

ACTION NEWS

The Official Publication of the
Southwestern Indiana Builders Association

2175 N. Cullen Ave Evansville, IN 47715
~ 812-479-6026 ~



DECEMBER, 2006
VOL. 29, NO. 12



Affiliated with:



Free Business Workshop
featuring **Jud Motsenbocker**
FREE for SIBA Members... p.13

Building Science Workshop
featuring **Joe Lstiburek**
Registration & Sponsorships... p.4,18,19

President's Message
by **BILL KATTMANN**
Kattmann Construction, Inc.

Is it over already? I can't believe it!

An entire year has gone by, and it seems to have zipped past.

Serving as President of the Association has been an extremely rewarding experience.

As I look back on this year, I can't believe the things I've learned. Without a doubt, my SIBA membership and involvement has made me a better, more profitable builder. It's well worth the time and effort I invested.

There were some new things we tried, and I'm so glad we did. For example, the pilot Fall Tour of Homes was a huge success. And there are meetings to determine how to make this a bigger and better value to SIBA

See **PRESIDENT'S**, page 29

Inside this Issue

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Koch, Weinzapfel "Leaders & Legends"...p.21

"Of all the great values to teach children, the greatest is to truly understand the role of individual responsibility." - Bill Carson

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Advertising Information available upon request.

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Dave McClary, River Valley Homes

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Carl Shepherd, Shepherd Construction

SCHOLARSHIP

Bill Kattman, Kattmann Construction, Inc.

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E-mail: bpedtke@SIBAonline.org

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Shannon French Holt
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ADMINISTRATIVE ASSISTANT

Nancy Marden
E-mail: nmarden@SIBAonline.org

**ACTION NEWS
2007 DEADLINES**

| Issue | Deadline |
|-----------|--------------|
| January | December 15 |
| February | January 12 |
| March | February 16 |
| April | March 16 |
| May | April 13 |
| June | May 11 |
| July | June 15 |
| August | July 13 |
| September | August 17 |
| October | September 14 |
| November | October 12 |
| December | November 16 |

EXECUTIVE OFFICES

2175 N. Cullen Avenue
Evansville, Indiana 47715
Phone: 812-479-6026
Fax: 812-479-6340
Office Hours:
8:30 a.m. to 4:30 p.m.
Website:
www.SIBAonline.org

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Vice President

Jeff Happe, Happe & Sons Construction

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Max Jones, Heritage Federal Credit Union

Secretary

John Graupner, Lowe's Home Centers

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Executive Director

Bill Pedtke

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Mike Zehner

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and Bill Kattmann

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| Ad Size | Width | Height |
|-----------|----------|--------|
| 1/9-Page | 2 1/2" x | 3 1/4" |
| 1/2-Page | 7 1/2" x | 4 3/4" |
| Full Page | 7 1/2" x | 9 3/4" |
| Insert | 7 1/2" x | 9 3/4" |

All artwork, logos, photos and graphics must be in black and white or grayscale format.

RATES

| Size | 1X | 3X | 6X | 12X |
|--------|-------|-------|--------|--------|
| Ninth | \$33 | \$99 | \$198 | \$396 |
| Half | \$66 | \$198 | \$396 | \$792 |
| Full | \$129 | \$386 | \$772 | \$1544 |
| Insert | \$225 | \$675 | \$1350 | \$2700 |

The information provided in this publication is for informational purposes only. Due to complexities of applicable building codes, construction applications, and facts specific to each situation, individuals should consult with a qualified contractor regarding specific construction needs or concerns.

SIBA does not guarantee acceptance by any member nor does it guarantee any products or services offered by MMIC or Logan Lavelle & Hunt. SIBA recommends that members perform their own due diligence and consult with appropriate advisors regarding all insurance products and programs.

HAPPE TO TAKE SIBA REIGNS

Congratulations to Jeff Happe and the 2007 Board of Directors!

Jeff Happe is a SIBA builder whose company is Happe & Sons Construction, Inc. Happe has been a member of the SIBA Remodelers' Council and has served as Chairman of the council. In 2006, Happe served as Vice President of the Association, and follows Bill Kattmann, who served as President.

Happe's term starts January 1, 2007, but he's already been working to make next year a great one for the association. In November, Happe attended the 2006 Leadership Conference in Indianapolis, where the leaders of many local associations around the state shared success stories.

Happe will lead the 19-member board of directors, which includes the 2007 Officers John Elpers, Vice President; Max Jones, Treasurer, and John Graupner, as Secretary.

Builder members coming onto the board of directors for 2007 are Chip Dormeier, Jagoe Homes, Greg Kuhlman, Kuhlman Construction and Dan Temme, Dan Temme Architect. They join current builders on the board: Chad VanZilen, Shane Clements, Bruce Miller, and Mike Zehner.

Associates elected to the 2007 board are Ted Uebelhor, Fifth Third Bank and Bruce



SIBA President Bill Kattmann presents Jeff Happe with a plaque in appreciation and honor of serving as Vice President during 2006.

Biggerstaff, Sr. B.M.B. They join current associates on the board: Mark Hansen, John Schneider, and Wade Jenkins.

Representing the Remodelers Council in 2007 are Steve Fest and Mike Freeman.

In addition to electing the 2007 slate, the 2006 board met in November and passed the 2007 budget, which includes an increase in newsletter ads and meeting fees, but no dues increase, and no increase in parade entry fees.

BUILDING SCIENCE WORKSHOP – JAN 25

Joe Lstiburek To Lead Contractors' Discussion in Evansville
***** License Credits Available *****

| | |
|--|-----------------------|
| <i>Continued Education credits</i> have been approved for: | |
| Real Estate licenses: | 6 Hours Elective |
| Home Inspectors licenses: | 7 Hours of Category 1 |
| Vanderburgh Contractor License: | 6 Hours |

The best seminar for contractors is returning to Evansville January 25. Building Science is one of the most valuable topics for builders, remodelers, and all their subcontractors. Building materials and techniques, moisture prevention and handling, and heating & cooling have become make-or-break factors in today's home building.

