

INDIANA BUILDER NEWS

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Issue Highlights



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Advocate for housing at Builders Day at the Statehouse

The Indiana Builders Association (IBA) is preparing for its premier annual event, the 2025 Legislative Conference, which will take place on March 10-11 at the Embassy Suites Indianapolis. This highly anticipated gathering will bring together industry leaders, policymakers, and home-building professionals to discuss the priority issues that are shaping Indiana's housing sector.

The two-day event will provide attendees with the opportunity to engage directly with state lawmakers, participate in board and committee meetings, and tour the Statehouse. With critical industry policies under consideration, the conference will serve as an important moment for builders to voice their concerns and advocate for policies that support housing affordability and economic growth.

Early bird registration is available until February 24 at a cost of \$35. After this date, the registration fee will be \$50.

View the conference schedule and register online at Business.Buildindiana.org/events. For additional details, contact jenna@buildindiana.org.



Western IN BA members and IBA 2024 President Kenny Reinbrecht chat with Rep. Morrison. Pictured from left: Dan Browne, Jared Grable, Rep. Morrison, Ryan Baker, Hank Kidwell, and Kenny Reinbrecht.

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New report assesses home building's impact on Indiana's economy

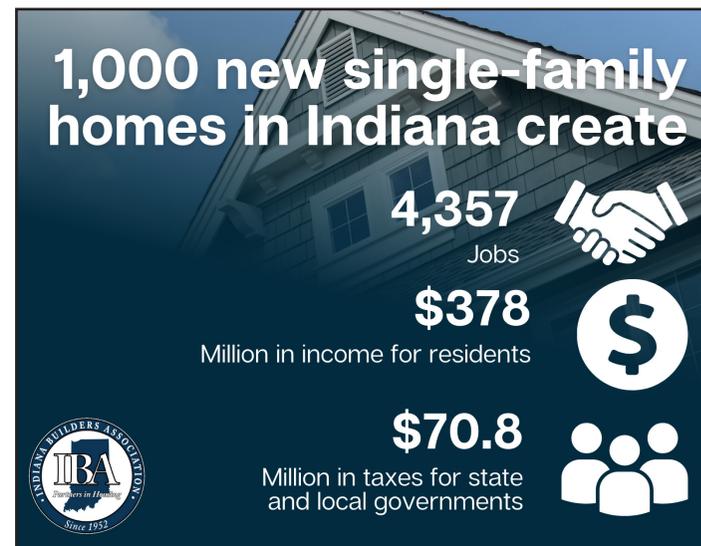
A new report from the National Association of Home Builders (NAHB) has shed light on the economic contributions of home building in Indiana, demonstrating the industry's role in driving state and local economies.

When new homes are built, it generates substantial economic activity, including income and jobs for residents and tax revenue for governments. According to the data, the estimated one-year economic impacts of building 1,000 single-family homes in Indiana include \$378.7 million in income for Indiana residents, 4,357 jobs created across the state, and \$70.8 million in tax revenue for state and local governments.

Moreover, these homes continue to bolster the economy long after they are built as occupants pay taxes and participate in the state economy. The annually recurring impacts of building 1,000 single-family homes in Indiana include \$56.5 million in income for Indiana residents, 828 jobs in Indiana, and \$18.1 million in annual tax revenue for state and local governments.

Rick Wajda, Chief Executive Officer of the Indiana Builders Association (IBA), commented on the findings, "This report underscores the essential role of home building in Indiana's economy. Residential construction not only provides housing, but also drives economic growth, creates jobs, and generates revenue that funds public services."

The full report is available at buildindiana.org/advocacy/priorityissues/. Additional graphics from the report are included on page 23.



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Meet your 2025 IBA President

Ryan Baker, President of Rick Jenkins Builders, is the 2025 President of the Indiana Builders Association. We asked him to share a little about his background, how he got involved in his local and state Home Builders Associations, and what he's looking forward to during his term.



Ryan Baker, IBA's 2025 President.

How did you get started in the homebuilding industry?

I worked for two different lumber yards early in college, which gave me my first exposure to the industry. While still in school, I also joined an excavating crew, working on subdivisions and our golf course during the summers and part-time during the school year.

What influenced your decision to join the Western IN Builders Association and get involved at the local level?

My late father-in-law, Rick Jenkins, who I worked with for 30 years before he passed, was a past president at both the local and state levels. He was very involved, and I enjoyed being part of it too, especially recruiting new members.

How did you become active at the state level?

Pretty much the same way I got involved locally—I enjoyed going to state meetings and networking with others in the industry. I can honestly say it's the best organization I've ever been a part of, and probably ever will be, when it comes to supporting the home building industry.

What are some of the greatest benefits that you've gained by being involved with IBA?

One of the biggest benefits has been meeting builders and associate members from across the state, from small business owners to larger builders. Without IBA, I probably wouldn't have connected with many of them. It's been great to share experiences, hear different perspectives, and build lasting friendships.

Reflecting on your experiences within the homebuilding industry, can you share a particularly memorable project or achievement that you're proud of?

Being asked to move through the leadership ranks at the state level and ultimately serving as State President is something I'm really proud of. I've also really enjoyed going to Washington, D.C., to meet with lawmakers and advocate for our industry.

What goals do you have for IBA under your leadership this year?

I don't have any drastic changes in mind. I want to continue strengthening the relationships between the state association and our local chapters. A lot of that work is led by the state staff, and I just want to help keep that momentum going.

What do you enjoy doing in your free time?

I enjoy traveling with my wife and working on our boat. I also enjoy golfing and woodworking when I get the chance. •

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Indiana Builders Association

Indiana joins suit with NAHB against federal energy codes mandate

The National Association of Home Builders (NAHB) and 15 state attorneys general, including Indiana Attorney General Todd Rokita have filed a complaint in the Eastern District of Texas seeking to stop the U.S. Department of Housing and Urban Development (HUD) and the U.S. Department of Agriculture (USDA) from adopting the 2021 International Energy Conservation Code (IECC) and ASHRAE 90.1-2019 as the minimum energy-efficiency standards for certain single-family and multifamily housing programs.

The lawsuit seeks to show that granting HUD and USDA authority to insure mortgages for new single-family homes and apartments only if they are built to the 2021 IECC was done in an unconstitutional manner.

According to the NAHB, standards released last year from the U.S. Department of Housing and Urban Development (HUD) and U.S. Department of Agriculture (USDA) can add up to \$31,000 to the price of a new home and take up to 90 years for a home buyer to realize a payback on the added cost of the home.



IN Attorney General Todd Rokita (left) meets with IBA CEO Rick Wajda at the Statehouse.

For every \$1,000 increase in the median new home construction price in Indiana, more than 1,900 Hoosier households are priced-out of being able to buy that home.

Attorney General Rokita thanked the Indiana Builders Association (IBA) for bringing this issue to his office and noted that “we will continue standing up for homeowners and renters and fighting back against federal overreach.”

“At a time when Hoosiers are struggling to qualify for a mortgage or make a rent payment, this federal policy is the last thing our potential customers need,”

Wajda said. “We need to reduce barriers to housing, not increase them. The Indiana Builders Association appreciates the efforts of Attorney General Rokita to stop these onerous costs being put on Hoosier homebuyers and renters.” •



Indiana Households Priced Out of the Market by \$1,000 Price Increase

Just over 550,000 (about 20%) of the 2.8 million Indiana households could afford to buy a new median priced home at \$466,433 in 2024.

