i> | Certifying Your Home through the National Green Building Program <i>NAHB</i> | Are Builders from Mars & Inspectors from Saturn? ICC |
| Tuesday February 24 9:30-11:00 a.m. | | Selling to Dot Com - Sell More Homes & Make More Money <i>Meredith Oliver, CSP, MIRM</i> | Common Sense Green <i>Stephen Robinson, GMB, GMR, CGB, CGR, CAPS, CGP</i> | Don't Let Your Inspection Clog Your Drain ICC |
| Tuesday February 24 1:00-3:00 p.m. | Twenty Ideas To Kick Sales Up A Notch - BAM! <i>Meredith Oliver, CSP, MIRM</i> | How to Make Money in the Home Building & Remodeling Business Without Losing Your Mind <i>Tim Davis</i> | Energy Conservation for Your Business & Your Customer <i>Vectren</i> | Make Sure The Lights Get Turned On ICC |
| Tuesday February 24 3:30-5:30 p.m. | 10 Habit Modifications Necessary to Convert Today's Traffic <i>Joe Colletti</i> | How to Fix the 8 Most Common Mistakes Companies Make When Dealing With Their Customers <i>Tim Davis</i> | Hidden Risks of Green Building & Remodeling <i>Tom Bedsole</i> | Making Mechanics Work ICC |
| Wednesday February 25 8:00-10:00 a.m. | The Presentation Sequence – Your Flow to Success <i>Joe Colletti</i> | Construction Lien Laws <i>Matt Voors</i> | Turn Green Building & Remodeling Into Green Dollars! <i>Millie Eubanks</i> | Keep the Walls Up Around You <i>Joe Heinsman</i> ICC |
| Wednesday February 25 10:30-12:30 p.m. | Making More Sales in 2009 and Positioning to Thrive Again in 2010 <i>John Schleimer</i> | Successful Solutions <i>Ross Robbins</i> | Minimizing the Cost of Building & Remodeling Green <i>Millie Eubanks</i> | Pass Your Final Inspection <i>Jim Gerstbauer</i> ICC |
| Wednesday February 25 1:30-2:30 p.m. | Your Secret Sales Power: Knowing Exactly What to Say <i>Ross Robbins</i> | Save Thousands with the Model Home Act <i>Panel</i> | Gone Green - A Proven Case Study <i>Bob Coolman</i> | Code Calls <i>Panel</i> ICC |
| Wednesday February 25 2:30-4:00 p.m. | | Avoiding Pitfalls on Employee Verification Issues and in Paying Your Workforce <i>Heather Wilson</i> | | What the Code Future Holds ICC |

R= Seminars approved for two hours of elective continuing education credit toward Indiana's Real Estate License.
All seminars approved for CGB, CGR, CGA, GMB, GMR and CAPS recertification credits.
All Green Growth seminars approved for CGP recertification credits.
All Sales seminars approved for CSP recertification credits.
ICC = Seminars approved for ICC Units.

Sewers can be an amenity, too!

Too often, the location of the sewer system dictates a development’s layout — resulting in “orphan” or wasted lots. With E/One Sewer Systems you can sewer virtually anywhere, siting each home to take advantage of views and terrain.

And, E/One systems are totally reliable — no preventive maintenance, all but invisible:

- Lower your front-end development cost by installing the system only as you need it
- Proven — more than half a million end users daily
- Non-invasive — preserve landscape; unobtrusive
- Safe — protect quality of life

Find out more about how you can save on sewer costs — call **Fluid & Thermal Systems** and find out how you can enhance your developments.

FLUID & THERMAL SYSTEMS
6939 Brookville Rd.
Indianapolis, Indiana 46239
Tel 317.308.6300 Fax 317.308.6310
bjordan@fluidandthermalsystems.com

eone
SEWER SYSTEMS
Learn more about E/One Sewer Systems at www.eone.com

CGP courses held in Valparaiso



IBA's Housing Univeristy partnered with the Porter County Builders Association to offer Certified Green Professional courses to over 20 students in September. IBA has graduated over 175 students from CGP courses since fall 2007.



Over 25 students attended Business Management in Valparaiso to fulfill the Certified Green Professional (CGP) course requirements. Indianapolis will host the next set of CGP courses in November. For more information, see page 4.

Certified Green Professional (CGP) graduates

| | |
|-----------------|----------------|
| Aryl Aldred | Karl Krizmanic |
| Roberta Alfrey | Scott Moran |
| Dick Bowers | Larry Mosier |
| Nada Djordjevic | Bob Nichols |
| Glenn Evans | John Oelberg |
| Jeff Hamman | Ross Pulley |
| Brian Harje | Paul Shinn |
| Allen Kent | Don Staack |
| Richard Kuhn | Mike Young |



Two opportunities to go green in your area

Geothermal Service and Installation Training Class in Valparaiso

Porter County Builders Association is offering a Geothermal Service and Installation Training Class Nov. 14 from 8:30 to 4:30 p.m. at the Legacy Banquet Center.

With the growing sales of geothermal systems, there is a need for proper installation and service to maximize efficiency, performance and customer satisfaction. This class will help builders, HVAC techs and home inspectors better understand geothermal systems and make accurate start-ups, diagnosis and repairs.

George Kontol, owner of Northwest Geothermal, and Richard Hiles, Mid-Central sales manager for ClimateMaster Geothermal Systems will present.

The cost is \$225 per person and includes lunch and training materials. For more information, contact Chris Lomaka at (219) 464-2944.

ENERGY STAR New Homes Program Training Workshop in Vincennes

A green home begins with ENERGY STAR blue. Attend the ENERGY STAR New Homes Program Training Workshop Nov. 20 from 3:30 to 5:30 p.m. at the Vincennes University Construction Technology Building.

The training will cover: an overview of ENERGY STAR, third party inspection testing, promotional and marketing tools, thermal bypass checklist and a summary of Vectren residential programs and rebates.

East Central Indiana Builders Association and Vincennes Area Builders Association members and guests can attend for \$20 per person. Refreshments and a workbook are included in the cost. All builder attendees will receive a complimentary ENERGY STAR plan review. For more information, visit IBA's Web site at www.buildindiana.org and click on the "IBA is Going Green" tab.



Product Selection



Sun offers a wide array of window and door products, options and configurations to help the customer achieve their dream home. Anything from a single window to a wall filled with windows and doors that will open-up their home and give them the view they desire. Sun is ready to help them make their dream a reality. Visit www.sunwindows.com to learn more.



**THIS
TOUGH
MARKET
DEMANDS
PROVEN
SALES
RESULTS.**

**Bob Schultz
&
The New Home Sales Specialists™**

**Learn From The Only Team
In The Industry That Provides Them!**

The Preeminent New Home Sales Training, Management, Marketing and Business Strategy Resource.

Our curriculum based systems are often copied but never equaled. For instant results – "Proof Positive" – visit NewHomeSpecialist.com

Sell More – NOW!

Register now to attend these industry gold standard sales & management programs.

- **New Home Sales Boot Camp®**
October 28, 29 & 30
- **Serious Sales Management™**
October 30, 31, Nov 1

Featuring Bob Schultz, Roland Nairnsey, Nicki Joy, Millie Eubanks, Richard Elkmann...and more!
Go to: **NewHomeSpecialist.com** to register and receive a special incentive.

