



The Foundation

*A monthly publication for Members of the
BUILDERS ASSOCIATION OF GREATER LAFAYETTE*

Volume XIII, Issue 5

May 2011



Attention: All BAGL Members

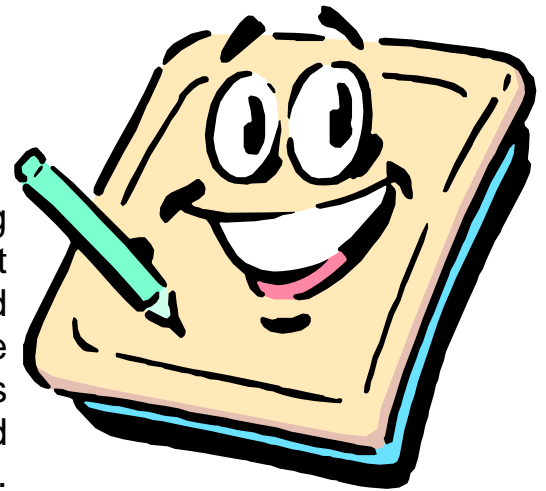
Your Officers & Board of Directors will meet at 8:00 AM, Friday, May 6th at the BAGL office. Board Members are asked to call 423-4347 to **confirm** your attendance, as a quorum is necessary to complete the action items on the agenda.

Any association member is invited to sit in on our meetings. If you have an item for discussion and want to be placed on the agenda, you must contact either the president or the staff 2 days prior to the meeting.

Let "FACEBOOK" Be Your Link to New Business

The social networking craze is no longer just for socializing.....it could mean greater exposure and increased business for your company if used to its fullest potential.

Several members are already seeing the benefit and rewards for having a Facebook page for their business marketing. And we want to give all of our members these same opportunities.



Sasha Clements (Tipmont REMC), Tom Andrew (Henry Poor Lumber & Home Works), Mike Momberger (WASK Radio Group) and Tammy Foley (Foley Homes & Coldwell Banker-Shook) will be the facilitators to lead you this important experience. Bring your laptops, phones and handheld devices capable of accessing online hookups....the facility is WiFi-ready.

Builders Association of Greater Lafayette

Mission Statement

The Builders Association Greater Lafayette is a dynamic organization of home builders and industry professionals, actively promoting the housing industry since 1967.

We are dedicated to:

- Promoting home ownership
- Professional development
- Community involvement
- Government interaction
- Vocational opportunities

Please, join us May 10th, 5:30 pm at the Best Western a social hour of networking and for the buffet meal (Baked fish, pork loin, vegetables, salad and dessert all for \$18 pp) We ask that you RSVP before 5/6/11 by calling us at 423-4347 or by emailing your reservation names to <bagl@bagl.info>.

BAGL's RESERVATION POLICY: All members need to know that unless you cancel your reservation 24 hours prior to the event/meeting, you will be charged for the meal that was ordered for you, even if you don't show up to eat it.

Future Dates to Note

May 10—GMM “Making Facebook Your Friend” (Simple techniques to conquering your Facebook Fears & Frustration)

June 14—GMM—sponsor needed

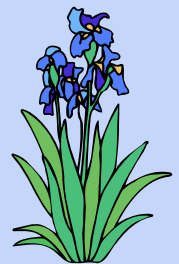
July 16-17 and 23-24 (tentative) **Parade of Homes**

Aug-Sept—BAGL Golf Outing

September 13—GMM sponsored by MBAH Insurance

October 11—GMM—social gathering

November 8—GMM—sponsor needed



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Do you know of a business or individual who would benefit by being part of this organization? Call the BAGL office with the contact information and a packet will be sent with your recommendation.

"Gabbin' with the Goose"
 Grant Giese, President
 Green Goose Homes



A wise man once said home-building is like brain surgery. Though I'm not a doctor, I did stay at a Holiday Inn last night. Not really, but I digress. For reasons unbeknownst to me we as homebuilders, suppliers, and associates, me included, treat our job as though the fate of the world depends on it.

While it is great we take our jobs seriously, there has to be a line. We stress out about our jobs, lose our tempers, and don't spend nearly as much quality time with our families as we would like or probably should. Typing "stress in the workplace" into Google will yield 4,600,000+ results. We as BAGL members and members of society at large need to relax.