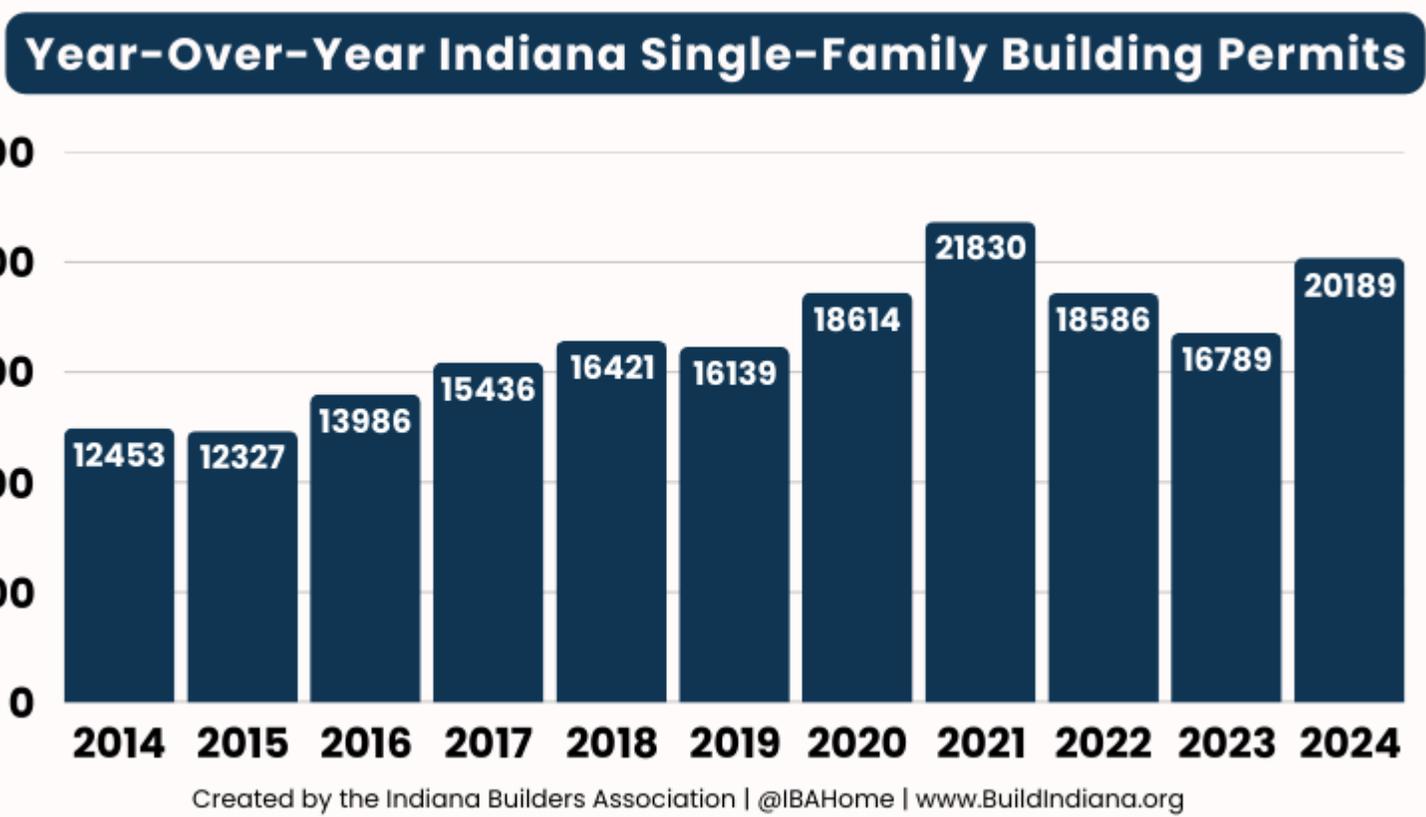
A \$1,000 home price increase will price 1,964 households out of the market for this home. These are the households that can qualify for a mortgage before a \$1,000 increase but not afterwards, as shown in the table below.

Median New Home Price in Indiana	Income Needed to Qualify	All Households	Households That Can Afford Median Price	Households That Can't Afford Median Price	Priced Out
\$466,433	\$141,971	2,820,439	551,218	2,269,221	1,964

Calculations assume a 10% down payment and a 73 basis point fee for private mortgage insurance. A household qualifies for a mortgage if mortgage payments, taxes and insurance are 28% of income.

Indiana new home construction sees boost in 2024

Indiana’s home builders experienced a strong year in 2024, with single-family building permits up 20% compared to 2023, making it one of the busiest years in the past decade. Statewide, 20,189 single-family permits were issued throughout the year, according to the latest data from the U.S. Census Bureau. This marks the first annual increase since 2021, a year that saw a surge in home building as buyers re-entered the market following pandemic-related disruptions. •





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Introducing IBA's 2025 Senior Officers

Ryan Baker - President Western Indiana BA

Ryan is the president of Rick Jenkins Builders in Terre Haute, which specializes in new homes and subdivisions. Ryan is a graduate of Indiana State University.



Marcy DeShong - Vice President Madison County BA

Marcy is the president of Midwest Remodeling Services, a full-service remodeling company in Pendleton. Marcy was the 2024 President of the Madison County Builders Association, and has been active in her community and the construction industry at various levels including Chairperson of the Anderson/Madison County Chamber of Commerce.



Andrew Brindley - Treasurer BA of Greater Indianapolis

Andrew is the founder and owner of Indianapolis-based H-E Homes. He earned his bachelor's and master's degrees in architecture from Ball State University, where his graduate thesis titled "Lean, Clean and Green" studied and tested energy efficiency within the residential construction marketplace. Working with professionals in design, building trades and marketing skillsets, Andrew aims to improve home design by rethinking construction in a more efficient way.



D.G. Asay - Secretary Southwestern Indiana BA

D.G. Asay is the Owner and President of Heidorn Construction, Inc. D.G. earned his bachelor's degree in construction technology from Indiana State University and his associate's degree in Construction Management from Vincennes University. He has held leadership roles on the Southwestern Indiana Builders Association (SIBA) Board of Directors, including serving as President in 2019. Additionally, he is a Program Chair for the National Kitchen and Bath Association and a member of the Evansville Area Plan Commission.



2025 IBA Executive Committee



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Terre Haute



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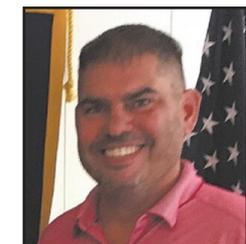
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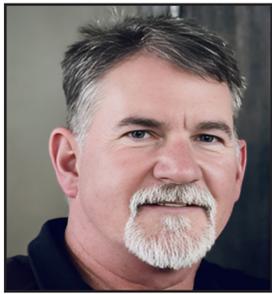
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Advocacy Angle

By Carlie Hopper

Governmental
Affairs Director,
Indiana Builders
Association

With more than 1,100 bills filed, we are fortunate that our two funding priorities are included in the state budget and that legislation filed addresses other issues our leadership identified as critical.