Or call (561) 368-1151





IBA welcomes 41 new members – total membership 5,506

IBA thanks the following recruiters for supporting the Builders Association and welcomes the following new members:

Dearborn County HBA

Maxine Laugle, Max Scenes, welcomes **Linda Rohe**, CAPS, Dave Rohe.

BA of Dubois County

Brett Abell, Abell Construction, welcomes **Jimmy Rhoades**, Sun Windows.

Brad Persohn, Central Concrete Supply, welcomes **Allen Voges**, Voges Constuction.

East Central Indiana BA

Chad Shelley, Oxley Soft Water, welcomes **Arrick Garringer**, Arrick Garringer Design.

Alan Simmons, Simmons Construction, welcomes **Ryan Agullana**, Buster Concrete Products.

Susie Wulff, First Merchants Bank, welcomes **Chad Shelley**, First Merchants Bank.

BA of Elkhart County

Mike Antonelli, Old Fort Building Supply, welcomes **Angeline Beres**, KeyBank.

Jeff Martin, GMB, CGB, CGR, CGP, Martin Bros Contracting, welcomes **Ryan Field**, J & R Cleaning Service; **Mark**

Grove, Ayr Custom Cabinetry; and **Bruce Shreiner**, Shreiner & Sons.

Gary Maust, GMB, CGB, CGR, CAPS, CGP, Dalin Remodeling, welcomes **Todd Lederman**, Dogwood Hills Tree Farm.

Tim Miller, Fireside Homes, welcomes **John Troyer**, Troyer Custom Built Homes.

Lisa Raderstorf, Homan Lumber Mart, welcomes **Fred Wright**, Fred Wright and Son Construction.

HBA of Grant County

Greg Bowers, J G Bowers, welcomes **Mike Halstead**, Halstead Architects.

HBA of Howard County

Chris Monroe, Monroe Custom Homes, welcomes **Terry Voorhees**, Zinn Kitchens.

BA of Greater Indianapolis

Brian Adams, Godby Hearth & Home, welcomes **Linda Hogan**, Sentry Homes.

Guy East, GMB, CGB, CGR, CGA, CAPS, CGP, UBUILDIt-Indianapolis North, welcomes **Tim Robinson**, T.J.'s Chimney Service.

Sarah Gastel, Thomas Garage Door, welcomes **Cody Flint**, F.A. Bartlett Tree Experts.

Sheila Hurst, Speedway SuperAmerica, welcomes **Deepa Kamat**, Granite America.

Jan Johnson, Union Savings Bank, welcomes **Pat Topmiller**, Stopwaterscale.com.

Doug Long, D & D Mouldings & Millwork, welcomes **Aaron Mueller**, The Downtown Alternative.

Kevin Rabourn, K & K Aggregate, welcomes **Ryan Daming**, Dwayne Daming Excavating.

Jackson-Jennings BA

Mark Frische, Check Mark Construction, welcomes **Louis Abraham**, W J

Abraham & Sons.

BA of Kosciusko-Fulton Counties

Jeff Hamman, GMB, CGB, CGR, CAPS, J C Hamman Construction, welcomes **Chris Wiseman**, Wiseman Concrete.

Bruce Jackson, T L Jackson Constr, welcomes **Paula Bowman**, Kaleidoscope Interiors; and **Donna Vctor**, Accent in Interior Design.

Jenny Nelson, Granite Ridge Builders, welcomes **Rick Patton**, Patton Landscape Company.

Deb Paton-Showley, Century 21 Integrity Group, welcomes **Daniel Harstine**, Century 21 Integrity Group.

Brad Plett, CGP, Miller Brothers Builders, welcomes **Loren Stutzman**, Concrete Borders.

Jon Sommer, Granite Ridge Builders, welcomes **Jenny Nelson**, Choice Designs.

BA of LaPorte County

John Knoll, H J Knoll & Son, welcomes **Gary Raddtke**, Raddtke and Associates.

Dan Raddtke, Pioneer Lumber, welcomes **Clark Streicher**, Streicher Homes.

Andy Tolch, Big C Lumber, welcomes **Timothy Larson**, Larson-Danielson Construction.

Monroe County BA

Ben Beard, Gentry Est Construction, welcomes **Dan Killion**, Sherlock Homes Inspection Services.

BIA of Northwest Indiana

Cindy Simmons, Alside Supply Center, welcomes **Connie Nederman**, DBA Builders.

Porter County BA

Richard Bowers, CGB, CAPS, CGP,

Wheeler Bowers Builders, welcomes **Stuart Sweet**, Chester.

Victor Volom, Northwestern Mutual Life, welcomes **Luke Goetz**, Goetz Hosta Farm & Landscaping.

HBA of St. Joseph Valley welcomes **Colleen Woodward**, North Central Mechanical.

Gary Amacher, ADZ in Motion, welcomes **James Fasnacht**, American Standards Roofing & Siding.

HBA of Southern Indiana

Gregory Furnish, Furnish Contracting, welcomes **Greg Duggins**, Duggins' Co.

HBA of Greater Terre Haute

Ryan Baker, GMB, CGB, Jenkins Builder/Developer, welcomes **Kevin Hicks**, Home Pros.

Year-to-Date New Members (as of August)

| Local HBA | NEW |
|------------------------|------------|
| Elkhart County | 70 |
| Greater Indianapolis | 68 |
| Northwest Indiana | 45 |
| Porter County | 36 |
| Greater Terre Haute | 31 |
| Kosciusko-Fulton Co.'s | 23 |
| Southwestern Indiana | 20 |
| Southern Indiana | 20 |
| Monroe County | 20 |
| Greater Lafayette | 18 |
| Dubois County | 17 |
| LaPorte County | 11 |
| Fort Wayne | 10 |
| St. Joseph Valley | 9 |
| East Central Indiana | 9 |
| Dearborn County | 9 |
| Wayne County | 9 |
| Lawrence County | 6 |
| Northeast Indiana | 5 |
| Howard County | 4 |
| Southeastern Indiana | 4 |
| Marshall County | 3 |
| Jasper County | 3 |
| Jackson-Jennings | 3 |
| River Valley | 2 |
| Gibson County | 2 |
| Grant County | 2 |
| Vincennes Area | 0 |
| Madison County | 0 |
| North Central Indiana | 0 |
| Henry County | 0 |
| Whitley County | 0 |
| At Large Members | 0 |
| Indiana | 459 |

**IBA new member who receives a \$100
Sears gift card this month...**

Deepa Kamat
of Louisville

www.searscommercial.com
(800) 359-2000

Sears
Commercial

Did you know?

You can get your products and services out to hundreds of members at IBA's Annual Housing Conference Feb. 24-25. This year's focus is on green growth and market solutions. If your company is on the green bandwagon or weathering out the tough housing market, you need to be at this conference. See page 8, 10 and 11 for more details.

What IBA has done for you

Indiana Builders Association has five members listed as green verifiers on its Web site. To find a verifier in your area, visit www.buildindiana.org.

If you are interested in becoming a NAHB accredited green verifier, attend IBA's Green Verifier Training Session Feb. 23, 2009 from 1 to 5 p.m. at the Indiana Convention Center.

Individuals interested in becoming a

verifier must have a baseline understanding of general home building practices and specific green building knowledge before completing a training session by the NAHB Research Center and passing the test on how to verify compliance based on the national program criteria.

For more information or to register for the course, call Heather at IBA at (800) 377-6334.

How can IBA communicate effectively with you?