Anyone who has ever worked with me might laugh if they read me telling other people to relax. I need to follow my own advice. I have been known to be a little high strung from time to time. The last few years, with age and life experiences, I have gained a great deal of perspec-

tive. The truth is, sometimes you just have to say, oh well and move on. Said another way, choose your attitude. Being organized, well rested, exercising, eating right, and communicating effectively will all make your work and personal life much more enjoyable and productive.

If you tell people you haven't taken a day off in weeks/months etc like it is supposed to be a badge of honor this should be hitting home. That is not a good thing. Take a day off. The world will be just fine without you for a day. I promise.

This public service announcement was brought to you by guest author Dr. Grant, and internationally acclaimed doctor and self-help guru.

Grant Giese
 Green Goose Homes
 Ph 765/414-6251
 grant@greengoosehomes.com

BAGL OFFICE HOURS
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Our thanks to the members who have stepped forward to match our collected funds up to \$1500. It's up to all of our members to come up with that initial \$1500 before their donations kick in. Those generous and politically active

members are:

- Jim Andrew-Henry Poor Lumber
- Grant Giese-Green Goose Homes
- Doug Mulhaupt-Mulhaupt Overhead Doors
- Deb Plue-Consolidated Insurance
- Steve Schreckengast-Citation Homes
- Barney Scheumann-Tempest Homes
- Kim Thonn-Kalan Homes



Congratulations, Dennis Kuns (D-K Construction) on your recent accreditations as our newest Certified Aging in Place Specialist and Certified Green Professional.



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To our Loyal Industry Supporters, we say

~THANKS~

- For renewing your membership!**
- Andrews Enterprises**
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- Bollock Industries**
- Bowsher Heating & Cooling**
- Chris Brown Constr.**
- Bulington Construction**
- Clayton Homes**
- Crown Line Homes**
- A Fire's Place**
- Kalan Homes**
- Lafayette Savings Bank**
- Menard's of Laf.-W Laf.**
- Milestone Contractors**
- BR Schroeder & Sons**
- Stallard & Schuh**
- Totally Foam Insulation**

Please, make note of the company names listed below and if you're doing business with them, express the importance of their support for the building industry. Encourage them to renew their BAGL membership.

Bennett's Greenhouse, Blakley's, Carpetland USA, Central Indiana Glass & Glazing, Citadel Concrete, Arnie Cook Roofing, Deck Pros Plus, Gaskin Painting, Haley's Lock Safe & Key, Tippecanoe Mortgage, Lux-Klinker Homes, Merritt Contracting, Midwest Distributors, Prairie Materials, Sears Commercial, Sherriff-Goslin, Wade Homes, Charles E Wolf Co., Wrede Rocks, Zimpfer Construction, Zinn Kitchens.

BAGL Committees Have Winning Attitudes—Join the Team!

Adopt-A Spot, Chr. David Kovich (423-1510) Committee responsible for clean up and maintenance to landscaping for the median at the corner of Union & Erie Streets, fondly known as BAGL Island.

Builder Show & EXPO 2011, Chr. Phyllis Courser (412-0307) deserves a round of applause of for a job well done in organizing this year's event. The committee voted to use the GREEN theme for the 2012 event.

Calling Committee, Deb Plue (807-0300) Committee responsible for contacting members prior to meetings, seminars, programs and events.

Codes & Government Affairs, Andy King (742-0300) and **Pat Richard** (479-8060) Committee meets as governing issues/subjects need to be addressed by our members.

Education, Eric Holt (404-3441) Committee organizes educational seminars and promotes industry certification and designations for members.

Golf Outing, New Chr. TBA. Committee meets from late spring thru the late summer/early fall event.

Programs & Meetings, Stephanie Richeson (447-9494) & **Andy Haste** (479-1365) Committee meets as needed and is responsible for securing sponsors, along with speakers/programs for all the year's General Membership Meetings.

Marketing & Public Relations, New Chairman, Tom Andrew (474-1388) Committee meets as needed to determine the marketing strategy and promotion of this association.

Membership, Rick Laurie (479-2021) Committee meets as needed to establish membership goals and organize annual recruitment contest, retention strategies.

Parade of Homes, Tammy Foley (479-1216) Committee meets monthly until July event ends.

For more information on these Networking opportunities, call the BAGL office, 423-4347 and get involved!