IBA's top legislative priorities find homes

At our annual meeting in November 2024, the Indiana Builders Association's Board of Directors and Executive Committee set our legislative priorities for the 2025 legislative session, which began January 8 and must adjourn by April 29.

IBA's 2025 Legislative Priorities

- Continued funding for programs that provide infrastructure to support housing & workforce development
- Allowing builders to utilize third-party inspectors for new home construction
- Aligning local ordinances with Indiana's Construction Stormwater General Permit
- Protecting the use of gas-powered equipment

IBA supports HB 1001: Appropriations for residential infrastructure & workforce development

The state budget, House Bill 1001, includes funding for two IBA-supported programs – residential infrastructure funding (RIF) and workforce development programs offered by the Indiana Construction Roundtable Foundation. According to the Indiana Finance Authority, the \$75M allocated by the Indiana General Assembly in 2023 for low interest loans to communities to finance infrastructure projects that support residential housing development is expected to add more than 3,000 housing units in Indiana. The 2026-2027 budget allocation for RIF is \$25M. The budget also includes \$2M over the biennium for workforce development programs offered by the Indiana Construction Roundtable Foundation to provide training for students and adults interested in careers in the construction industry.

IBA supports HB 1005: Plan review & inspection performed by private providers

House Bill 1005 creates statutory deadlines and the option for a permit applicant to choose a private provider for plan review and inspection of one-and two-family dwellings and townhouses. The bill also includes a provision that gives priority consideration for residential infrastructure funding to communities that adopt zoning and regulatory changes to encourage higher-density housing and reduce minimum lot size and square footage requirements.

IBA supports HB 1037: Stormwater ordinances consistent with the state's general permit

House Bill 1037 aligns local ordinances with Indiana's Construction Stormwater General Permit to keep the requirements consistent statewide and ensure they are not more stringent than federal requirements.

IBA supports HB 1389: Protection of gas-powered equipment

House Bill 1389 prohibits a local unit of government and an HOA from adopting or enforcing a requirement that prohibits or restricts the use of outdoor equipment based on its fuel source, including lawn mowers, powered lawn trimmers, and leaf blowers.

Other IBA-supported legislation that could positively impact housing and our members includes:

- **Onsite sewage systems (HB 1052)** requires the Indiana Department of Health to update onsite sewage system rules and establish guidelines for inspections. The bill also makes changes to the Technical Review Panel and the conditions that must be met for the panel to approve local ordinances regulating onsite sewage systems. Finally, the bill suspends state funding to a local board of health if its county health department violates state law concerning onsite sewage systems.

- **Drainage Systems (HB 1460)** specifies the data sources a local unit of government must use to calculate and regulate stormwater runoff from a developed or undeveloped plat. It also adds statutory timelines for actions by a plat committee and plan commission.

- **Workforce Housing Assistance Program (HB 1519)** provides financial support for first-time homebuyers.

- **Right-of-way and thoroughfares (SB 15)** requires a county to use eminent domain to increase the apparent right-of-way for a county highway, instead of by requiring dedication of additional right-of-way as part of a subdivision plat. Requires a county, city, or town (unit) to use eminent domain to expand an existing thoroughfare, instead of by requiring dedication of private property as part of a subdivision plat.

IBA is keeping an eye on these bills:

- **Conservation of agricultural land (HB 1234)** establishes an agricultural land protection program and fund, administered by a newly

created board, to allow the state or a county fiscal body to purchase and be gifted agricultural conservation easements (ACE). HB 1192 adjusts the calculation for farmland property values. According to the bill's fiscal note, farmers would pay \$33.2 million less in 2027 and \$34 million less in 2028.

- **Residential tax increment financing (SB 104)** requires the redevelopment commission to annually transfer at least 5% of the aggregate allocated tax proceeds from the allocation area of a residential housing development program to the general fund of the unit that established the commission to assist in paying costs incurred for the provision of police, fire, and ambulance services within the allocation area.

- **Restrictions on investor home purchases (HB 1177)** prohibits an investment firm from purchasing a single family residence until it has been listed for sale for 90 days. Requires an investment firm to be represented by a licensed real estate broker who is not an employee of the investment firm or any of its subsidiaries.

- A handful of bills have been filed that pertain to homeowners associations including HB 1055 Licensing of HOA management companies, HB 1401 HOA governance, HB 1124 HOA residency restrictions for offenders against children, and SB 69 HOA retention pond barriers.

- **Home repair bills for tax sale properties and rentals** include HB 1086 Remediation of tax sale parcels, HB 1175 Repair of residential rental properties, and SB 214 Residential landlord-tenant matters.

- **Labor bills filed** include HB 1181 Worker classification on public projects and SB 93 common construction wage.

How You Can Help

- Read the IBA Legislative Report emailed to members every Friday during session.
- Respond to "Call to Action" on critical issues.
- Register for Legislative Day – March 10 – where you'll discuss our priority issues and other bills of interest with state lawmakers during lunch at the Indiana Statehouse and at a reception later that day at Embassy Suites in downtown Indianapolis.

Your input is vital as we develop our position on bills and work to advance those that will positively impact housing, so please contact IBA if you have comments about legislation. Thank you for your membership and advocacy to keep housing safe and affordable in Indiana.

2025

Solutions to Improve Housing Affordability



The Indiana Builders Association educates and advocates for the construction industry to positively impact legislative, regulatory, and legal issues that affect housing affordability.

Solutions to Improve Housing Affordability



Housing shortages impact housing affordability, diminish the quality of place communities strive to provide, and inhibit economic growth. There is not a singular solution to increase housing supply, in part because communities' housing needs and regulations vary.

The Indiana Builders Association offers these *Solutions to Improve Housing Affordability* to inform policymakers on what can be done at the local, state, and federal levels to ensure attainable housing options for Hoosier families.

1. Finance Residential Infrastructure

In 2024, Indiana's median new home price was \$466,433, which is unaffordable for 80 percent of Hoosiers. Through the Indiana General Assembly's creation and initial funding of the Residential Housing Infrastructure Assistance Program (RIF), communities can apply for low interest loans to finance infrastructure projects that support residential housing development. In the 2024-2025 state budget, RIF received a \$75 million appropriation to help communities pay for sewers, water supply systems, utility extensions, streets, wastewater treatment systems, and stormwater management systems. As loans are repaid, the money again becomes available to fund future projects. More than \$50 million was awarded in round one to communities across the state to assist with residential infrastructure projects that will support construction of 2,400 homes. **State lawmakers should continue to invest in RIF to attract investment, spur economic development, and help communities grow by providing additional housing inventory.**

2. Adopt Cost-Effective Building Codes

In April 2024, HUD and USDA adopted the 2021 International Energy Conservation Code and ASHRAE 90.1-2019 as the minimum energy efficiency standards for covered programs, which adds \$31,000 to the cost of a home and has a 90-year payback. Regulatory costs, including those incurred to comply with newer, more stringent building codes, make up nearly 25 percent of the cost of a single-family home and more than 40 percent of the cost of a typical apartment development. When product mandates and government policies on resilience, sustainability, and property protection make their way into the codes, it limits options and flexibility for code users and drives up the cost of housing. **Adopting cost-effective building codes ensures homes are affordable, safe, and energy efficient.**



Government regulations account for nearly 25% of the price of a new single-family home.