One of America's best instructors (and SIBA's favorite), Joe Lstiburek (pronounced "STEE-brook") is returning to lead a full-day workshop on these subjects and more. Lstiburek is a nationally-sought speaker, as well as problem-solver for commercial and residential construction.

The full-day workshop in Evansville will cover some of the basic principles that make major impacts on the "health" of a home. Armed with knowledge of the basics, your

workers will understand their jobs better. Let your workers hear Lstiburek explain the reasons for effective flashing, or housewrap, and they'll grasp the importance of proper installation. All contractors who attend will also understand products better, and make better choices for the materials they select in the building process.

Before it's over, the conversation will turn to attendees for problem-solving. Various scenarios will be taken into account – from the simple, to the complex. Lstiburek will lead the group of assorted contractors through identifying causes of costly problems, and implementing methods to correct them affordably. Lstiburek will provide intriguing issues through his own experience of handling common problems, as well as one-of-a-kind quandaries.

Registration The full day

workshop runs from 8:30 am through 5:00 pm, and includes lunch. The workshop will be held at the Holiday Inn (US 41 and Lynch Rd). The cost is \$125 per person. To register one or more from your company, *see page 18* or call the SIBA office at 479-6026.

Sponsorships and Table Tops are also available! Workshop Sponsors will help open the workshop with brief comments to the attendees. We are currently looking for a Lunch Sponsor. Table Tops will be made available, where suppliers can display their literature or product information on a typical 8-foot meeting table at or near the workshop area.

Brought back by popular demand.... This marks the fourth consecutive year Lstiburek has visited Evansville. While Joe has his doubts about the practice of building on a crawlspace, he appreciates the market, and helps builders address their problems.

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- **A multitude of options:** If in the event a Seller needs a contract quicker than one can be market generated, by listing with ERA® a contract can be forthcoming to enable their next home purchase. And if in the event our optimism about their home selling is wrong due to economic conditions outside our control, by listing with ERA® they have the option at any time to proceed with our guaranteed sale program.

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 Sears Contract Sales
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 Sherwin Williams
 Sun Windows, Inc.
 Swat Pest
 Windows of Evansville

REMODELERS COUNCIL

2006 Officers

Chairman: Larry Koch
 Vice Chairman: Nina Lance
 Secretary/Treasurer: Jeff Head

A NIGHT OF GIVING REMODELERS' COUNCIL LEADS SIBA AT ECLC

For the ninth consecutive year, more than 55 members of the Remodelers' Council (RC), SIBA, their families, and friends gathered at the Evansville Christian Life Center (ECLC) to help prepare turkey dinners. That night, ECLC Volunteer Coordinator, Cathie Frances, told RC members that their efforts would help the organization deliver over 2500 meals on Thanksgiving Day to families in need and area shut-ins. And our members did the initial prep for all 2500 meals!

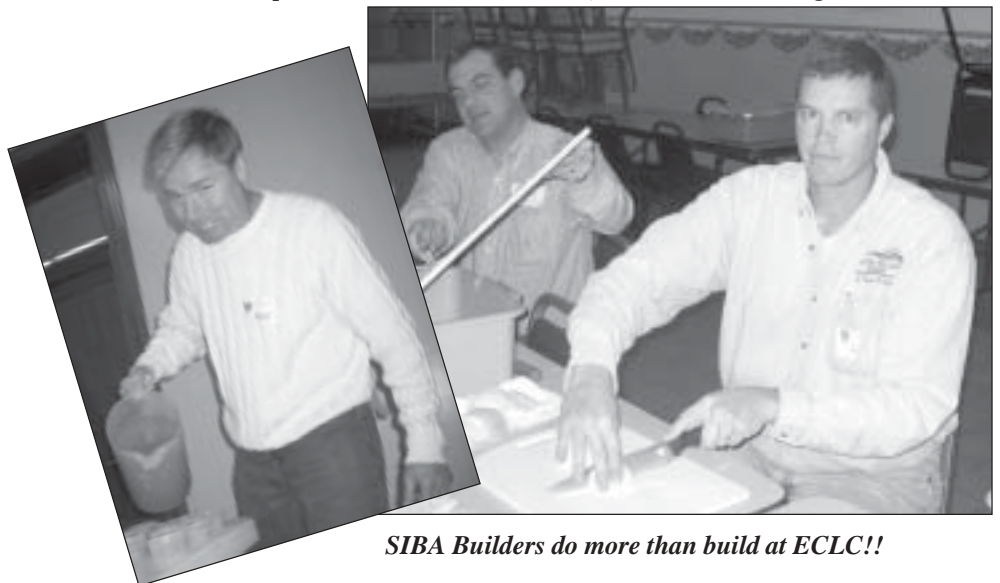
In addition to the usual chopping onions, slicing turkey, frying bacon and tearing bread, RC/SIBA members also put

together the utensil packets each containing a plastic knife, spoon, fork and napkin which accompany each meal. Several members also helped ECLC prepare the thousands of applesauce cups to accompany each meal.

Tradition was also carried on with the annual check presentation to the Christian Life Center. RC Chairman Larry Koch was proud to present ECLC with a \$1000 check to help support the Thanksgiving Meal Program. The money was part of the proceeds from the 2nd Annual Home & Remodeling Expo hosted by the Remodelers Council in October.



Fox 7 Weatherman, Ron Rhodes, introduces Remodelers Chairman Larry Koch as Koch presents a check to Gina Gibson, ECLC General Manager.



SIBA Builders do more than build at ECLC!!

ECLC 2006 Turkey Prep





MEMBERSHIP MOMENTS

by
Shannon French Holt

HOSPITALITY SUITE SPONSORS NEEDED

The Downtown Marriott (350 W. Maryland Street) will again be the headquarters hotel of the 2007 Indiana's Midwest Builders Convention on January 17 & 18 – one month EARLIER than in previous years.