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Your Industry &



Opportunities

PARADE OF HOMES

PARADE OF HOMES

Advertise

Material

Subcommittee

Committee

The Parade Committee is once again planning a pitch-in party for ALL members and their families during the week between the 2 Parade weekends. Watch for details as they become available and don't miss the fun!



Scheduled for Saturday & Sunday

Homes 2011



Our committee members will be calling you soon to explain all of the opportunities available to you that can showcase YOUR business during this annual event.

Your 2011 Parade Committee:

Chr. Tammy Foley

Foley Homes-Coldwell Banker

Erin Blalock

Journal & Courier

Brian Culbertson

Rose & Walker Supply

Mary Ellis

MBAH Insurance

Jack Faker

Rabb-Kinetico Water

Taryn Johnson

Kirby Risk Supply

Gene Jones

Robin Leuck

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Heather Siemers

Emily Truett

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If you are interested in joining this committee, call either [Tammy @ 479-1216](tel:479-1216) or [Linda @ 423-4347](tel:423-4347).

Monday, July 16-17 and 23-24

The Positive-Sum Game Leads to Victory

by Jeff Beals

By now, you hopefully know you need to market yourself to stand out in today's cluttered marketplace. Just remember that successful self-marketing requires a big dose of healthy attitude.

You can't market yourself if you have nothing to sell. That means you must work hard at all times. Marketing without solid performance behind it is a lie. As you promote yourself, constantly work hard. The harder you work, and the more you produce, the more confident you will feel. That makes your personal branding efforts convey better thereby creating a snowball effect - the better your self-marketing is, the more opportunities you will have to be productive. Search for opportunities everywhere. Be curious. Sometimes the best opportunities come from the places you least expect.

You must think big and take some risks. Sometimes you have to step out of your comfort zone. Perhaps you are somewhat shy or are new to your profession and thus intimidated by industry veterans. Don't waste time on fear and worry. It leads to disappointment and inaction.

For many people, their first forays into self-marketing are small. That's a fine way to gain experience and build self-confidence. Grassroots self-marketing can start humbly. The key is to keep building up your efforts. You will never gain the highest levels of name recognition and respect if you don't do something big at some point. Once you break through the big risk barrier, all subsequent activities will not seem like such a big deal. There is an old saying that life comes down to just a few big moments. Don't let timidity prevent you from seizing big opportunities.

Self-marketing is a positive-sum game, not a zero-sum game. Everyone can win. Just because one person becomes a rock star in an industry or community, doesn't mean that someone else cannot. Too many people have a difficult time understanding this. No doubt you

(Continued on page 11)

JOB POSTINGS: Project Manager

Oversee all construction activities of the company, including direct responsibility for completing projects in accordance with all schedules and budgets. Successfully manage the development of land sites and the construction of infrastructure (streets, sewers, etc.) within the project cost budgets and time tables.

Successful candidate should have:

- 5-15 yrs of construction experience
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- Bachelor degree in building construction management or civil engineering
- Experience in managing multiple construction projects
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Project Engineer

Manages the Company's real estate capital budgets and implements project time, quality and cost controls to insure that all projects meet quality standards, schedules and budgets. Work with architects and planners to develop the site plans, maintaining good relationships.

Successful candidate should have:

- 0-8 years of construction experience
- Bachelors degree in Building Construction Management or Civil Engineering
- Computer skills required MS Office, construction scheduling software and Auto CAD

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Ned Swanson

Matt Slayton

(Continued from page 10)

have come across someone who can't stand hearing praise about someone else. You say something nice about someone else and that person feels compelled to refute it, bring up a negative thing about the person or at least minimize it with a quick barb or roll of the eyes. Anyone who behaves like this is telling the rest of the world that he or she has low self-esteem or a compromised sense of self-worth.

One of the most important rules of the self-marketing game is to never tear down others while promoting yourself. In fact, we should actually go out of our way to build others up as we promote ourselves. Nothing looks so bad as to come across as jealous, envious or spiteful.

Jeff Beals is an award-winning author, who helps professionals do more business and have a greater impact on the world through effective sales, marketing and personal branding techniques. As a professional speaker, he delivers energetic and humorous keynote speeches and workshops to audiences worldwide. You can learn more and follow his "Business Motivation Blog" at www.JeffBeals.com.



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From the Tippecanoe County Building Commissioner

Chapter 28—Water Heaters

Did you know that every Single Family Residence should have an approved automatic water heater?