Solutions to Improve Housing Affordability



3. Improve Permit & Inspection Processes

Delays in the permit and inspection processes impact everyone – the homebuyer, the builder, and the local unit of government waiting to realize the tax revenue. One easy solution to permit delays is to set a time limit for the local unit to determine compliance with regulatory requirements. If the time limit ends without action, the permit is deemed approved. Inspection delays could be resolved by allowing builders to utilize qualified third-party inspectors. **Establishing efficient permitting and inspection processes will maximize our workforce and increase the supply of housing that is safe and affordable.**

4. Reform Local Zoning

At 9,191 square feet, Indianapolis, Indiana has the largest median lot size in the country. With lot costs of \$1,200 per lineal foot to develop, requirements to increase lot sizes from 60 to 80 feet increases home prices by \$24,000. Allowing smaller yards, minimizing parking requirements, and permitting the construction of accessory dwelling units, duplexes, townhomes, and multifamily housing will make housing more affordable for thousands of Hoosiers who have been priced out of the market. **Communities should reform local zoning to allow for increased density and housing options that meet demand.**

5. Eliminate Aesthetic Ordinances

Aesthetic ordinances dictate the visual appearance of homes by restricting the use of vinyl siding, specifying window types and trim, and requiring side entry garages and steep roof pitches. These locally adopted restrictions on code-compliant homes add thousands of dollars to the price of a home and limit consumer options. Hoosiers should be allowed to make decisions about what their homes look like based on what they like and can afford. **Local regulations imposing aesthetic standards on homes should be eliminated.**

6. Reduce/Eliminate Impact Fees

While some impact fees may be necessary to cover the costs of increased public services for new home developments, those fees must be imposed fairly with the cost to the homebuyer in mind. When fees, ranging from several hundred to thousands of dollars per home, are levied arbitrarily or used to fund unrelated city or county services not connected to new home construction, they unfairly raise housing costs for homebuyers and renters alike. **Excessive impact fees hinder development by increasing the cost of construction.**

19.5% of Indiana's 2.8 million households **can afford** to buy a new median-priced home at **\$466,433**



Solutions to Improve Housing Affordability



7. Keep Utility Fees In Check & Services Readily Available

Utilities like electricity, natural gas, water, sewers, and the internet help make our homes comfortable and functional. Excessive fees associated with utility extensions and hookups for new homes as well as limited access to utilities hinders development and increases housing costs. **Utility providers should offer reasonable rates and clear processes for connecting new homes to utility services.**

8. Increase Construction Workforce

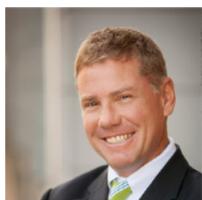
The labor shortage exacerbates the housing affordability crisis through higher construction costs and delays. Indiana’s construction industry needs 1,100 new workers by 2026, according to the Indiana Construction Roundtable Foundation.

Policymakers at all levels of government can help by supporting programs for construction trades education. **State lawmakers should continue to invest in Build Your Future - a program that educates students about construction career opportunities through construction clubs, participating in career fairs, and supporting work-based learning.**

Additional funding for this program could provide semi-tractor trailers with mobile simulators inside that could travel to schools across the state promoting careers in the construction, trucking, and other high-demand, high-wage occupations.

Policymakers should also examine licensing and registration requirements for those in the construction industry, which can be a barrier to entry.

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IBA recognizes 71 members with active professional designations

March is National Designation Month, a time to recognize designee achievements, promote ongoing education in the housing industry and educate the public on the value of professionals with NAHB designations. Professional designations offer excellent opportunities to improve skills, advance careers and earn recognition for builders, remodelers and trade partners' commitment to professional growth. If you are currently a designation holder, be sure to show off your accomplishments! [NAHB.org/promoteyourdesignation](https://www.nahb.org/promoteyourdesignation) has all the tools you need to show your commitment to improving your craft and the value you place on professionalism in the industry. •

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Copper River Cabinet Co/Panel Mart, Fort Wayne