SIBA members are encouraged to register early for the Convention, and BOOK ROOMS EARLY. The room rate is \$139, plus tax. Call the Marriott at 1-877-640-7666, and be sure to mention you are with the Indiana's Midwest Builders Convention.

SIBA's Hospitality Suite at the State Convention has become a membership tradition. Conventioneers will be meeting between and after seminars to network, relax and organize their dinner plans.

If you or your company are interested in participating as a sponsor of the Hospitality Suite, please fill out the attached form or call the SIBA office at 812-479-6026.

SAFEROOMS IN PARADE

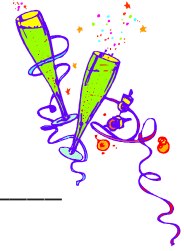
The Parade of Homes packets are about to be mailed out to all SIBA builders as in the past.

But this year, a new piece of information is being included in this year's Parade of Homes packets. A brochure on Saferoom construction is being included. Saferooms, in general, are rooms that are built into a home that protect people during storms with damaging winds and pressures. Most are built with concrete systems to withstand excessive winds and/or collapsing structures.

At least Parade home in 2006 featured a safe room. But more builders are reporting success in building with a basement, and report that safety during tornadoes and storms are growing into more than just a talking point this year.

For more information on Safe Rooms, contact the Disaster Resistant Community Corporation (812- 425-8401). For more information on the Parade of Homes, contact the SIBA office (812-479-6026).

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Fax: _____

Sponsorship Level

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\$250 _____

\$500 _____



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PARADE SET FOR 2007

Deadline to enter – Friday, January 26th

The Parade Committee has begun meeting to find ways to make this year's Parade of Homes just a little better than ever. The dates for the 2007 Parade of Homes have been set for Saturday, June 9 through Sunday, June 17, with the Awards Banquet being held on Tuesday, June 12, at the Executive Inn Downtown.

Builders!! All Builder Members should have received Builder Packets containing important Parade information last month. Check out the *Parade Discounts* included in this packet! More than 30 Associate companies have submitted discounts strictly for Parade builders. SIBA will continue to collect those discounts and keep them on file for future mailings. Please call the SIBA office for more details on discounts available.

Other information included in the Packet is the Builder's Agreement with the requirements to enter a Parade home, an outline of Completion Guidelines for inspections on Saturday June 9th and a list of important dates and deadlines. **Builders should feel free to call the SIBA office ANYTIME if questions or concerns arise about Parade details, dates, deadlines or requirements.**

The deadline to enter the 2007 Parade of Homes is **Friday, January 26**. There is a late entry deadline on February 9, which brings an additional \$500 late fee.

2007 PARADE of HOMES COMMITTEE

CO-CHAIRS:

*John Elpers, John Elpers Homes
Jim Thomas, Bank of Evansville*

ASSOCIATES:

*Ann Marie Dougan, Vectren
Mark Hansen, K-I Lumber
Traci Horty, Fifth Third Bank
Wade Jenkins, Old National Bank
Cathy McGillem, Kight Home Center
Bruce Moreland, King's Great Buys Plus*


BUILDERS:

*Shane Clements,
Eagle Const. & Development
Danny Davis, Davis Homes
Chip Dormeier, Jagoe Homes
Chris Kimbrough,
Regal Homes of Southern IN
Phil Kost, Phil Kost Construction
Brian Stevens, Brian Stevens Homes, Inc.*

2006 MEMBERSHIP TOTALS

| As of: | 12/31/05 | 10/31/06 |
|--|------------|------------|
| Builders | 127 | 123 |
| <u>Associates</u> | <u>279</u> | <u>258</u> |
| Total | 406 | 381 |
| <i>Y-T-D Net Growth: -6.2%</i> | | |
| <i>Annualized Retention: 83.5%</i> | | |
| <i>Total jobs represented: 18,923!</i> | | |

BUILDERS & ASSOCIATES



Do Business with a Member

Trees & Development Seminar

Wednesday, December 6
8:30 - 11:30 a.m.

Cost: Free

To Register: Call Shawn Dickerson
at 475-1426

Description: Presentation on the effects of development on trees. Information will be given on the benefits of trees to developers, how trees are damaged during the development process and how to prevent such damage, proper planting & pruning, and why & how to hire a professional arborist.

LAST CHANCE TO RENEW

Builders:

Bauer Homes

Associates:

Business Forms Specialists
Don Koester Masonry
First Class Realty
Hahn Realty Corp, Inc.
John W Bush Excavating

As of 11/15/06, these members have not renewed their Membership Dues and will lapse at the end of this month. If you see them, offer a friendly reminder of the benefits of being a SIBA member.

Up For Renewal...

Bayer's Plumbing, Inc.
Bosma Construction, Inc.
Carlton Construction LLC
Counter Design
Don Keck Construction Co. Inc.
Ellis Wood Floor Service
Evansville Winnelson
Homes by Jimmy Kaster
Hornbeck Corbett Builders, Inc.
Indiana Wholesalers, Inc.
Insight
John Mattingly Homes, Inc.
Lensing Building Specialties
Miller Block & Brick Co.
Old National Bank
PPG/Porter Paints
Tri-State Devel. & Construction
VECTREN
Weyerhaeuser Company

These members are up for renewal in December. If you see them, offer a friendly reminder to renew!

Congratulations...

to Keith & Libby Scheessele, Scheessele & Sons Construction, on the birth of their first child. Jacob Damien Scheessele was born on October 27, 2006 weighing 8 lbs 8 ounces, 21" long. Both mom and baby are doing well. Proud granddad, Damien Scheessele, is a past SIBA president and a past Remodelors Council chairman. Best wishes to the entire Scheessele Construction family.