There are many locations that are considered prohibited locations unless it can be proven by the installation instructions provided by the manufacturer. These locations are sleeping rooms, bathrooms, toilet rooms, or storage closets. There are exceptions to these areas, however, I would make sure you check with the manufacturer of the product to make sure where that particular water heater can be installed and have the information available in case the inspector asks for it.

One more thing, most gas water heaters can be installed in a garage if it is at least 18" off of the floor. Remember these are only general rules and if you can bring yourself to keep your water heater out of these areas you will probably be ok. If not, always check ahead of time before installation. Call our office at 423.9225 and ask for an inspector. I hope this helps and maybe it will save you a red tag in the future.

Please also remember as the weather gets nicer, our office gets busier. We require inspection requests at least a day in advance. **Do not call the same day you are wanting an inspection done;** we no longer have time to squeeze you in. We do our best to work with every situation, but since we are down one inspector this year, there is only so much we can do in one day. Thank you for your understanding.

Sincerely,
Ron Highland
Tippecanoe County Building Commissioner
"An Affiliate Member of BAGL"

Indiana Code Amendments, you may access them at:
www.state.in.us/legislative/iac.title675.html



Tippecanoe County Building Department Staff
Ron Highland, Building Commissioner
Inspectors: Ken Brown, Bill Collins, Mike Wolf
Office staff: Carol Underhill, Kelsey Sutherlin
Office address: 20 N. 3rd Street, Laf. IN 47901
Phone: 765/ 423-9225 Fax: 423-9203
Email: rhighland@county.tippecanoe.in.gov

State Legislative Report-April 21

STATE UNEMPLOYMENT RATE DROPS AGAIN

Indiana's preliminary seasonally-adjusted unemployment rate dropped 0.3%, to 8.5% in March. Indiana's rate is below the national average of 8.8% and below that of all neighboring states for the second month in a row. In comparison, the state's unemployment rate was 10.6% in March 2010.

UPDATED REVENUE FORECAST RELEASED, EDUCATION TO RECEIVE ADDITIONAL FUNDING

The state received an updated revenue forecast last Friday which shows the state is on course to collect \$28 billion in taxes over the next two years –an increase of \$644 million over previous projections. With a projected increase on the horizon, Governor Mitch Daniels, House Speaker Brian Bosma (R-Indianapolis) and Senate Pro Tem David Long (R-Fort Wayne) announced plans to provide \$150 million of the expected new revenues to K-12 education, including complete funding for full-day kindergarten for students statewide. Governor Daniels has advocated that the remaining new revenue is placed in the state's reserve fund.

FEMA DENIES DISASTER DECLARATION FROM ICE STORM

The Federal Emergency Management Agency (FEMA) informed the Indiana Department of Homeland Security that the request for federal assistance to Indiana counties for damage that occurred from ice storms January 31-February 4, 2011 has been denied. If the application had been approved, public assistance would have meant state government and local governments and certain non-profit organizations in the counties would be eligible for federal assistance to pay 75% of approved cost for debris removal, emergency services related to the disaster and repairing or replacing damaged public facilities, such as roads, buildings and utilities. The application included the following counties: Benton, Boone, Brown, Carroll, Cass, Clay, Clinton, Decatur, Delaware, Fayette, Fountain, Franklin, Grant, Greene, Hamilton, Hancock, Hendricks, Henry, Jay, Madison, Marion, Monroe, Montgomery, Morgan, Owen, Parke, Putnam, Randolph, Ripley, Rush, Shelby, Starke, Sullivan, Tip-ton, Union, Vermillion, Vigo, Warren and Wayne.

MORTGAGE LOAN ACTIVITY DECREASED

The pace of mortgage loan activity decreased 6.7 percent for the week ended April 8. The rate for 30-year mortgages increased to 4.98 percent from 4.93 the previous week. The rate for 15-year mortgages increased to 4.17 percent from 4.14 percent.

LEGISLATIVE

END OF SESSION NEARING, CONFERENCE COMMITTEES BEGIN

The Senate and House worked through their calendars this week and finished considering bills that originate in the opposite chamber. Bills passed in the opposite chamber without amendments in the other chamber may now go to the Governor for his review and bills with amendments can be sent to conference committee where differences in language will be reconciled. Conference committees began Thursday and

are composed of one member from the Senate and House of each caucus. Any language that successfully passed one chamber will be eligible for consideration during conference committees. IBA staff will be closely monitoring all bills in conference as language can easily be added to legislation without much debate. The legislature must adjourn by next Friday at 11:59 p.m.