David Fish, CGP
Signature Construction LLC, Carmel

Kristina Fontanelli, HCCP
Kittle Property Group Inc, La Porte

Robbie Froehlich, GMB, CGR, CGP
Corinthian Designed Renovations, Indianapolis

Greg Furnish, CGP
Upright Builders, Memphis

Richard Ganczak, CGB, CGR, CGP
Martin Bros. Construction, Goshen

Joe Garcia, CGB, GMB, CGP, Master CGP
G and G Custom Homes Inc., Westfield

Kelly Grish, CAPS
Riverside Construction, West Lafayette

Kevin Haines, CAPS
TL Jackson Construction, Syracuse

Zipporah Hodge, HCCP
KCG Companies, Indianapolis

Nicholas Hoeffel, CAPS
Windsor Homes, Fort Wayne

Luke Hoffman, CGB, GMG
Granite Ridge Builders, Inc., Fort Wayne

Krista Huckelberry, HCCP
Kittle Property Group Inc, Boswell

Amanda Imel, HCCP
Gene B Glick Company, Indianapolis

Andy Isch, CAPS
Bradford Builders, Greenfield

Brad Jackson, CGP
T.L. Jackson Construction, Syracuse

Carol James, HCCP
Kittle Property Group Inc, Indianapolis

Timika Johnson, HCCP
Buckingham Companies, Indianapolis

Steven Klein, CAPS
Klein Homes LLC, Sellersburg

John Lazaro, CGB, CGP
J R Lazaro Builders Inc, Avon

Mark Mayfield, CAPS
Modern Structure LLC, Evansville

Todd McBride, CGP
Signature Construction LLC, Carmel

Kelsey McDonald, HCCP
Kittle Property Group Inc, Newburgh

David Miller, CGB
Land-Mill Developers, Jeffersonville

Wendell Miller, CGR, CGP
Renewal Homes LLC, Warsaw

Kelly Miller, HCCP
Biggs Property Management, Decatur

Alex Miller, CAPS
Star Homes By Delagrang & Richhart, Fort Wayne

Jeffrey Morgan, CGP
Green Square Inc, Indianapolis

Jud Motsenbocker, CAPS, CGR
Jud Construction, Muncie

Michael Motsenbocker, CAPS, CGR
Jud Construction, Muncie

Wayne Neace, CAPS
Williams Brothers Health Care Pharmacy, Washington

Lora Nix, CAPS
Nix Miller Designs & Cabinetry, Jeffersonville

Melinda Omo, HCCP
Kittle Property Group Inc, Indianapolis

Stephanie Oren, HCCP
Keller Development, Inc., Fort Wayne

Kenneth Puller, HCCP
Monarch Management & Realty Inc., Indianapolis

Kristine Rank, HCCP
Gene B Glick Company, Indianapolis

Jess Roberson, CAPS
Bower Construction, Tell City

Stephen Robinson, CAPS, CGB, GMB, CGR, GMR, CGP
RE Construction, New Castle

Mason Rusk, CAPS, CGP
Rusk Builders Inc., Granger

Bob Sandberg, CGB, CGP
RLS Building Corp, Danville

Tammy Sargent, HCCP
Gene B Glick Company, Indianapolis

Paul Schwinghammer, CAPS, CGB, GMB, CGA, CGP
Hallmark Homes, Inc., Anderson

Clarissa Shipley, CAPS
Bail Home Services, Goshen

Alan Simmons, CGP
Simmons Construction, Muncie

Myra Simpson, CAPS
Myra Simpson Designs, Elkhart

Michael Souligne, CAPS
Souligne Construction, Oxford

Dean Sprunger, CAPS, CGP
Schrock Homes Inc, Goshen

Alexandria Stearns, CAPS
My Mobility LLC, Columbus

Kristi Steffen, CAPS
Four Seasons Design Remodeling, Angola

Amber Thompson, HCCP
Kittle Property Group Inc, Indianapolis

Craig Van Prooyen, CGP
Van Prooyen Builders, Inc., Merrillville

Dennis Voegerl, CAPS
Voegerl Construction, Huntingburg

Joyce Watkins, CAPS
Mid City Supply Co Inc, Elkhart

Don Weiler, CGP
Bailey & Weiler Design/Build, Bloomington

Nikki Winkler, HCCP
Raymond James Affordable Housing Investments, Rockport

Ryan Yonan, CAPS
Yonan Dream Homes, Cedar Lake •



Caroline Jones

BDA of Southern IN welcomes new Executive Officer

Caroline Jones is the new Executive Officer of the BDA of Southern Indiana.

Caroline has a strong background in creating impactful marketing collateral and managing social media platforms such as Instagram, Facebook, and LinkedIn, with a proven ability to drive engagement and enhance brand visibility. She has collaborated with advertising agencies to develop campaigns that resonate with target audiences by combining creativity with strategic insights. Beyond marketing, Caroline excels in fostering partnerships, managing client hospitality initiatives, and coordinating company meetings and events. Passionate about delivering results and building meaningful client relationships, Caroline is committed to contributing to the success and growth of BDASI.

You can reach Caroline at cjones@bdasi.org. Welcome, Caroline! •

IBA welcomes Governmental Affairs Intern

IBA is pleased to welcome Mac Crussen as the Governmental Affairs Intern for the 2025 legislative session.

Mac is currently pursuing a degree in Human Resources Development at Purdue University. At IBA, Mac will play a key role in tracking housing-related legislation, coordinating meetings with elected officials and stakeholders, and researching issues that impact our members.

Please join us in welcoming Mac to the team! You can reach him at mac@buildindiana.org. •



Mac Crussen

IBA welcomes 120 new members in fourth quarter of 2024

For the months of October, November, and December 2024, Indiana local home builders associations welcomed 120 new members to the federation. To find a local home builders association near you, please visit: www.buildindiana.org/local-associations/. All membership information is provided by NAHB's Web Membership System.

Madison County BA

Aksel Gulukyan, Quality Builders Warranty
Tony Jackson, Indiana Flooring Carpet One

BA of South Central Indiana

Theresa Beasley, Smithville
John Bethell, John Bethell Title Company
Bruce Clayton, Indiana University Credit Union
Jeb Conrad, Great Bloomington Chamber of Commerce
Jim Jefferies, Closets Too Inc
Caleb Jones, Core Restoration
John Livingston, Elite Electric
Carl Matacale, Office Easel Promotions
Bruce Marti, Budget Blinds of Bloomington
David Mann, Mann Plumbing
Brett Oeding, Clear Creek Homes LLC
Lon Stevens, Peoples State Bank

BA of Dubois County

Fred Emory, SERVPRO
Kendra Fella, GF Electric LLC
Mike Gudorf, MAG Builders
Dan Kincaid, Kincaid Insurance Group Inc.
Kade Oxley, Oxley Masonry & Stonework
Ben Steckler, Steckler Construction Inc.
Jason Wagler, BVR Roofing

BA of Elkhart County

Justin Bontrager, Superior Borders
Jeremy Davidson, Monroe Restoration
Christine Doncaster, Doncaster Flooring & Design LLC

Dawn Evans, Deluxe Painting
John Faller, A & E Building Supplies Inc.
Jesse Greene, Renewal by Andersen
Vanessa Hawkey, Everwise Credit Union
Simeon Hoover, Hope Builders Group Inc
Anthony Kulikowski, Five Star Painting
Tyson Kritzman, Tycol Excavating and Property Services
Michael Staszewski, Pella Window & Doors of Northern Indiana
Jene' Spense, Premier Granite & Stone LLC

Dearborn County HBA

Robert Francis, Wildcat Flooring LLC

Southwestern IN BA

Chaddie Becher, GBE Construction Group
Marty Cavanah, David Enterprises Inc.
Robert Cook, Homes by Robert Cook
Stoney Hayhurst, Upright Custom Homes
Marc Hoepfner, atProperties
Jason Hudnall, Rural 1st
Paul Melton, T4 Industrial Tools
Chad Turpen, Turpen's Painting

HBA of Fort Wayne

Joey Barone, Curbscapes Outdoors
Jose Flores, JF Design Build LLC
David Fridley, GarageExperts of Fort Wayne
Paul Lagemann, TJ Nowak Supply Company Inc.
Menno Miller, Millers Masonry LLC
Sean Mills, SouthWest Rentals
James Morlan, New Venture Development Corp.
Jerry Starks, Starks Signature Homes
Robert Taylor, Ground Effects Landscaping and Excavation LLC

HBA of Howard County

John Crume, Eads Roofing
Meranda Herbert, Mattingly Construction

BA of North Central Indiana

Donna Arnett, D.R. Horton-INLLC

Matt Goebel, Verias Professional Development
Baylen Hite, Kensington Digital Media
Brent Robinson, Robinson Construction & Design
Rob Wacker, Windsor Homes

BA of Greater Indianapolis

Isaac Barrow, Indy Collective Property Group
Roscoe Dorsey, Dorsey Excavating Inc.
Bradley Frye, B&R Portable Restrooms & Services
Mark Harvey, Movement Mortgage
Kade Koch, Kade Koch Realty LLC
John Lee, Cabinet and Stone Expo LLC
Steve McKinley, Gatsby Glass of NW Indianapolis
Drew Mullee, The Designery South Indianapolis
Benjamin Pettingill, Technology Interiors
Christina Reynolds Grisby, Reynolds Electric
Lauren Schwartz, Meridian Closets
Kristi Cornett, Stone Sales & Services Inc
Erin Wilson, Edwards Realty Group LLC
Michael Young, Priority Group

BA of Greater Lafayette

Diana Blume, Sho Pro of Indiana
Jacob Armes, Reese Central Wholesale Inc
Mark Kittl, Two Men and a Junk Truck
Bowdie Linsenmeyer, Coppermen Electric LLC
Jeff Mann, SOS Relocation Specialist
Andy Schwindler, Sandy Beach Lighting & Design
Michelle Schwindler, Sandy Beach Lighting & Design
Cassie Wolf, Tri County Home Pros

HBA of Northwest Indiana

John Craig, Craig & Craig LLC
Jay Devereaux, Sunshine Builders
Krista Martins, American Portfolio Mortgage Co.
Scott Massom, Smith Ready Mix
Rim Maurukas, A/R Homes By New Castle Homes
Amy Nakanishi, Bath Experts - Jacuzzi Remodel
Lutrell Kirk, Kirk & Company Your Home Sold Guaranteed!
JoAnne Lewis, Premier Window Systems
Continued on next page.

IBA welcomes 120 new members in fourth quarter of 2024 cont.