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)

☐ Mail ☐ E-mail

I want to receive Board & Committee notices through:

☐ Mail ☐ E-mail ☐ Fax

I want to receive the following information:

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

☐ Mail ☐ E-mail ☐ Fax

If you marked a "Fax" or "E-mail" box, we want your most updated information.

Name _____

Company _____

Fax _____

E-mail _____

Return completed form to:
IBA, P.O. Box 44670,
Indianapolis, IN 46244

LOOK WHO RENEWED IN AUGUST

| | | | | | |
|--|---|---|---|--|-------------------------|
| Dearborn County HBA Main Source Bank Petty Construction Star One Realtors | HE McGonigal Rabb/Kinetico Tenbrook Sales Youngs Culligan | BA of Kosciusko-Fulton Counties Big C Lumber Borkholder Bldg Supply Coffel Const Creative Garden Nursery Fifth Third Bank G & R Siding Hoosier Hardwood Floors Irmscher Suppliers M & R Finishing Menards Michiana Fireplace & Home Center Real Heating Cooling & Electrical Snyder, Birch & Morgan Warsaw Party & Rental Willies Oakbrook Home | Tower Bank BIA of Northwest Indiana A J P Custom Homes Acorn Fence and Construction Affordable Garage Door American Heritage Construction Builder Architect Magazine Centier Bank Chicago Title Insurance Citizens Financial Bank Countrywide Home Loans Crawford Door Sales of Lake Diversified Appraisal DVG Evorik Electric Exterior Designers First Midwest Bank Four Seasons Mechanical FW Bieker Construction Griffith Savings Bank Lake Mortgage McColly Real Estate McColly Real Estate McFarland Homes Menards Nason’s Appliance National City Mortgage NILO Corporation NorthMarq Capital Peoples Bank Pictures of Pictures Providence Real Estate Development Schilling Constr Sices Material Products Slager Homes Ticor Title Insurance Tim’s Landscape Serv Trillium Properties | Southwestern Indiana BA Core Contractors Culberson Concrete Svcs Danco Constr David Stevens Construction Elliott s Excavating Evansville Commerce Bank F C Tucker/Huber Realty Happe & Sons Construction Lincoln Financial Advisors Mike Hirsch Construction Parker’s Custom Ironworks Premier Concrete R D Flowers Const R.J.C. Schiff Air Conditioning & Heat Selective Homes by Chad + Dad Trusses By Hobgood Van Ausdall & Farrar Victoria Manor Waterfurnace International | |
| BA of Dubois County Meyer Truck Equipment Smith Homes Stone And Stemle | BA of Greater Indianapolis Acoustic Supply Allen & Atkinson Aronson Custom Homes Audio Video Revolution Bargersville Utilities Bose McKinney & Evans City of Carmel, Dept. of Comm. CKV Finished Products Clark Appliance Clymer Custom Builders CMC Living Improvements Creative Touch Interiors Donald Love Builders Drainage Solutions Duke Realty Elite Homes Ellinger Riggs Insurance Flaherty & Collins Construction Fletcher Chrysler Products Greg Spivey Remodeling Havencrest Henderson Homes Henderson’s Lawn & Landscape Service hhgregg Commercial Sales Hillan Constr. Hoosier Energy Howell Custom Homes Indiana Geothermal Indianapolis Woman Magazine Innovative Garages J & C Custom Homes J C Hart Justus Homes Keller Williams Realty Kirkenlow Remodeling Kyler Bros Service Lattimer Custom Builders Light Gallery Lincoln Bank Majestic Block & Brick Meridian Title Corporation Mobiltek Medical National City Mortgage Oakland Custom Homes Oakleaf Homes Pace Setter Marketing Page Real Estate Development Premier Garage of Indy R T Moore Ralph Akard Construction Reitz Group Sears Contract Sales Sedona Custom Homes Seward Sales Simpson Strong-Tie Solar Concepts Steve Parsons Construction T. Morgan Construction TCI Contracting Under Construction VCNA Prairie Indiana Viewegh and Associates Vinyl Siding Institute V-Line Corporation Walker Irrigation Systems Weiss And Company WeissRCMI Westport Homes Wheeler Corp White House Construction World Homes & Designs | BA of Greater Lafayette Advanced Puritan Water Sys Blakleys of Lafayette Brummet Electric Company Carpetland Usa CG Visions Cornerstone Homes & Contracting Henderson Hardwood Floors J L Anderson Heating & Cooling Keystone Architecture KJG Architecture Norandex Sales One Touch Security Plus Shannon Door Tippecanoe SWCD Vectren Energy | BIA of Northwest Indiana A J P Custom Homes Acorn Fence and Construction Affordable Garage Door American Heritage Construction Builder Architect Magazine Centier Bank Chicago Title Insurance Citizens Financial Bank Countrywide Home Loans Crawford Door Sales of Lake Diversified Appraisal DVG Evorik Electric Exterior Designers First Midwest Bank Four Seasons Mechanical FW Bieker Construction Griffith Savings Bank Lake Mortgage McColly Real Estate McColly Real Estate McFarland Homes Menards Nason’s Appliance National City Mortgage NILO Corporation NorthMarq Capital Peoples Bank Pictures of Pictures Providence Real Estate Development Schilling Constr Sices Material Products Slager Homes Ticor Title Insurance Tim’s Landscape Serv Trillium Properties | HBA of Greater Terre Haute American Tile & Sales C D I Embroidery Express Farm Bureau Insurance Agency IMI Jeannies Tv & Appliance LANDstone Products Lankford Excavating MaCallister Machinery Niehaus Home Ctr Overhead Door Co of T H Supreme Heating & Cooling The Data Connection The Denali Group The Wood Tender Universal Builders Wells Fargo Home Mortgage Wright Shagley & Lowery | |
| East Central Indiana BA A M Construction Calvert Homes Consumer Security Systems Countryside Landscape Donahue Gas Doug’s Electric Eagle Branch Construction Ellis Construction Highley Homes Hunter Construction Ideal Suburban Homes Keith Lambert Flooring RE Construction Willowbrook Interiors | BA of Elkhart County Aurora Cabinet Barnes & Thornburg Bobbi Meyers Moore Drapery Bontrager Pools C & E Excavating Cloud Brothers Cressy & Everett Doors & Drawers Elkhart Co Gravel Federated Insurance G Nichols Wood Flooring GM Homes Helman Sechrist Architecture Horizon Bank J & N Stone Jeff Moser Homes Linton’s Michiana Dream Builders Michiana House & Home Michiana Insulation Oakwood Distributors Rink Printing Town & Country Bldrs Of Goshen Trim-A-Door Welker Signs Zehr Construction | BA of LaPorte County Arnett & Associates Energy Tech Insulations General Insurance Services Laporte Publishing New Prairie Bldg Trades Villas Of Briar Leaf Developme | Porter County BA Century Pipe & Supply Crown-Wheele Heating & Cooling F L White Enterprises Krause Construction Lovings Heating & Cooling Michael’s Pool Service Mk&i Inc NAWIC NWI Vision Homes Pickering Homes Shamrock Turf Nurseries TEC Construction The Osby Water Conditioning The Post-Tribune Trinity Home Builders | IBA retention rate | |
| BA of Madison County Menards Nardco Heating & Air Cond Rayl Surveying & Engineering Redbud Homes Suburban Aluminum Products | Marshall County HBA Central Jersey BA Nobi Security & Fire Systems I | Monroe County BA Bender Lumber Bloomington Supply Gilbert Mordoh & Co Hoosier Door Irwin Union Bank John Bethell Title Company K & S Rolloff K&B Construction Maefield Development Pritchett Brothers Construction Robinson Construction Smithville Telephone Stephen C Rumble Const T A Fuller Homes T Jones Appraisals United Commerce Bank Vectren Energy WGCL/WTTS | BA of River Valley Boonies Water Conditioning | Local HBA | Aug. retention % |
| Madison County HBA Menards Nardco Heating & Air Cond Rayl Surveying & Engineering Redbud Homes Suburban Aluminum Products | Marshall County HBA Central Jersey BA Nobi Security & Fire Systems I | Monroe County BA Bender Lumber Bloomington Supply Gilbert Mordoh & Co Hoosier Door Irwin Union Bank John Bethell Title Company K & S Rolloff K&B Construction Maefield Development Pritchett Brothers Construction Robinson Construction Smithville Telephone Stephen C Rumble Const T A Fuller Homes T Jones Appraisals United Commerce Bank Vectren Energy WGCL/WTTS | BA of River Valley Boonies Water Conditioning | Jasper County | 90.5 % |