BUDGET PASSES THE SENATE

The Senate unveiled its proposed two-year budget to fund the state this week. The bill spending \$28 billion differs from the proposal previously passed by the House and among the differences it removes the Governor's proposal to provide an automatic tax refund if the state's reserves reach a certain limit. The bill was approved by a 36-14 vote in the Senate and will likely be sent to a conference committee where differences can be reconciled.

<http://www.in.gov/legislative/bills/2011/PDF/EH/EH1001.2.pdf>

REDISTRICTING MAPS APPROVED

New legislative district maps utilizing data from Census2010 were passed by both the Senate and House this week. Both chambers adopted new districts for the General Assembly as well as Congressional districts. The Senate passed language containing the updated General Assembly districts by a vote of 36-13 and language establishing new Congressional districts by a vote of 37-12. The House approved a bill containing new General Assembly districts and Congressional districts by a 65-33 vote. The bills will now move to the opposite chamber for further consideration.

NURSING HOME MORATORIUM BILL UNDERGOES MAJOR CHANGES PASSES HOUSE – SENATE INSERTS LANGUAGE INTO BUDGET

Senate Bill 460 authored by Senator Miller (R-Indianapolis) and sponsored by Rep. T. Brown (R-Crawfordsville) was amended and passed by the Indiana House earlier this week by a vote of 88-1 and now heads back to the Senate for a concurrence or dissent vote. Senator Miller has indicated that a dissent vote is likely. The House struck the certificate of need language from the bill in Committee, which would have created a moratorium on the certification of new or converted comprehensive care beds and allow the state department of health to grant a license for a bed only if the county in which the beds are to be located has an occupancy rate of at least 90%. These provisions in effect would have stopped any new nursing homes from being built across the state. On second reading on the floor of the House, Rep. Culver (R-Goshen) authored an amendment to strike the Medicaid moratorium language from the bill. That language passed by a vote of 63-27. IBA supported the changes made to the bill and believes that the free market should be allowed to operate within this industry. Many of the existing nursing homes are in poor shape and new facilities would upgrade the care of Hoosiers across the state. Earlier this week, the Indiana Senate inserted SB 460 as it passed the Senate into HB 1001, the state budget bill. IBA is opposed to the SB 460 language remaining in the budget and encourages members to contact their Representatives and Senators in the Indiana General Assembly and ask them to oppose any bill that includes the certificate of need for new nursing homes language during conference committee.

<http://www.in.gov/legislative/bills/2011/SB/SB0460.3.html>

APARTMENT BILL UNDERGOES CHANGES

HB 1543 (Rep. Speedy R-Indianapolis, Holdman R-Markle) was initially a bill that would prohibit local units of government from require the licensing or registration of owners of residential rental property; or impose a fee for certain inspections. The bill was amended in the Senate Local Government Committee to remove the previous language and instead allow landlords to charge tenants for fees charged for inspections as well as require local governments to keep dollars collected under their inspection programs separate from other funds. The bill is awaiting further action in the Senate.

<http://www.in.gov/legislative/bills/2011/PDF/EH/EH1543.1.pdf>

TAX LIEN BILL WITH HOMEOWNERS ASSOCIATION LANGUAGE APPROVED BY HOUSE

Senate Bill 155 (Sen. Steele R-Bedford, Rep. Foley R-Martinsville) dealing with tax liens and specifies that a complaint to foreclose a homeowners association lien may not be filed earlier than 90 days after recording, unless a person files a notice to foreclose a lien, or another person files an action to foreclose the property that is subject of the lien. Currently a homeowners association cannot file a complaint to foreclose a lien earlier than one year after recording. The bill now returns to the Senate where it could be taken to conference committee.



Congratulations to Mark Zimpfer for being the first BAGL member to reduce his company's fuel cost by using the recently "patented" fuel saving combustion catalyst, being marketed by DJKmarkets LLC.

The next time you see Mark; ask him how much money he is saving on his monthly fuel bill.