HBA of Northwest Indiana

Cory Kreith, CK Luxe Design Corporation
Milena Tarpley, Millenium Construction Inc

BDA of Southern Indiana

Bruce Blankenship, Lansing Building Products
Eric George, The Building Performance Group
Brian Koetter, Koetter Woodworking
Scott Limeberry, Limeberry Lumber

HBA of St. Joseph Valley

Michael Crockett, CertaPro Painters of South Bend
Beau Dunfee, Weichert Realtors - Jim Dunfee & Assoc.
David Ehlert, Aplus Plumbing Heating & Cooling
Jennifer Hoggatt, Meridian Title Corporation
Aaron Lucas, Lucas Trucking
Jose Mirandes, 1st Source Bank
Nolan Reed, Eaton Corporation
Susan Schricker, Meridian Title Corporation
Rick Stewart, R&J Home Improvements
Jene' Spence, Premier Granite & Stone
Jeff Vervynckt, Hull Lift Truck
Jeff Weldy, Advanced Renovation and Construction
Eric Young, J&E Properties
Megan Williamson, Megan Williamson Photography

Western Indiana BA

Clint Grey, Grey Custom Construction LLC
Ryan Lawler, Ryan Lawler
Jon Mutchner, Jon Mutchner Homes Inc.
Jon Robert Mutchner, Jon Mutchner Homes Inc.
Brock Phillips, PuroClean of Terre Haute
Thomas Smith, Highland Development Group LLC
Tracey Symon, Next Home Real Estate Connections
Stacey O'Vivion, Stacks Framing Specialist
Jim Wallace, Wallace Building Contractors Inc •

Greg Gerbers earns 2024 Paul Johnson Membership Award

The Indiana Builders Association's Paul Johnson Award is awarded each year to an individual who has displayed extraordinary services to membership recruitment. The award was created in 1990 and named after Indiana's all-time producer with 440 Spikes at the time of his death. The Indiana Builders Association has awarded the 2024 Paul Johnson Award to Greg Gerbers of DeHayes Group in Fort Wayne. Gerbers recruited 31 new members in 2024. Furnish served as the President of HBA of Fort Wayne in 2024, and serves as an Associate Area Vice President for IBA •



2024 MEMBERSHIP STANDINGS AS OF DECEMBER 31



TOP RECRUITING LOCALS BY PERCENTAGE GAIN

1. HBA of Southeastern Indiana: 60%
2. HBA of Howard County: 14%
3. BA of Greater Indianapolis: 10.9%
4. BA of Dubois County: 7.5%
5. Western IN BA: 7.1%

TOP RETAINING LOCALS

1. HBA of Howard County: 95.6 %
2. Vincennes Area BA: 94.1%
3. BA of LaPorte County: 90.7%
4. BA of Dubois County: 87.2%
5. BA of Elkhart County: 86.5%

TOP NEW MEMBER RECRUITERS

- Greg Gerbers, DeHayes Group, Fort Wayne, 31
Hank Kidwell, Idle Creek, Terre Haute, 11
Tatum Hill, Compendium Group, Indianapolis, 9
Greg Furnish, Upright Builders, Memphis, 9



Building strength through recruitment

In construction, a spike is a steel component that reinforces a building's strength. Within our federation, "Spike" is the term for members dedicated to recruiting and retaining fellow members, ensuring the association remains strong. Members earn a spike for each new member they recruit and retain. Paul Shoopman, President of Paul Shoopman Home Building Group in Zionsville, is a Statesman Spike, with an impressive 773 spikes—the highest in the state.

What motivated you to become so actively involved in member recruitment?

In the early '70s, I had some bad experiences with land development zoning of projects that I wanted to develop and build houses on. That led me to wonder where I could go to avoid experiencing unjust issues again. A year or so later, after building the largest home in the Carefree South subdivision on the south side by Center Grove on Tarry Lane—which my wife and I moved into—my front doorbell rang one evening. The person at the door said, "I am Floyd Estates. I am also a builder, I live across the street, and I wanted to know if you had any interest in joining the builder's association." That was the start of my initial motivation.

Why do you think member-to-member recruitment is important?

It is vital that our membership continues to grow and bring new blood into the industry. For example, when you see the never-ending tenure of the same people for 50-plus years—like Biden, Pelosi, McConnell, Schumer, etc.—it is easy to see the need for new and younger members and leaders in our business. For me, it was easy to ask our suppliers and contractors to join the association, as their livelihood, like mine, depends on making our presence known to those who want to deter the mission of building new and/or affordable homes for Indiana families.

What advice would you give to newer members looking to get more engaged in the association?

I would suggest that they get involved if they want to have a successful business and financial success for their own families. They need to recognize that if a membership does not exist to protect us, their future could be seriously compromised.

How has being a Spike influenced your business and professional relationships?

It has built some great relationships for me over the years, both personally and professionally, especially with people like Bill Fox. I always was so glad to see someone like Bill Carson, whose heart and soul were all about the home building business and how important politics were to making sure we are all properly heard.

Any other thoughts you'd like to share?

Just keep pushing, and remind members and future members how important it is for all of us to have representation and a defense mechanism so we don't get run over and push back the system of anti-growth.



Paul Shoopman, IBA's top lifetime spike with 773 spikes.

In Memoriam: Vic Klinker

Victor L. Klinker, 85, of Lafayette, passed away peacefully on Friday, December 6, 2024, at St. Anthony Rehabilitation and Nursing Center surrounded by his family.



Born in Lafayette on December 21, 1938, Vic was the son of the late Fred and Otillia (Sondergerath) Klinker and grew up with his siblings in Otterbein, IN. Vic played basketball for Lafayette Jefferson High School and was a member of the 1956 State Finals Team and a finalist for the Arthur L. Trester Mental Attitude Award. He was recruited to Tulane University, where he was a two-year team captain and two-time All-SEC (Southeastern Conference). He was drafted by the NBA St. Louis Hawks but chose to return to Lafayette and began his career at National Homes. Victor met the love of his life, Sheila Ann Johnston, as she was singing with the Paul Kenney Orchestra at a local event. Victor and Sheila were married on November 17, 1962, at St. Mary Cathedral and just celebrated their 62nd anniversary.

In addition to his work as a home builder for Prairie Builders and Lux-Klinker Homes, Vic was active in the community and served 40 years as a member of the Lafayette Park and Recreations Board.

Victor is survived by his wife, Sheila, and their three children. Sheila serves in the Indiana general Assembly as a State Representative.

Vic was known for his witty sayings (Vic-isms), his cigar, and his introduction as "Mr. Sheila Klinker." •

CLOVERLEAF AI ONBOARDING WEBINAR

*Using AI to Track Local Government
Action on Housing Issues*

THURSDAY | **TIME**
FEBRUARY 13 | **1:00 P.M. EST**

Cloverleaf AI monitors local government meetings on housing-related issues, such as impact fees and architectural standards. It provides timestamped video clips of discussions, offering a valuable free benefit for members. Learn more in a 30-minute webinar.



Speaker
Jenn Chow
Director of Customer
Success

**REGISTER
TODAY**



<https://business.buildindiana.org/events>

Let's have a frank conversation.



While you're busy building communities, we're busy protecting them, and you.