| Madison County HBA Menards Nardco Heating & Air Cond Rayl Surveying & Engineering Redbud Homes Suburban Aluminum Products | Marshall County HBA Central Jersey BA Nobi Security & Fire Systems I | Monroe County BA Bender Lumber Bloomington Supply Gilbert Mordoh & Co Hoosier Door Irwin Union Bank John Bethell Title Company K & S Rolloff K&B Construction Maefield Development Pritchett Brothers Construction Robinson Construction Smithville Telephone Stephen C Rumble Const T A Fuller Homes T Jones Appraisals United Commerce Bank Vectren Energy WGCL/WTTS | BA of River Valley Boonies Water Conditioning | Wayne County | 89.1 % |
| Madison County HBA Menards Nardco Heating & Air Cond Rayl Surveying & Engineering Redbud Homes Suburban Aluminum Products | Marshall County HBA Central Jersey BA Nobi Security & Fire Systems I | Monroe County BA Bender Lumber Bloomington Supply Gilbert Mordoh & Co Hoosier Door Irwin Union Bank John Bethell Title Company K & S Rolloff K&B Construction Maefield Development Pritchett Brothers Construction Robinson Construction Smithville Telephone Stephen C Rumble Const T A Fuller Homes T Jones Appraisals United Commerce Bank Vectren Energy WGCL/WTTS | BA of River Valley Boonies Water Conditioning | Monroe County | 88.0 % |
| Madison County HBA Menards Nardco Heating & Air Cond Rayl Surveying & Engineering Redbud Homes Suburban Aluminum Products | Marshall County HBA Central Jersey BA Nobi Security & Fire Systems I | Monroe County BA Bender Lumber Bloomington Supply Gilbert Mordoh & Co Hoosier Door Irwin Union Bank John Bethell Title Company K & S Rolloff K&B Construction Maefield Development Pritchett Brothers Construction Robinson Construction Smithville Telephone Stephen C Rumble Const T A Fuller Homes T Jones Appraisals United Commerce Bank Vectren Energy WGCL/WTTS | BA of River Valley Boonies Water Conditioning | Dubois County | 86.5 % |
| Madison County HBA Menards Nardco Heating & Air Cond Rayl Surveying & Engineering Redbud Homes Suburban Aluminum Products | Marshall County HBA Central Jersey BA Nobi Security & Fire Systems I | Monroe County BA Bender Lumber Bloomington Supply Gilbert Mordoh & Co Hoosier Door Irwin Union Bank John Bethell Title Company K & S Rolloff K&B Construction Maefield Development Pritchett Brothers Construction Robinson Construction Smithville Telephone Stephen C Rumble Const T A Fuller Homes T Jones Appraisals United Commerce Bank Vectren Energy WGCL/WTTS | BA of River Valley Boonies Water Conditioning | North Central Indiana | 86.4 % |
| Madison County HBA Menards Nardco Heating & Air Cond Rayl Surveying & Engineering Redbud Homes Suburban Aluminum Products | Marshall County HBA Central Jersey BA Nobi Security & Fire Systems I | Monroe County BA Bender Lumber Bloomington Supply Gilbert Mordoh & Co Hoosier Door Irwin Union Bank John Bethell Title Company K & S Rolloff K&B Construction Maefield Development Pritchett Brothers Construction Robinson Construction Smithville Telephone Stephen C Rumble Const T A Fuller Homes T Jones Appraisals United Commerce Bank Vectren Energy WGCL/WTTS | BA of River Valley Boonies Water Conditioning | Elkhart County | 84.2 % |
| Madison County HBA Menards Nardco Heating & Air Cond Rayl Surveying & Engineering Redbud Homes Suburban Aluminum Products | Marshall County HBA Central Jersey BA Nobi Security & Fire Systems I | Monroe County BA Bender Lumber Bloomington Supply Gilbert Mordoh & Co Hoosier Door Irwin Union Bank John Bethell Title Company K & S Rolloff K&B Construction Maefield Development Pritchett Brothers Construction Robinson Construction Smithville Telephone Stephen C Rumble Const T A Fuller Homes T Jones Appraisals United Commerce Bank Vectren Energy WGCL/WTTS | BA of River Valley Boonies Water Conditioning | LaPorte County | 83.1 % |
| Madison County HBA Menards Nardco Heating & Air Cond Rayl Surveying & Engineering Redbud Homes Suburban Aluminum Products | Marshall County HBA Central Jersey BA Nobi Security & Fire Systems I | Monroe County BA Bender Lumber Bloomington Supply Gilbert Mordoh & Co Hoosier Door Irwin Union Bank John Bethell Title Company K & S Rolloff K&B Construction Maefield Development Pritchett Brothers Construction Robinson Construction Smithville Telephone Stephen C Rumble Const T A Fuller Homes T Jones Appraisals United Commerce Bank Vectren Energy WGCL/WTTS | BA of River Valley Boonies Water Conditioning | Greater Indianapolis | 81.7 % |
| Madison County HBA Menards Nardco Heating & Air Cond Rayl Surveying & Engineering Redbud Homes Suburban Aluminum Products | Marshall County HBA Central Jersey BA Nobi Security & Fire Systems I | Monroe County BA Bender Lumber Bloomington Supply Gilbert Mordoh & Co Hoosier Door Irwin Union Bank John Bethell Title Company K & S Rolloff K&B Construction Maefield Development Pritchett Brothers Construction Robinson Construction Smithville Telephone Stephen C Rumble Const T A Fuller Homes T Jones Appraisals United Commerce Bank Vectren Energy WGCL/WTTS | BA of River Valley Boonies Water Conditioning | East Central Indiana | 81.3 % |
| Madison County HBA Menards Nardco Heating & Air Cond Rayl Surveying & Engineering Redbud Homes Suburban Aluminum Products | Marshall County HBA Central Jersey BA Nobi Security & Fire Systems I | Monroe County BA Bender Lumber Bloomington Supply Gilbert Mordoh & Co Hoosier Door Irwin Union Bank John Bethell Title Company K & S Rolloff K&B Construction Maefield Development Pritchett Brothers Construction Robinson Construction Smithville Telephone Stephen C Rumble Const T A Fuller Homes T Jones Appraisals United Commerce Bank Vectren Energy WGCL/WTTS | BA of River Valley Boonies Water Conditioning | Grant County | 78.9 % |
| Madison County HBA Menards Nardco Heating & Air Cond Rayl Surveying & Engineering Redbud Homes Suburban Aluminum Products | Marshall County HBA Central Jersey BA Nobi Security & Fire Systems I | Monroe County BA Bender Lumber Bloomington Supply Gilbert Mordoh & Co Hoosier Door Irwin Union Bank John Bethell Title Company K & S Rolloff K&B Construction Maefield Development Pritchett Brothers Construction Robinson Construction Smithville Telephone Stephen C Rumble Const T A Fuller Homes T Jones Appraisals United Commerce Bank Vectren Energy WGCL/WTTS | BA of River Valley Boonies Water Conditioning | Porter County | 78.6 % |
| Madison County HBA Menards Nardco Heating & Air Cond Rayl Surveying & Engineering Redbud Homes Suburban Aluminum Products | Marshall County HBA Central Jersey BA Nobi Security & Fire Systems I | Monroe County BA Bender Lumber Bloomington Supply Gilbert Mordoh & Co Hoosier Door Irwin Union Bank John Bethell Title Company K & S Rolloff K&B Construction Maefield Development Pritchett Brothers Construction Robinson Construction Smithville Telephone Stephen C Rumble Const T A Fuller Homes T Jones Appraisals United Commerce Bank Vectren Energy WGCL/WTTS | BA of River Valley Boonies Water Conditioning | Lawrence County | 78.0 % |
| Madison County HBA Menards Nardco Heating & Air Cond Rayl Surveying & Engineering Redbud Homes Suburban Aluminum Products | Marshall County HBA Central Jersey BA Nobi Security & Fire Systems I | Monroe County BA Bender Lumber Bloomington Supply Gilbert Mordoh & Co Hoosier Door Irwin Union Bank John Bethell Title Company K & S Rolloff K&B Construction Maefield Development Pritchett Brothers Construction Robinson Construction Smithville Telephone Stephen C Rumble Const T A Fuller Homes T Jones Appraisals United Commerce Bank Vectren Energy WGCL/WTTS | BA of River Valley Boonies Water Conditioning | Howard County | 78.0 % |
| Madison County HBA Menards Nardco Heating & Air Cond Rayl Surveying & Engineering Redbud Homes Suburban Aluminum Products | Marshall County HBA Central Jersey BA Nobi Security & Fire Systems I | Monroe County BA Bender Lumber Bloomington Supply Gilbert Mordoh & Co Hoosier Door Irwin Union Bank John Bethell Title Company K & S Rolloff K&B Construction Maefield Development Pritchett Brothers Construction Robinson Construction Smithville Telephone Stephen C Rumble Const T A Fuller Homes T Jones Appraisals United Commerce Bank Vectren Energy WGCL/WTTS | BA of River Valley Boonies Water Conditioning | Northeast Indiana | 77.3 % |