For more product information, go to www.DJKmarkets.com

<http://www.in.gov/legislative/bills/2011/PDF/ES/ES0155.2.pdf>
IMMIGRATION BILL EXPECTED TO PASS HOUSE

The Indiana House is discussing and will likely pass SB 590, which deals with illegal immigration matters. The amended bill is a substantial improvement to the Senate version; however, the IBA continues to oppose the legislation and believes the federal government should deal with the immigration issue. IBA is also a member of the Indiana Compact. For more information or to sign on to the Compact, please visit the website at <http://www.indianacompact.com/>. Senator Delph (R-Carmel) is expected to dissent on the bill when it returns to the Senate, thus taking the bill to a conference committee during the last week of session to hammer out differences to the legislation from both chambers.

<http://www.in.gov/apps/lisa/session/billwatch/billinfo?year=2011&session=1&request=getBill&docno=590>

STORMWATER MANAGEMENT BILL PASSES SENATE; HOUSE DISENTS ON CHANGES

House Bill 1291, the storm water management bill authored by Rep. M. Smith (R-Columbus) and Rep. Cheatham (D-North Vernon) and sponsored by Senator Gard (R-Greenfield) provides that a governmental entity that issues a building permit is not liable for damage caused by water runoff from the structure for which the building permit was issued. Grants authority to the drainage board to receive complaints concerning, investigate, and order the removal of certain storm water related nuisances caused by artificial conveyances directed at or near the property line. Provides that, regarding removal of storm water nuisances and right of entry, the county drainage board and the county surveyor have similar authority as with respect to obstruction of mutual drains and natural surface watercourses. Prohibits construction of the law as authorizing a person to engage in activity requiring a permit from a state or federal agency before the person obtains the permit. The bill includes language offered by IBA that exempts builders and developers from provisions in the bill if they follow the terms of their permit. IBA has worked with the authors of the bill over the last couple of years to address the concerns of the housing industry. Rep. Smith dissented on the bill earlier this week, taking the bill to conference committee. If language cannot be agreed upon, the bill will either pass as amended in the Senate or die for the session.

<http://www.in.gov/legislative/bills/2011/PDF/HB/HB1291.2.pdf>
REGULATORY

COMMISSION MEETING MAY 4

The Fire Prevention Building Safety Commission will meet on May 4 at 9 AM at Indiana Government Center South, Conference Center Room B, in Indianapolis. The Commission meets monthly to discuss applications for variances, appeals of state and local orders, local building ordinances, and

other business affecting Indiana's statewide building codes. For the meeting schedule, visit <http://www.in.gov/dhs/2498.htm>.

STATE BUILDING LAW COMPLIANCE OFFICER POSITION VACANT

The position of State Building Law Compliance Officer (formerly referred to as State Building Commissioner) is vacant. Indiana Builders Association is seeking qualified applicants to recommend for the position. Please share this request with anyone you think might be interested and meets the qualifications listed below. Resumes should be emailed to Carlie@BuildIndiana.org. Qualifications and Duties of the State Building Law Compliance Officer are as follows:

- Must be a design professional (defined as registered architect or professional engineer) with not less than ten (10) years of experience in the building trades industry.
- Responsibilities include overseeing building construction and fire code enforcement, elevator and amusement ride inspections, review of construction plans and boiler and pressure vessel inspections for the Indiana Department of Homeland Security (IDHS).
- The State Building Law Compliance Officer has the authority to issue a written interpretation of a building law and is responsible for coordinating enforcement efforts with all divisions of the IDHS and other state agencies.

NAHB

CALL TO ACTION: AD&C LEGISLATION READY FOR CO-SPONSORS

The Home Construction Lending Regulatory Improvement Act, which will be introduced when Congress returns after the spring Congressional recess, addresses the lack of liquidity in the AD&C loan market and allows banks to start lending again. The bipartisan legislation sponsored by Rep. Gary Miller (R-CA) and Rep. Brad Miller (D-NC) targets specific regulatory obstacles to credit availability for the home building industry. By directing federal banking regulators to issue new guidance specifically addressing key regulatory areas, this legislation will free lending institutions from the overly restrictive regulations that have resulted in the current lending crisis.

Call to Action:

- Meet with your representative during the two week spring recess;
- Call your representative at (866) 924-NAHB (6242);
- Write your representative at www.capitolconnect.com/builderlink;
- Ask him/her to co-sponsor the Home Construction Lending Regulatory Improvement Act.

BAGL thanks Rick, Gretchen and Carlie at IBA for all their diligence and hard work during this very trying Legislative session.

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