You've built the neighborhoods which make up the great state of Indiana. The homes our families live in stand as testament to your skill and expertise. As a member of the Indiana Builders Association (IBA), you are eligible for discounts on the insurance coverages you rely on to operate your business, through a valuable partnership we hold with Indiana Builders and Frankenmuth Insurance.

Contact jenna@buildindiana.org to get started.

Exclusive benefits for members include:

- Discount on subcontract rates for general liability
- Special audit procedure
- Our risk management team offers knowledge, energy, and passion for controlling losses
- Bundled coverages, including errors and omissions
- Endorsements for property, liability, and auto

As your local, independent agency with a deep understanding of builders' business needs, we are committed to being more than just your part-time assistant; we are a proactive partner dedicated to your success.



**INDIANA
BUILDERS
ASSOCIATION**



Frankenmuth[®]
INSURANCE



Indiana Builders Association

2024 Year in Review

The Indiana Builders Association educates and advocates for the construction industry to positively impact legislative, regulatory, and legal issues that affect housing affordability.

12 members serving in the Indiana General Assembly



Raised over \$150,000 for state and national PACs

Met with 8/11 of Indiana's U.S. Congressional Delegates



Passed 4/4 priority bills

- ✓ Modified wetland classifications
- ✓ Allowed development on slopes less than 25%
- ✓ Ensured infrastructure projects support age-restricted & residential housing
- ✓ Allowed qualified 3rd parties to inspect residential construction

HOSTED

- Home Builders Day at the Statehouse
- Legislative Summit
- Gubernatorial Forum
- Propel Indiana Public Policy Summit



The IBA Housing Protection Fund provided financial support to builders, developers and local HBAs to help defray litigation costs in cases that could help the industry as a whole.



 Provided **63** hours of educational opportunities and professional designation courses

Earned 3 NAHB Awards

- State Executive Officer of the Year: Rick Wajda
- Best Service Provided by State Association: Cloverleaf AI
- Best Membership Event: IBA Hoosier Excellence Awards



FEDERATION CONNECTIONS

Senior leadership and staff attended 34 local and national meetings, including visits to 18/20 local associations.

2,661
Total members

278,000+
Employees represented



520
New members

20
Local associations

Released

 **51** industry publications

2,970
Followers



Launched **2** new member benefit programs

\$200,000+

in member savings and rebates through participation in IBA's member benefit programs



IBA and state leadership talk housing at Southwestern IN BA's Legislative Preview. Pictured from left: IBA CEO Rick Wajda, State Rep. Tim O'Brien, 2024 IBA President Kenny Reinbrecht, and State Rep. Alex Burton.



Muncie HBA members gather for a photo at a recent membership meeting.



Chris Price, president of the Indiana Construction Roundtable Foundation, kicks off an informational meeting to learn how CEMETS iLab Indiana is preparing Hoosiers for success after high school through apprenticeships.



IBA Governmental Affairs Director, Carlie Hopper (center), gathers with BA of Northeast IN Executive Officer Rachel Forman (left) and 2024 local president, Lou Salge, at BANI's Christmas party.



The IBA, Indiana Association of REALTORS, and Habitat for Humanity of Indiana co-hosted a housing orientation for the 14 newly elected state lawmakers. The event featured a housing market update, and IBA CEO Rick Wajda highlighted the challenges of providing housing supply to meet demand.



IBA Association Services Director, Mollie Flook, gathers with 2025 HBA of Southeastern IN President, Ron Fitzpatrick (left), and 2024 President Vince Smith at their Christmas party.



State Rep. Heath VanNatter provides a legislative preview at IBA's January Executive Committee meeting.



IBA CEO Rick Wajda (left) talks housing with State Rep. Jake Teshka at the HBA of St. Joseph Valley's Awards and Installation Banquet.



IBA CEO Rick Wajda gathers with State Rep. Danny Lopez at a gala in celebration of Gov. Mike Braun's inauguration. Pictured from left, Lynn Wajda, IBA CEO Rick Wajda, State Rep. Danny Lopez, and Sofia Lopez.



2025 IBA President Ryan Baker (center) and Hank Kidwell (left) meet with State Sen. Greg Goode at the inaugural gala.



IBA leadership and family in attendance at Gov. Mike Braun's inauguration gala. Pictured from left: Lynn Wajda, IBA CEO Rick Wajda, Hank Kidwell, Victoria Brindley, IBA Treasurer Andrew Brindley, 2008 IBA President David Compton, IBA Vice President Marcy DeShong, 2025 IBA President Ryan Baker, Beth Carey, and 2024 IBA President Kenny Reinbrecht.



IBA leaders meet with State Rep. Doug Miller and State Rep. Tim O'Brien at Gov. Mike Braun's inauguration gala. Pictured from left: Hank Kidwell, 2025 IBA President Ryan Baker, State Rep. Doug Miller, 2008 IBA President David Compton, 2024 IBA President Kenny Reinbrecht, and State Rep. Tim O'Brien.



Indiana Department of Natural Resources Director Alan Morrison addresses IBA's Executive Committee at their January meeting.



IBA CEO Rick Wajda attends the HBA of St. Joseph Valley's Awards and Installation Banquet. Pictured from left: Rick Wajda, Executive Officer Bob Penrose, Brian McMorrow, and DJ Tavernier.



2024 IBA President Kenny Reinbrecht addresses attendees at Southwestern IN BA's Legislative Preview.



BA of Northeast IN members gather for a photo at their Christmas party.



IBA CEO Rick Wajda catches up with State Rep. Dale Devon at the HBA of St. Joseph Valley's Awards and Installation Banquet. Pictured from left: Lynn Wajda, IBA CEO Rick Wajda, State Rep. Dale DeVon, and Chris DeVon.

New report assesses home building's impact on Indiana's economy cont.



IBA has developed the graphics below to support your conversations about housing affordability with members and local leaders. These graphics and more are available for download using the QR code to the right, or by visiting buildindiana.org/advocacy/priorityissues.

Additional, annually recurring impacts of 1,000 single-family homes in Indiana:

- 828** Jobs 
- \$56.5** Million in income for residents 
- \$18.1** Million in taxes for state and local governments 



For every \$1,000 price increase,

1,964 

households are priced out of the market in Indiana.



Government regulations account for

25% 

of the price of a new single-family home.



16 percent of the U.S. economy that relies on the housing industry.



1,000 new multi-family homes in Indiana create

- 3,537** Jobs 
- \$309** Million in income for residents 
- \$63.1** Million in taxes for state and local governments 



Additional, annually recurring impacts of 1,000 multi-family homes in Indiana:

- 963** Jobs 
- \$66.1** Million in income for residents 
- \$22.1** Million in taxes for state and local governments 



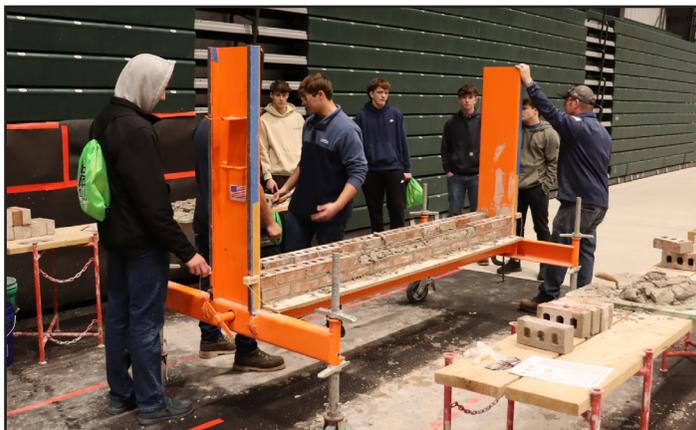
BAGL takes Build Your Future to the next level at the C2E Construction Expo

On Thursday, January 23rd, BAGL hosted its largest-ever C2E Expo at the Tippecanoe County Fairgrounds in Lafayette, welcoming 648 students from 12 area schools. The event highlighted the critical role of construction in the economy while introducing students to the many rewarding, high-skill career paths within the industry.