Welcome



WELCOME NEW MEMBERS

Banterra Bank

Chuck Young
3315 N. Green River Rd.
Evansville, IN 47715
Phone: 812-475-2866
Fax: 812-475-2886
E-mail: cdyoung@banterrabank.com
WebSite: www.banterrabank.com

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Newburgh, IN 47630
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Fax:
E-mail: homecourtheadv@sbcglobal.net
WebSite: www.hmcourtadvantage.com

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Jeff Dickman
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Newburgh, IN 47630
Phone: 812-490-5334
Fax: 812-490-5666
E-mail: jdickman@sigeom.net
WebSite:

Sunburst Stained Glass

Sue Morrison
20 W Jennings St.
Newburgh, IN 47630
Phone: 812-853-0460
Fax: 812-853-2622
E-mail: sunburst@sigeom.net
WebSite: www.sunburststainedglass.com

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Tom Kough
5000 Plaza East Blvd.
Evansville, IN 47715
Phone: 800-225-8876
Fax: 812-469-5026
E-mail: tkough@tristatemail.com
WebSite: www.tristatesatellite.com

W.V. Buck Construction

Bill Buck
820 Audubon Dr.
Evansville, IN 47715
Phone: 812-431-5068
Fax:
E-mail: wbuck47715@cs.com
WebSite:

SIBA Spike Club Members

SUPER SPIKES

(250-499)

| | |
|-------------------------------------|------------|
| Tommy Thompson | 329 |
| <i>Thompson Homes, Inc.</i> | |
| Bob Hatfield | 270 |
| <i>Custom Homes by Bob Hatfield</i> | |

ROYAL SPIKES

(150-249)

| | |
|------------------------------------|------------|
| Carl Shepherd | 234 |
| <i>Shepherd Construction, Inc.</i> | |
| Mike Talbert | 223 |
| <i>Homes by the Talbert Group</i> | |
| Scott Jagoe | 197 |
| <i>Jagoe Homes, Inc.</i> | |
| Ron Dauby | 188 |
| <i>Dauby Construction</i> | |
| Steve Heidorn, CGR CGB CAPS | 188 |
| <i>Heidorn Construction, Inc.</i> | |

RED SPIKES

(100-149)

| | |
|---|------------|
| Ron McGillem | 148 |
| <i>R.A. McGillem Custom Homes</i> | |
| Alan Bosma, CGB CGR | 147 |
| <i>Bosma Construction, Inc.</i> | |
| Trent Hunt | 135 |
| <i>Logan Lavelle Hunt Ins. Agency</i> | |
| C. Frank Scholz | 134 |
| <i>Scholz Drywall & Interiors, Inc.</i> | |
| Sandy Smith Jones | 133 |
| <i>Sandy Smith Builder, Inc.</i> | |
| Jeff Hatfield | 126 |
| <i>Core Contractors</i> | |
| Dan Buck | 126 |
| <i>Dan Buck Development</i> | |
| Glenn Nurrenbern | 119 |
| <i>Nurrenbern Construction</i> | |
| Brad Sterchi | 115 |
| <i>Sterchi Homes Corporation</i> | |

(as of 10/31/06)

| | |
|---|------------|
| Larry Koch, CGB | 109 |
| <i>Koch Construction, Inc.</i> | |
| Damien Scheessele | 109 |
| <i>Scheessele & Sons Construction</i> | |
| W.C. "Bud" Bussing | 106 |
| <i>Bussing Construction</i> | |

GREEN SPIKES

(50-99)

| | |
|------------------------------------|-----------|
| Brad Killebrew | 92 |
| <i>Killebrew Brick, Inc.</i> | |
| Al Bauer, Jr. | 87 |
| <i>Bauer Homes</i> | |
| Bill Badger, Sr. | 83 |
| <i>Badger Construction, Inc.</i> | |
| Mike Martyn | 79 |
| <i>Martyn Custom Homes</i> | |
| Danny Davis | 67 |
| <i>Davis Homes</i> | |
| Dick Zirkle | 67 |
| <i>Benthall Brothers, Inc.</i> | |
| John Peninger, CGB GMB CAPS | 59 |
| <i>Homes by John Peninger</i> | |
| Darrell Spears | 58 |
| <i>Spears & Norman Homes</i> | |
| Bill Jagoe | 55 |
| <i>Jagoe Homes, Inc.</i> | |
| Jim Arvin | 52 |
| <i>Arvin Sign Services</i> | |
| Wayne Henning | 52 |
| <i>Old National Bank</i> | |
| Jim Muth | 52 |
| <i>Complete Lumber, Inc.</i> | |



NAHB SPIKE CLUB

SIBA Members must earn six spike credits within two years to become a Blue Spike. Blue Spikes must then recruit two spikes per year until they reach Life Spike status with 25 Spikes.

LIFE SPIKES

(25-49)

| | |
|--|-----------|
| Walt VanZilen | 47 |
| <i>Selective Homes by Chad & Dad</i> | |
| Herb Schumacher | 46 |
| <i>Schumacher Custom Homes</i> | |
| Rick Oakley, CGR CAPS | 45 |
| <i>Creative Interiors/ReBath</i> | |
| Mike Zehner, CGB GMB | 34 |
| <i>Zehner Development Corporation</i> | |
| Bert Warner | 33 |
| <i>Windows of Evansville</i> | |
| Jill Hayden | 33 |
| <i>J.H. Hatfield Homes</i> | |
| Robbie Sears | 32 |
| <i>VECTREN</i> | |
| Chris Combs | 30 |
| <i>Combs Landscape & Nursery</i> | |
| Rick Schapker | 29 |
| <i>Pella Windows & Doors</i> | |
| Ted Ubelhor | 28 |
| <i>Fifth Third Bank</i> | |
| Mike Frank | 26 |
| <i>Insulpro, Inc.</i> | |
| Jeff Happe | 25 |
| <i>Happe & Sons Construction</i> | |