| Madison County HBA Menards Nardco Heating & Air Cond Rayl Surveying & Engineering Redbud Homes Suburban Aluminum Products | Marshall County HBA Central Jersey BA Nobi Security & Fire Systems I | Monroe County BA Bender Lumber Bloomington Supply Gilbert Mordoh & Co Hoosier Door Irwin Union Bank John Bethell Title Company K & S Rolloff K&B Construction Maefield Development Pritchett Brothers Construction Robinson Construction Smithville Telephone Stephen C Rumble Const T A Fuller Homes T Jones Appraisals United Commerce Bank Vectren Energy WGCL/WTTS | BA of River Valley Boonies Water Conditioning | Marshall County | 76.8 % |
| Madison County HBA Menards Nardco Heating & Air Cond Rayl Surveying & Engineering Redbud Homes Suburban Aluminum Products | Marshall County HBA Central Jersey BA Nobi Security & Fire Systems I | Monroe County BA Bender Lumber Bloomington Supply Gilbert Mordoh & Co Hoosier Door Irwin Union Bank John Bethell Title Company K & S Rolloff K&B Construction Maefield Development Pritchett Brothers Construction Robinson Construction Smithville Telephone Stephen C Rumble Const T A Fuller Homes T Jones Appraisals United Commerce Bank Vectren Energy WGCL/WTTS | BA of River Valley Boonies Water Conditioning | Jackson-Jennings | 76.3 % |
| Madison County HBA Menards Nardco Heating & Air Cond Rayl Surveying & Engineering Redbud Homes Suburban Aluminum Products | Marshall County HBA Central Jersey BA Nobi Security & Fire Systems I | Monroe County BA Bender Lumber Bloomington Supply Gilbert Mordoh & Co Hoosier Door Irwin Union Bank John Bethell Title Company K & S Rolloff K&B Construction Maefield Development Pritchett Brothers Construction Robinson Construction Smithville Telephone Stephen C Rumble Const T A Fuller Homes T Jones Appraisals United Commerce Bank Vectren Energy WGCL/WTTS | BA of River Valley Boonies Water Conditioning | Southwestern Indiana | 74.5 % |
| Madison County HBA Menards Nardco Heating & Air Cond Rayl Surveying & Engineering Redbud Homes Suburban Aluminum Products | Marshall County HBA Central Jersey BA Nobi Security & Fire Systems I | Monroe County BA Bender Lumber Bloomington Supply Gilbert Mordoh & Co Hoosier Door Irwin Union Bank John Bethell Title Company K & S Rolloff K&B Construction Maefield Development Pritchett Brothers Construction Robinson Construction Smithville Telephone Stephen C Rumble Const T A Fuller Homes T Jones Appraisals United Commerce Bank Vectren Energy WGCL/WTTS | BA of River Valley Boonies Water Conditioning | Kosciusko-Fulton Co.’s | 74.2 % |
| Madison County HBA Menards Nardco Heating & Air Cond Rayl Surveying & Engineering Redbud Homes Suburban Aluminum Products | Marshall County HBA Central Jersey BA Nobi Security & Fire Systems I | Monroe County BA Bender Lumber Bloomington Supply Gilbert Mordoh & Co Hoosier Door Irwin Union Bank John Bethell Title Company K & S Rolloff K&B Construction Maefield Development Pritchett Brothers Construction Robinson Construction Smithville Telephone Stephen C Rumble Const T A Fuller Homes T Jones Appraisals United Commerce Bank Vectren Energy WGCL/WTTS | BA of River Valley Boonies Water Conditioning | Northwest Indiana | 73.5 % |
| Madison County HBA Menards Nardco Heating & Air Cond Rayl Surveying & Engineering Redbud Homes Suburban Aluminum Products | Marshall County HBA Central Jersey BA Nobi Security & Fire Systems I | Monroe County BA Bender Lumber Bloomington Supply Gilbert Mordoh & Co Hoosier Door Irwin Union Bank John Bethell Title Company K & S Rolloff K&B Construction Maefield Development Pritchett Brothers Construction Robinson Construction Smithville Telephone Stephen C Rumble Const T A Fuller Homes T Jones Appraisals United Commerce Bank Vectren Energy WGCL/WTTS | BA of River Valley Boonies Water Conditioning | Fort Wayne | 73.5 % |
| Madison County HBA Menards Nardco Heating & Air Cond Rayl Surveying & Engineering Redbud Homes Suburban Aluminum Products | Marshall County HBA Central Jersey BA Nobi Security & Fire Systems I | Monroe County BA Bender Lumber Bloomington Supply Gilbert Mordoh & Co Hoosier Door Irwin Union Bank John Bethell Title Company K & S Rolloff K&B Construction Maefield Development Pritchett Brothers Construction Robinson Construction Smithville Telephone Stephen C Rumble Const T A Fuller Homes T Jones Appraisals United Commerce Bank Vectren Energy WGCL/WTTS | BA of River Valley Boonies Water Conditioning | Vincennes Area | 71.3 % |
| Madison County HBA Menards Nardco Heating & Air Cond Rayl Surveying & Engineering Redbud Homes Suburban Aluminum Products | Marshall County HBA Central Jersey BA Nobi Security & Fire Systems I | Monroe County BA Bender Lumber Bloomington Supply Gilbert Mordoh & Co Hoosier Door Irwin Union Bank John Bethell Title Company K & S Rolloff K&B Construction Maefield Development Pritchett Brothers Construction Robinson Construction Smithville Telephone Stephen C Rumble Const T A Fuller Homes T Jones Appraisals United Commerce Bank Vectren Energy WGCL/WTTS | BA of River Valley Boonies Water Conditioning | River Valley | 70.4 % |
| Madison County HBA Menards Nardco Heating & Air Cond Rayl Surveying & Engineering Redbud Homes Suburban Aluminum Products | Marshall County HBA Central Jersey BA Nobi Security & Fire Systems I | Monroe County BA Bender Lumber Bloomington Supply Gilbert Mordoh & Co Hoosier Door Irwin Union Bank John Bethell Title Company K & S Rolloff K&B Construction Maefield Development Pritchett Brothers Construction Robinson Construction Smithville Telephone Stephen C Rumble Const T A Fuller Homes T Jones Appraisals United Commerce Bank Vectren Energy WGCL/WTTS | BA of River Valley Boonies Water Conditioning | St. Joseph Valley | 68.9 % |
| Madison County HBA Menards Nardco Heating & Air Cond Rayl Surveying & Engineering Redbud Homes Suburban Aluminum Products | Marshall County HBA Central Jersey BA Nobi Security & Fire Systems I | Monroe County BA Bender Lumber Bloomington Supply Gilbert Mordoh & Co Hoosier Door Irwin Union Bank John Bethell Title Company K & S Rolloff K&B Construction Maefield Development Pritchett Brothers Construction Robinson Construction Smithville Telephone Stephen C Rumble Const T A Fuller Homes T Jones Appraisals United Commerce Bank Vectren Energy WGCL/WTTS | BA of River Valley Boonies Water Conditioning | Greater Lafayette | 65.5 % |
| Madison County HBA Menards Nardco Heating & Air Cond Rayl Surveying & Engineering Redbud Homes Suburban Aluminum Products | Marshall County HBA Central Jersey BA Nobi Security & Fire Systems I | Monroe County BA Bender Lumber Bloomington Supply Gilbert Mordoh & Co Hoosier Door Irwin Union Bank John Bethell Title Company K & S Rolloff K&B Construction Maefield Development Pritchett Brothers Construction Robinson Construction Smithville Telephone Stephen C Rumble Const T A Fuller Homes T Jones Appraisals United Commerce Bank Vectren Energy WGCL/WTTS | BA of River Valley Boonies Water Conditioning | Greater Terre Haute | 65.1 % |
| Madison County HBA Menards Nardco Heating & Air Cond Rayl Surveying & Engineering Redbud Homes Suburban Aluminum Products | Marshall County HBA Central Jersey BA Nobi Security & Fire Systems I | Monroe County BA Bender Lumber Bloomington Supply Gilbert Mordoh & Co Hoosier Door Irwin Union Bank John Bethell Title Company K & S Rolloff K&B Construction Maefield Development Pritchett Brothers Construction Robinson Construction Smithville Telephone Stephen C Rumble Const T A Fuller Homes T Jones Appraisals United Commerce Bank Vectren Energy WGCL/WTTS | BA of River Valley Boonies Water Conditioning | Gibson County | 64.3 % |
| Madison County HBA</ | | | | | |