With 55 industry exhibitors, the expo featured hands-on demonstrations and interactive sessions across four key sectors: Plan-It, Build-It, Finish-It, and Safety. Students engaged with professionals, explored real-world applications of construction skills, and discovered career opportunities tailored to diverse strengths and interests.

Community leaders, including Lafayette Mayor Tony Roswarski, three county commissioners, and the president of the APC council, attended to witness the expo's impact firsthand.

The event was met with overwhelmingly positive feedback from teachers, students, and volunteers, reinforcing its success as a bridge between students and the future of the construction industry. •



Students get hands-on experience with bricklaying.



Students practice swinging hammers.

Photos courtesy of the City of Lafayette.

February is CTE Month— Four ways to get involved!

Career and Technical Education Month® is a nationwide awareness campaign held every February to showcase the value of CTE programs in developing a skilled workforce.

Become a BYF Ambassador and make a difference by sharing your career with students. As an Ambassador, you'll attend career fairs, hiring events, and networking sessions to introduce students to the exciting opportunities available in construction. Sign up to represent your company, connect with future talent, and help shape the workforce of tomorrow. After registering for an event, a BYF representative will reach out with additional event details. Learn more and sign up at indianaconstructionfoundation.com/build-your-future/.

Participate in Job Shadow Week. Members can host students for a day at their place of business, either individually or in small groups, so that students can see real-world examples of careers in action, as well as be exposed to the workplace.

Host a Career Exploration Panel at your company or home builders' association office. Discuss local career opportunities for students

Donate Equipment. Members may be in a prime position to donate equipment or supplies that meet industry standards, ensuring that students in secondary and post-secondary institutions have access to appropriate instruments for the respective career fields they hope to enter.

Scan the QR code to explore NAHB's Outreach Campaigns and Toolkits for valuable resources and more ways to support the movement! •

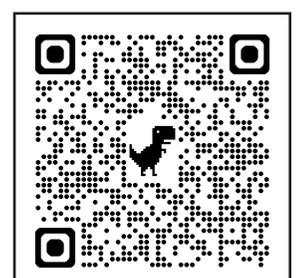
February is Career & Technical Education Month
Host students at your workplace >.....



Sponsored by



Learn more at nahb.org





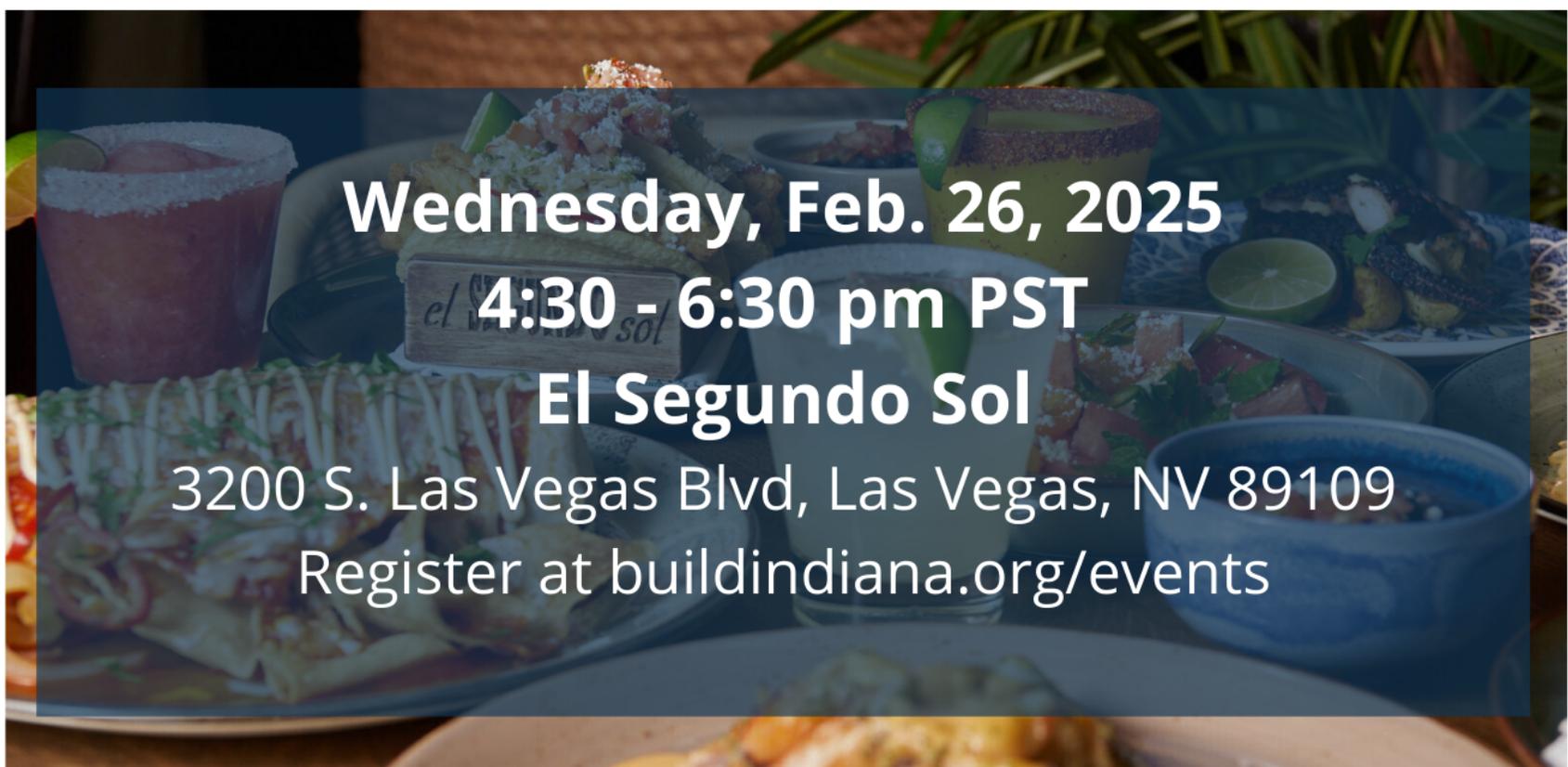
NAHB International Builders' Show® | Feb. 25 - 27 | Las Vegas, NV



2025



Networking Night



Wednesday, Feb. 26, 2025

4:30 - 6:30 pm PST

El Segundo Sol

3200 S. Las Vegas Blvd, Las Vegas, NV 89109

Register at buildindiana.org/events

**Thank you to
our sponsors!**



Contact Mollie Flook to learn more about Networking Night sponsorship opportunities!
email: mollie@buildindiana.org phone: (317) 917-1100