BLUE SPIKES

(6-24)

| | |
|--|-----------|
| Brent Holweger | 24 |
| <i>Holweger Development & Construction</i> | |
| Jon Newcomb | 14 |
| <i>FC Tucker Emge Realtors</i> | |
| Tony Arvin | 13 |
| <i>Arvin Construction Co., Inc.</i> | |
| David McClary | 13 |
| <i>River Valley Homes</i> | |
| Jennifer Mitchell | 11 |
| <i>Windows of Evansville</i> | |
| Bruce Miller | 10 |
| <i>Barrington Development</i> | |
| Chad Ailstock | 8 |
| <i>Ailstock Homes, Inc.</i> | |
| Chuck Murphy | 6 |
| <i>Murphy Homes, Inc.</i> | |

ENERGY WORKSHOP PAYS BUILDERS

Don't be surprised if new homes in southwestern Indiana start using less energy. Builders, and a few associates, gathered at the 2006 Energy Workshop to learn more about building smart for energy conservation. What they learned is tax credits can provide substantial cash incentives for builders to turn energy-saving items into real cash for their building companies.

Mark Jansen, Energy Efficient Homes Midwest, Inc., was the speaker for the program. For years, Jansen has been involved with energy conservation and building new homes. He is extremely knowledgeable about the energy code compliance, as well as qualifying new homes for energy savings. Jansen is also certified to qualify homes for the new tax credits – something of great interest to home builders.

At the November 16 workshop, attendees learned about the specific insulation requirements found in the energy chapter of the IRC. The code also enables builders to use an "envelope method" for compliance using free and simple software called, "ResCheck". Jansen also walked attendees

through using ResCheck for a house. Attendees learned how simple it is to make adjustments and choose trade-offs to comply with the energy code.

Finally, Jansen caused quite a stir when he explained the tax credits available to new home builders. Jansen explained how builders qualify for \$2000 per each house that meets the requirements for the tax credits.

Working with house plans during the planning stage, builders can ensure costs aren't incurred until the tax credits are attainable.

Jansen used software to illustrate the extra items needed to qualify for the tax credits. Builders were surprised to learn they are closer than they at first figured. As Jansen remarked to the group, "The \$2000 tax credits would more than pay for the extra's you would put



SIBA Past President Carl Shepherd (left) discusses sealing ducts and vents with Tim Taylor, Airpros. Taylor was the only HVAC contractor who attended the Energy workshop with many Builders.

by directly reducing the taxes due from the building company. This is different from a deduction, which would lessen a company's gross income before figuring taxes due.

Further, credits are available to builders only. Credits are not available to the home buyers, nor to individuals building their own home without a building company.



SIBA Builder and Past President (1998) Darrell Spears is happy to learn how builders can qualify for tax credits on new homes.

into the house. Sometimes, a builder only needs to make some adjustments."

The group learned that qualifying for the tax credits also requires a few extra inspections to ensure the sealing and insulation have been installed according to plans.

As the builders figured their way through, the combined costs of upgrades and additional inspections are outweighed by the tax credit – by as much as \$500 per house!

Jansen also explained tax credits are more profitable than deductions. Credits are applied



Builders and Associates worked in concert, taking advantage of a break in the action to discuss important home building issues. Pictured left to right are Shane Clements, Eagle Construction; Joe Schmidt, Seward Sales; and builders John Elpers, Jimmy Kaster, and Brad Sterchi.



SIBA President Bill Kattmann (left) asks Mark Jansen a couple questions about figuring a house to squeeze another dime out of an energy utility bill.



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 812-853-3900

SIBA OFFERS MEMBERS FREE WORKSHOP

Friday, December 8

It used to be that swinging a hammer was enough to succeed in the home building business. Now it's more than that, a lot more.

Too many times, a perfectly capable craftsman doesn't succeed in the home building business. It's not because they don't know how to build a home. It's because they never learned about running a business that builds homes. Big Difference!

Indiana's housing icon John Hart, Sr. often declared the number one reason builders go out of business is that they don't charge enough. Charging enough to cover expenses is one thing. Charging enough to build a vibrant business is another.

This December, a specially scheduled seminar is being offered to members of the Southwestern Indiana Builders Association. "Business Workshop for Contractors" will provide detailed insights into running a successful business.

And we got the perfect person to teach the workshop – Jud Motsenbocker! Jud is from Muncie, Indiana – but he leads business management seminars at some of the biggest shows and conventions across the country. We're lucky to get him here because he

knows what it takes to be successful as a remodeler or builder.

Business principles are things the professors teach while you're in school. But it's even more valuable for contractors to learn about their building business - from one builder to another builder. Jud started his construction company in 1968, and has been involved in the Builders Association as a leader at the local, state, and national levels. Jud was inducted into the NAHB Remodelers' Council Hall of Fame.

BUSINESS FOR CONTRACTORS

8:30 - 11:30 AM Session

11:30 - 12:30 LUNCH

12:30 - 3:30 PM Session

**** 6 Hours Continued Ed. Credits ****

FREE TO SIBA MEMBERS!!!

To Register, Call the SIBA office at 812-479-6026.

The Business for Contractors Workshop will go from 8:30 – 11:30 am, stop for a one-hour lunch, then continue from 12:30 – 3:30 pm.

To register, please call Nancy at the SIBA office at (812) 479-6026. The cost for non-members is \$25 per person. The seminar is free to SIBA members, but reservations are still required.

Six continued ed credits are pending for this full-day seminar.