How I spent my summer vacation in New Castle

Written by Pat Smith, Henry County Builders Association president.

I recently did something most people would consider silly. I spent a two week vacation at the Steve Alford All American Inn in New Castle. Now why does that seem so strange? Well, because I live in Yorktown, which is only about 30 minutes away.

As president of the Henry County Builders Association (HCBA), I thought if I am going to spend money on a vacation, I'm going to spend it in Henry County.

I have done a lot of business over the last 20 years in Henry County with numerous contractors such as Glenn Underwood, Stephen Robinson, GMB, GMR, CGB, CGR, CAPS, CGP, Bill Edwards, Tim Leslie and Ferrell & Barker. I am extremely proud of my most recent project with Glenn Underwood and Tim Leslie, as the supplier of the windows and doors on the New Castle downtown restoration of Industrial Loss Consulting and the Belle Vita restaurant.

I have been a member of the HCBA for years, but I have never actually lived in Henry County. As president, I thought maybe it was time I did. So, I arranged a special long- term rate and moved in to room 209 on Sept. 5.

Total cost for my two week vacation—including taxes—was just under \$850! With the use of cell phones and the internet, my customers didn't even know I was on vacation because I was able to continue to work

out of room 209.

I kept costs down with a variety of free or inexpensive activities. On Sept. 9, I participated in the Day of Caring with our HCBA Team of Lara Sullivan of REMC and Becki McGrady of ProGreen. Laura painted while Becki and I pulled weeds at the Historic Society Museum. The United Fund provided a complimentary breakfast and a lunch.

HCBA held our free Dale Carnegie class and our Candidate's Night at the public library, but I never got a chance to really look around. On Sept. 12, I spent some real time there and it is an outstanding facility with free admission.

Other days activities included walking around Memorial Park, attending the lunch meeting of the New Castle Women in Business and touring the Basketball Hall of Fame.

It was a great two weeks and I actually lost three pounds - how many can say that after being on vacation?

I heard there was a new word for what I did called "staycation". Whatever it is called, it sure was fun! I recommend a staycation to those who feel that investing in their economy is important just as I recommend builder members doing business with associate members and investing in their association.



Indiana Builders Association Nomination for State Elective Office

The Nominating Committee of the Indiana Builders Association (IBA) is accepting nominations for elective office in IBA for 2009. The Committee wishes for all qualified members who desire to hold office to actively seek such office by completing this form and submitting it prior to Oct. 15, 2008. The Committee will conduct interviews of nominees for certain offices. The election shall be held at the State Board of Directors Meeting Tuesday, Nov. 18, 2008. The election shall be held in accordance with Article X, Sections 1, 2, 3, and 4 of the Association's By-laws.

Nominees may request the contact information of the Directors, for the purpose of campaigning, from the IBA.

Elected offices to be filled are:

- | | |
|--------------------------------------|---------------------------------------|
| State President | NAHB State Representative for Indiana |
| State First Vice President | National Director for State Board |
| State Treasurer | Alternate National Director |
| State Secretary | National Associate Director |
| State Builders Area Vice Presidents | Alternate National Associate Director |
| State Associate Area Vice Presidents | |

*** Nomination Form for State Elective Office ***

Nominee's Name _____ Phone _____

Company _____ Fax _____

Address _____

City, State, Zip _____

E-Mail _____

FOR THE OFFICE OF _____

Return completed form to:
Indiana Builders Association * P.O. Box 44670 * Indianapolis, IN 46244-0670
Fax (317) 236-6342

Design . Build . Install

- | | |
|----------------|---------------|
| BARS | KITCHENS |
| BUILT-INS | SALES CENTERS |
| CLOSET SYSTEMS | SITE TABLES |
| KIOSKS | SPA & SALONS |



CUSTOMILLWORK by redirections

We look forward to creating
a valuable relationship with you.

redirections SIGN & DESIGN

- DIGITAL GRAPHICS
- DIRECTIONAL SIGNS
- REAL ESTATE SIGNS
- ROUTED SIGNS
- SANDBLASTED SIGNS
- SCREEN-PRINTED SIGNS
- VINYL GRAPHICS



(317) 731-5157
re-directions.com

Indiana Parties at Planet Hollywood

THREE NIGHTS - THREE PARTIES

Your days will be filled with education and exhibits and your evenings should be filled with fun and parties.

All members of the Indiana Builders Association are invited to party at Planet Hollywood in IBA's hospitality suite on Monday and Tuesday evenings.

Wednesday evening, all IBA members are invited to a special Speedway SuperFleet party to be held at Caesar's Palace in a free standing building that overlooks the gardens and fountains.



Jan. 20-23, 2009
Las Vegas

NAHB Convention Hospitality Suite Sponsorships

SOLD Title Sponsor \$2,500
Primary Sponsor \$1,000
Gold Sponsor \$500
Silver Sponsor \$250
Bronze Sponsor \$100

Company _____
(Please list company exactly as you want it listed on sign)
Contact Name _____
Address _____
City, State, Zip _____
Phone _____
FAX _____
E-mail _____

Complete and return to: Indiana Builders Association,
P.O. Box 44670, Indianapolis, IN 46244. FAX (317) 236-6342;
Cindy@BuildIndiana.org.
Questions? (800) 377-6334

Indiana's 2009 NAHB Convention Hospitality Reception Sponsors

| | |
|---|---|
| Title  | Gold     |
| Primary   |   |
| Silver Citizens Gas | Bronze HBA of Southern Indiana PWC - Professional Warranty Service Corp. |

Indiana's Complete Lumber Supplier



Timberland Lumber Company has all your building needs, customized for any project.

Timberland offers:

- Trusses and wall panels made to order;
- Available installation;
- And the assurance of knowing that the material will be on-site and on-time.

Timberland Lumber Company is conveniently located in Brazil and Indianapolis, IN. Call **(812) 446-2397** to get a free estimate or visit our web site at **www.timberlandlbr.com** to see how Timberland Lumber Company can fit your needs.



Customized roof and floor trusses for any project – large or small.



Wall panels delivered ready to install with sheathing applied.



2009 Schedule

Monday, Jan. 19

7:00 - 5:00 p.m. Attendee Registration
9:00 - 5:00 p.m. NAHB Designation Courses
5:00 - 8:00 p.m. Indiana's Hospitality Suite at Planet Hollywood Resort & Casino

Tuesday, Jan. 20

8:00 - 5:00 p.m. Educational Seminars
8:30 a.m. Grand Opening Ceremony
8:30 - 5:00 p.m. Exhibits Open
5:00 - 8:00 p.m. Indiana's Hospitality Suite at Planet Hollywood Resort & Casino

Wednesday, Jan. 21

8:00 - 5:00 p.m. Educational Seminars
9:30 - 5:00 p.m. Exhibits Open
7:00 - 11:00 p.m. Speedway SuperFleet Cocktails and Hors d'oeuvres at Caesar's Palace
7:00 p.m. Spike Party

Thursday, Jan. 22

8:00 - 5:00 p.m. Educational Seminars
8:00 - 12:30 p.m. NAHB Board of Directors Meeting
9:30 - 5:00 p.m. Exhibits Open

Friday, Jan. 23

8:00 - 12:00 p.m. Educational Seminars
9:30 - 2:00 p.m. Exhibits Open

Planet Hollywood Resort & Casino (formerly Aladdin)

Indiana's headquarter hotel and the site of Indiana's Hospitality Receptions

3667 Las Vegas Boulevard, South
Las Vegas, NV 89109
Rooms - \$186 plus 9% tax per night.

GMB

GMR

What is **GMB**?

Graduate Master Builder (GMB) is the highest professional designation awarded to builders by the NAHB. GMB courses are more advanced with in-depth instruction geared for experienced building professionals. The GMB designation will enhance your credibility as a reliable source of information. The GMB designation is widely respected in the building industry



What is **GMR**?

Graduate Master Remodeler (GMR) allows recognized CGR's to attain further recognition for their commitment to educational excellence and longevity in the remodeling industry. This is a new program designed to be the master level of the current CGR designation. It allows you the opportunity to take your CGR designation to the next level.



Registration Form: (one form per attendee)

Name _____

Company _____

Address _____

City/State/Zip _____

Phone _____ Fax _____

E-mail _____ Local HBA _____

Classes are 9 a.m. to 5 p.m.

Elective GMB Courses (pick five):

Diversification: Capitalizing on New Business Opportunities
This course examines over twenty-five different opportunities to expand a business into new areas of the construction industry.
Instructor: Chuck Breidenstein, CGB
___ Dec. 2, 2008 - \$195 HBA Member / \$245 non-HBA Member

Profitable Business through Quality Practices
Get ahead of the competition by understanding what "quality" means to your customers in order to better meet their expectations and increase repeat business.
Instructor: Chuck Breidenstein, CGB
___ Dec. 3, 2008 - \$195 HBA Member / \$245 non-HBA Member

Land Acquisition & Development Finance
This course demonstrates how developers assess markets, acquire land, and devise site plans that are most likely to attract financing on optimal terms.
Instructor: David Compton
___ Dec. 4, 2008 - \$195 HBA Member / \$245 non-HBA Member

Risk Management & Insurance for Building Professionals
In today's environment, builders must use comprehensive risk management strategies to reduce construction risks and other exposures.
Instructor: TBD
___ Dec. 8, 2008 - \$195 HBA Member / \$245 non-HBA Member

Negotiating Skills
With a combination of lectures, exercises, and role-playing, this course teaches strategies for specific negotiating situations, and builds confidence in the achievement of mutually satisfactory results.
Instructor: Doug Sutton
___ Dec. 9, 2008 - \$195 HBA Member / \$245 non-HBA Member

Financial Management
Improve productivity and increase profits by applying the essential financial management techniques used in successful businesses.
Instructor: Doug Sutton
___ Dec. 10, 2008 - \$195 HBA Member / \$245 non-HBA Member

___ \$50 Discount: Register for Four or More Courses
___ \$25 per Course Additional Charge if Registering Within 14 Days of Class

Total Amount Due: \$ _____

Payment Method: ___ Check Enclosed ___ Invoice (HBA Members Only)
___ MasterCard ___ Visa

Card # _____ Exp. Date _____

Signature _____

Cancellation Policy:
Written cancellations made prior to 14 days of course will receive a refund less 50% administrative fee. Registrants who fail to attend the course without 14 days prior written notification are liable for the entire fee.