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Indiana's 2007 Midwest Builders Convention Seminars at a Glance

| Tracks | Sales & Marketing | Business Management | Professional Growth | Development | Codes | Building & Remodeling Practices |
|--|--|--|---|--|---|--|
| Seminar Rooms | Room 120 | Room 121 | Room 122 | Room 123 | Room 124 | Room 109-110 |
| Wednesday January 17 8:30-10:30 a.m. | What is Your Sales DNA? <i>John Palumbo</i> | Indiana Statehouse Tour <i>Rick Wajda</i> | How to Sell to Builders & Remodelers <i>Panel (Boise, Gallant, Lancia, R. Smith)</i> | Liabilities of Home Owners Associations <i>Jeff Bennett</i> | IRC Chapter III <i>Lynn Madden</i> | Giving Your Customers What They Want - Wireless Technology <i>Marc Turner</i> |
| Wednesday January 17 1:30-3:30 p.m. | Staying Hot In A Cooling Market Power Tools for New Home Salespeople <i>Bob Schultz & Roland Nairnsey</i> | How To Maintain Your Market Share in a Cooling Market <i>John Schleimer</i> | A Passion for Procrastination - Personal Effectiveness <i>Dr. Ron Wells</i> | More Lots - Less Retention Ponds - Techniques for Profitability <i>Neil Myers</i> | Issues & Problems in Framing <i>Joe Heinsman</i> | Building & Remodeling for Individual Disabilities <i>Panel (Maust)</i> |
| Wednesday January 17 4:00-5:30 p.m. | | 90-Minute Law <i>David Crump Felicia Watson</i> | Polishing Your Professional Presence <i>Joy Leppert</i> | It Starts At the Street - Community Design & Curb Appeal that Win Over Buyers <i>Joe Safin Terry Smith</i> | A Visit with Don Bradley <i>Don Bradley</i> | Building Science & Moisture Management Training |
| Thursday January 18 9:00-11:00 a.m. | Killer Kitchens & Baths that Sell Homes <i>Kay Green</i> | Crystal Ball Forecasting: The Economics of 2007 <i>David Seiders</i> | You've Got Mail: Email Marketing Secrets <i>Robert "Dot Com" Jackson</i> | Land Development for Small Volume & Customer Builders - An Overview of the Land Development Process <i>Tom Stephani</i> | Rural On-Site Wastewater Processes <i>Bob McKean</i> | Innovative Building Technologies <i>Travis Beckman</i> |
| Thursday January 18 1:00-3:00 p.m. | Why Good Sales People Deserve Great Managers <i>John Palumbo Jack Gallagher</i> | Investment Planning <i>Panel (Hannigan, Thiak, D. Smith, Richey)</i> | What it's Going to Take to Excel in Today's and Tomorrow's World | Land Development for Small Volume & Customer Builders - A Case Study <i>Tom Stephani</i> | Safety in the Workplace <i>Jim Carr</i> | Sell High Performance Energy Efficient Homes Like Hotcakes <i>Mark Jansen</i> |

Visit www.BuildIndiana.org for a complete description of the seminars and their presenters, as well as seminars approved for continuing education credits for Indiana's Real Estate License, Indiana Home Inspector License, NAHB Professional Designations, and local licensing requirements.

Register Today! (800) 377-6334 or fax to (317) 236-6342

STATE AND NAT'L CONVENTIONS FLIP MONTHS

Be ready, and don't miss it! The 2007 State Convention is January 17-18, 2007. Flipping months with the NAHB Convention, which is moving to February, the State Convention is being held at the Marriott Hotel, downtown Indianapolis.



There will be 30 seminars and 100 exhibits. Approximately 1000 are expected in attendance. The keynote speaker is Joie Chitwood, President and CEO of the Indianapolis Motor Speedway.

For more information, see the State Convnetion Spread or log onto IBA's website at www.BuildIndiana.org. Evansville Hospitality Suite Sponsors are still needed. See page8 for Sponsorship Form.

State Convention Schedule of Events

All Events at the Indiana Convention Center, Indianapolis

Wednesday, January 17, 2007

| | |
|---------------------|--|
| 8 am - 7 pm | Attendee & Exhibitor Registration |
| 8 am - 10:45 am | Grand Opening of Exhibits |
| 8 am - 9 am | Coffee & Donuts Rev Up in Exhibits |
| 8 am - 10:45 am | Builders Speedway Exhibits Open |
| 8:30 am - 10:30 am | Driver Instruction Seminars |
| 10:30 am - 10:45 am | Refreshment Pit Stop in Exhibits |
| 10:45 am - 12 noon | Opening Ceremonies & Speaker |
| 12 noon - 7 pm | Builders Speedway Exhibits Open |
| 12 noon - 1:30 pm | SuperFleet SuperLunch in Exhibits |
| 1:30 pm - 3:30 pm | Driver Instruction Seminars |
| 1:30 pm - 4:30 pm | Fan Appreciation & Demos in Exhibits |
| 3:30 pm - 4 pm | Refreshment Pit Stop in Exhibits |
| 4 pm - 5:30 pm | Driver Instruction Seminars |
| 5 pm - 7 pm | Legislative Reception in Exhibits |
| 5 pm - 7 pm | Party in the Paddock in Exhibits |

Thursday, January 18, 2007

| | |
|-------------------|---|
| 8 am - 4:30 pm | Attendee & Exhibitor Registration |
| 8 am - 9 am | Coffee & Donuts Rev Up in Exhibits |
| 8 am - 4 pm | Builders Speedway Exhibits Open |
| 9 am - 11 am | Driver Instruction Seminars |
| 11 am - 1 pm | Lunch in the Infield in Exhibits |
| 1 pm - 3 pm | Driver Instruction Seminars |
| 1 pm - 3:30 pm | Fan Appreciation & Demos in Exhibits |
| 3 pm - 3:30 pm | Refreshment Pit Stop in Exhibits |
| 3:30 pm - 4:00 pm | Victory Lap Closing Session |

Attendee Convention Registration Form

GENERAL INFORMATION (Please print clearly.)