Required GMR Courses:

Green Building for Building Professionals
In this two-day course 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.
Instructors: Chuck Breidenstein, CGB
___ Nov. 6-7, 2008 - \$300 HBA Member / \$350 non-HBA Member

Diversification: Capitalizing on New Business Opportunities
This course examines over twenty-five different opportunities to expand a business into new areas of the construction industry.
Instructor: Chuck Breidenstein, CGB
___ Dec. 2, 2008 - \$195 HBA Member / \$245 non-HBA Member

Profitable Business through Quality Practices
Get ahead of the competition by understanding what "quality" means to your customers in order to better meet their expectations and increase repeat business.
Instructor: Chuck Breidenstein, CGB
___ Dec. 3, 2008 - \$195 HBA Member / \$245 non-HBA Member

Risk Management & Insurance for Building Professionals
In today's environment, builders must use comprehensive risk management strategies to reduce construction risks and other exposures.
Instructor: TBD
___ Dec. 8, 2008 - \$195 HBA Member / \$245 non-HBA Member

Financial Management
Improve productivity and increase profits by applying the essential financial management techniques used in successful businesses.
Instructor: Doug Sutton
___ Dec. 10, 2008 - \$195 HBA Member / \$245 non-HBA Member

Graduation Fees: \$145 HBA members/\$245 non-HBA members payable to NAHB University of Housing.
Annual Renewal Fees: \$50 HBA members/\$75 non-HBA members payable to the NAHB University of Housing.
Continuing education requirements: GMB & GMR designates are required to complete twelve (12) hours of continuing education every three years, and six of the twelve hours must be from qualifying NAHB University of Housing educational activities.



Class location
Indianapolis, IN

Questions?
Contact Colleen Merkel
(800) 377-6334
Colleen@BuildIndiana.org

Return Completed Form:
Indiana Builders Association
P.O. Box 44670 Indianapolis, IN 46244
FAX (317) 236-6342



Register Online!
www.BuildIndiana.org

SuperFleet®

Association Fueling Program

Last year, IBA members **saved \$198,321** through IBA's Speedway SuperAmerica Discount Program.

Call and start saving today!



Visit us in Booth #1

CONTACT:

SHEILA HURST

Phone: 800-831-8076 ext. 2043

Fax: 317-872-3479

E-Mail: sdhurst@ssallc.com



Now save up to 4¢ per gallon through your association!

- Online Account Management
- Accepted Nationwide at Over 6,000 Locations
- No Cost Program
- Multiple Security Options
- Online Bill Payment

For more details or a complete list of locations now accepting SuperFleet, visit us at

www.superfleet.net



NAHB addresses credit crunch, fire sprinklers, and lead issues at fall board

The challenges facing our industry given the housing credit meltdown and the resulting credit crisis were brought to the forefront of the NAHB fall board meeting. An emergency board of directors meeting was called on Sept. 24 to inform board members of the current situation and to get a show of support for NAHB staff to get involved with the "rescue plan".



National Report
By Tom Mullen,
MIRM

NAHB Area 9 Vice
President,
Indiana Builders
Association

Since the meeting was not advertised, no formal policy could be passed until the formal Board meeting during which a resolution was passed. Across the country, state banks are calling loans due that until that point, had been good performing loans.

Everyone felt that the "rescue plan" would be passed before the end of September; however, it failed. We need to support all requests for help from NAHB to call your Senators and Congressmen. E-mail your Senators and Representative at www.capitolconnect.com/builderlink or call their offices using the NAHB toll-free legislative hotline at 1-866-924-6242.

AD&C credit crunch

* Builders continue to report an adverse shift in terms and availability of loans for land acquisition, development and construction (AD&C). Builders with outstanding loans are facing more challenges, with lenders seeking additional equity for outstanding credit, denying loan extensions and reducing exposure to home building credit. Bank regulators are raising concerns about real estate lending, and they are encouraging institutions to increase capital and loan loss allowances.

* NAHB met with federal bank regulators to caution against regulatory overreaction and stress the consequences of a credit crunch to the housing market and overall economy.

* NAHB Economics is conducting frequent member surveys on the availability and cost of AD&C credit. The findings are useful for measuring changes in terms and availability of credit, and also in flagging areas where lenders and possibly regulators are over-reacting and denying credit to viable projects.

* NAHB is also compiling case studies from member experiences to share with bank regulators as evidence of an overly stringent regulatory posture. This data will be shared with members of Congress and others.

* NAHB is now organizing a joint forum on

Oct. 15 with the American Bankers Association and the Independent Community Bankers of America to discuss ways to improve the financing situation.

*For more information: www.nahb.org/tightcredit, www.nahb.org/paydowns, www.nahb.org/constructionfinancing; Dave Ledford (800-368-5242, x8265).

Fire sprinklers

We lost the fight to keep sprinklers out of the code. It will now be up to us to convince the state and local code official to keep sprinklers out of our local codes. For more information, see page 3.

Lead-based paint

* With the hope of preserving important gains made in the regulatory process for the lead rule and to raise concerns that a new regulation exceeds the EPA's statutory authority, NAHB initiated legal action on May 15.

* We have secured the venue we wanted, in the DC Circuit, and are now awaiting a briefing schedule. Environmental groups have also challenged the lead rule, and will seek court orders to make it stricter.

* The NAHB Remodelers sponsored two seminars on the new regulation at the Re-

modeling Show.

* In addition, an audio seminar will be held Oct. 28, and another session will be held at the 2009 IBS.

* EPA has published a proposed fee structure per remodeling firm of \$300 to be "certified" in lead-based paint safe work practices as required under the final Remodeling and Renovation (R&R) rule. The rule requires all remodeling companies to have this certification by 2010.

* More information: www.nahb.org/leadpaint or NAHB at (800)368-5242, Matt Watkins, ext. 8327 or Amy Chai, ext. 8232.

SMART BUILDERS CHOOSE GEOTHERMAL

In today's economy, wise choices are more important than ever. That's why offering WaterFurnace geothermal heating and cooling systems is a **smart choice**. A WaterFurnace geothermal system uses the **clean, renewable energy** just below our feet to provide homeowners savings up to 70% on utility bills. In fact, WaterFurnace geothermal systems can be the **best and easiest way** to transform an ordinary home into a **truly green one**.

Consider the benefits you could enjoy...

- A competitive edge over other builders offering less efficient 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

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

WaterFurnace
Smarter from the Ground Up™

ENVISION
30 EER 5 COP*

Visit us online at **waterfurnace.com**
WaterFurnace is a registered trademark of WaterFurnace International, Inc.
*Based upon ARI13256-1 (GLHP - Part Load Ratings)



Appliances & Electronics. All in one place.

hhgregg's Commercial Division, ready to serve you.

From selection to installation, experience the best of appliances, electronics and home theater.

For all of your building and remodeling needs, hire hhgregg's Commercial Division.

- Exceptional customer service for over 53 years
- Contract pricing available on appliances and electronics
- Local area sales manager
- Dedicated direct order desk staff
- Contractor terms available
- 40-minute call-ahead delivery
- Huge savings from our \$1 billion buying power

Add hhgregg Commercial Division to your crew.

Contact your Regional Commercial Manager today.

Mike Hood | Northern Indiana | 317-339-9261

John Blunk | Central Indiana | 317-557-0414

Tracy Brown | Southern Indiana | 502-643-0088

800-264-8644 | For store locations, visit hhgregg.com/commercialdivision



hhgregg

appliances & electronics
commercial division