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

Additional Registrants:

WHO REFERRED YOU _____

INDICATE DAY(S) YOU WILL BE ATTENDING

___ Wednesday, Jan. 17 ___ Thursday, Jan. 18

PAYMENT PROCEDURE

___ Check Enclosed. ___ Please Invoice.

___ Credit Card - Exp. Date _____

_____ Code _____

(last 3 #'s on back of credit card in signature block)

CANCELLATION POLICY Written cancellation prior to December 18th will receive refund less 20% processing fee. 50% cancellation fee will be charged after December 18th. Registrants responsible for all fees within 10 days of the event.

CONVENTION REGISTRATION FEE SCHEDULE

Before 12/18/06 After 12/18/06 Amount Due

| | | | |
|--|------------|------------|-------|
| Full Convention Registrant..... | \$195..... | \$225..... | _____ |
| Additional Registrant from Same Co. \$150..... | \$180..... | _____ | _____ |
| Wednesday Only Registrant..... | \$125..... | \$155..... | _____ |
| Thursday Only Registrant..... | \$100..... | \$130..... | _____ |
| Full-Time Student (\$25/40 per day).... | \$50..... | \$80..... | _____ |
| Registration of Non-NAHB Member.... | \$415..... | \$465..... | _____ |
| Exhibitor Seminar Registration..... | \$125..... | \$155..... | _____ |

SPECIAL EVENT TICKETS (Additional tickets if not fully registered.)

| | | | |
|--|------------|-----------|-------|
| Keynote Presentation | \$75..... | \$95..... | _____ |
| <i>(Wednesday, January 17, 10:45-12:00 noon - does NOT include lunch)</i> | | | |
| Wednesday Exhibits Pass | \$40..... | \$60..... | _____ |
| <i>(includes all Wed activities in exhibit hall including lunch and party)</i> | | | |
| Texas Hold 'Em Tournament..... | \$100..... | _____ | _____ |
| Thursday Exhibits Pass | \$40..... | \$60..... | _____ |
| <i>(includes all Thursday activities in exhibit hall including lunch)</i> | | | |

PARKING PASSES (100 spaces available in Victory Field baseball parking lot across from Center, limit 1 per registrant, per day)

| | | |
|-------------------------------|----------------|-------|
| Wednesday Parking Passes..... | \$10 each..... | _____ |
| Thursday Parking Passes..... | \$10 each..... | _____ |

RETURN REGISTRATION

Total Amount Due \$ _____

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

Fax (317) 236-6342. Questions or call in registrations 1-800-377-6334.

NOVEMBER MEETING



Mark Hansen, Kentucky-Indiana Lumber thanks builders for doing business with K-I, and introduced Greg Bolig who presented new products.



Dan Kelley, Overhead Door, thanks members for using Overhead Door. Kelley also introduced sales staff at Overhead, and gave away a free garage door opener.



ADT girls, Sally Harrington, Cindy Hocking and Jeannie Wilson, co-sponsored the November meeting.



Larry Koch encourages SIBA members to help with Turkey Prep at the Christian Life Center, as they have record-high requests for Thanksgiving dinners. Koch also thanked all the exhibitors in the Home & Remodeling Expo, which generated more than \$8000 in donations to charitable organizations.



Sandy Smith Jones wins the monthly Spike Prize – a gift card for dinner! Sandy receives the award from SIBA membership Chairman Mike Zehner. Both are Past presidents.



Kattmann runs the final membership meeting from the podium, and encourages builders to participate in leadership roles of the association.



Congratulations to Bob Yeager, Superintendent of the EVSC, whose vision is responsible for the newly opened Career and Technical Center on Lynch Road. The Tech Center was built on-time, and \$7.5 million under budget. Yeager proudly explained the money that wasn't spent will be used to refinance the project, shortening the financial burden on all tax payers.



Dan Ulrich checks on a few facts before addressing the SIBA membership on Evansville's Career and Tech Center. Ulrich made a great presentation!

NOVEMBER MEETING



Meuth Concrete guys Jason Jones and Chuck Condiff stop to talk before the meeting.



Maria Harris, Heritage Federal Credit Union, is greeted by SIBA President Bill Kattmann at the November meeting.



Members of the Remodelers Council discuss the benefits of having one of their favorite remodelers serve as President of the Association. Jeff Happe was elected to serve as SIBA President in 2007. Pictured left to right are: Happe, Damien Scheessele, Steve Heidorn and Larry Koch - all former SIBA Presidents.



Ryan Cain, Paragon Sight, Sound and Security talks about systems in new homes with SIBA Builder Aaron Miller, Barrington Development.



Tim Hopper (l), Hydromax, talks home theater with new member Stan Wilson, TriState Satellite (techDirect).



SIBA Builder and Past President Mike Martyn talks advertising with Evansville Courier's Angela Mulherrin.



The 2007 Parade Chairman Jim Thomas, Bank of Evansville, chats about financing with SIBA Builder and Past President Alan Bosma.



Diane Stanbush, Lensing Building Specialties, gets the SIBA scoop from long-time member and Past President, Steve Heidorn.

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BUILDING SCIENCE WORKSHOP

Thursday, January 25, 2007

8:30 a.m. ~ 5:00 p.m.

at the Holiday Inn Conference Center
(Hwy 41 & Lynch Rd)

"Building Science" workshop is a full-day seminar focusing on designing and building practices for the southwestern Indiana climate. The Workshop will cover critical building topics and feature...

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Lstiburek, B.A. Sc., MEng., PhD., P.Eng, is a forensic engineer who is internationally recognized as an authority on moisture related building problems and indoor air quality. Lstiburek has written numerous books and technical papers on building construction. He is an expert on the areas of rain penetration, air barriers, vapor barriers, air quality, durability and construction technology.

Workshop Topics:

MOISTURE & VAPOR TRANSMISSION

Permeability
Barriers and Retarders
Condensation & Dew Point
Drainage Plane
Relative Humidity

WALL CONSTRUCTION

Building Envelope
Above and Below Grade walls
House Wrap & Insulation
Flashing & Weep Holes
Brick Veneer & Vinyl Siding
Air Barrier Systems
Metal Studs

CRAWL SPACES

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HVAC Concerns

PROBLEM SOLVING

Rain Penetration
Finding and Fixing Holes
Mold & Mildew

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6 hours - Real Estate Credits (Elective)
6 hours - Vanderburgh Contractors (All)
6 hours - AIA Members

Who should attend:

| | |
|-------------------|-------------------------|
| <i>Builders</i> | <i>HVAC Contractors</i> |
| <i>Remodelers</i> | <i>Designers</i> |
| <i>Suppliers</i> | <i>Architects</i> |
| <i>Framers</i> | <i>Engineers</i> |

Cost To Attend:

\$125 per person (lunch included)

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BUILDING SCIENCE WORKSHOP

January 25, 2007 at the Holiday Inn (US 41 & Lynch Rd)

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Price: \$500 (limit: 2)

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- √ Signage at Front of Room During Workshop
- √ Listing in Action News (membership and industry newsletter)
- √ 1 Attendee Registration

LUNCH SPONSOR

Price: \$500 (limit: 1)

Benefits Include:

- √ Introduce your company briefly to attendees before we break for lunch
- √ Signage at the Lunch area
- √ Listing in the Action News
- √ 1 Attendee Registration

TABLE TOP DISPLAYS

Price: \$100 (limit: 10)

Benefits Include:

- √ (1) 8-foot table located near the attendees at the workshop.

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Phone: _____ Fax or Email: _____

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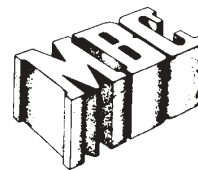
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KOCH, WEINZAPFEL JOIN 'LEADERS & LEGENDS'

Congratulations to SIBA Builder Larry Koch and to Evansville Mayor Jonathan Weinzapfel for being named to SIBA's Leaders and Legends at the November membership meeting.

The Leaders & Legends Award is the highest housing award bestowed by the Southwestern Indiana Builders Association. Recipients are selected, by decision and judgment of the SIBA President, to honor outstanding leadership and achievements that benefit the housing industry in southwestern Indiana. The title, Leaders & Legends, helps us all recognize the character in the individuals who have made extraordinary efforts to provide and protect affordable housing.

Koch has been a member of the Builders Association for 28 years. He is a Past president, and a charter member of the Evansville Remodelers Council. He is a catalyst for good projects entitled, "Return to the Community", in which the council members completely remodeled a bathroom, did landscaping work, and completed a work punch-list for a family whose dad was deployed in Iraq. Koch is this year's Chairman of the Remodelers Council, and worked tirelessly on the Home &

Remodeling Expo, which raised over \$8000 for local charities and great causes.

Mayor Weinzapfel is the first non-member of the Association to join the Leaders & Legends of Housing. Currently he is Mayor of Evansville, but has been a true supporter of affordable housing. As a State Representative, he worked with the Builders Association to remove unnecessary regulations on housing. As Mayor he has helped stream-line the permitting process, making water and sewer taps available at the Civic Center. In addition to succeeding with the Lofts program for downtown housing, Weinzapfel is forging ahead with the Front Door Pride program, which will build affordable housing and remodel



Winning the Leaders & Legends award at the November membership meeting left Larry Koch speechless.



Mayor Weinzapfel accepts the Leaders & Legends award from SIBA President, Bill Kattmann, at the November membership meeting.

homes in targeted areas of the City.

SIBA President presented both awards at November membership meeting. In brief comments, each recipient expressed great appreciation to the association for the award and the honor that is attached.

Koch and Weinzapfel join some pretty elite company who were also named by association Presidents. Previous recipients include Jeff Hatfield, Core Contractors (2003), Roy Foster, Foster Construction and Bud Bussing, Bussing Construction (2004).

Recipients are presented an individual award in appreciation of their efforts to keep housing affordable. A perpetual plaque that exhibits the recipients collectively is housed at the SIBA office in the Conference Room for all to see.

Have you heard about the SIBA Business Insurance Program?

These Builder and Associate Members have!

Alan Bosma
Bosma Construction Inc.

Ron Dauby
Dauby Construction Inc.

Shane Clements
Eagle Construction and Development Inc.

Jeff Happe
H.P. West Development LLC

Mike Talbert
The Talbert Group LLC

Ron McGillem
R.A. McGillem Custom Homes LLC

Kenny Reinbrecht
Reinbrecht Homes

John Peninger
Homes by John Peninger Inc

Mike Zehner
Zehner Development Corp.

John Mattingly
John Mattingly Homes Inc.

Jeremy Mattingly
Jeremy Mattingly Construction Inc.

Byron Cooper
Sticks and Stones Landscaping Materials

Gary and Chris Mitchell
NiteLiters Inc.

Bert Warner, Jennifer Mitchell
Windows of Evansville

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TRIO SPLITS PRIZE MONEY

SIBA Past President, Mike Talbert, was in a sharing mood at the November 14th membership meeting. Too bad he didn't know it! Talbert was among the final three contestants left standing in the Annual Spike Reverse Drawing when he talked Scott Edmond, Fifth Third Bank, and fellow builder member, Greg Kuhlman, to split the \$1000 cash prize with him. Talbert didn't know that if he would have just held out for two more draws, he'd be \$1000 richer today. The winnings were all part of SIBA's celebration of November Spike Appreciation Month.

Talbert is one of SIBA's top recruiters. However, while he has recruited more than 220 members into the Association, he was entered in this year's Reverse drawing with only 2 new members. Both Edmond and Kuhlman started the contest with only two entries as well. All three men had their first



The final three-some in the Reverse Drawing are Scott Edmond, Mike Talbert and Greg Kuhlman. This might be the only time two builders ask one banker what to do with the money. In the end, the three elect to split the grand prize of \$1000.

Special thanks to those who donated prizes to the SIBA event, including King's Great Buys, Whirlpool and South Central Communications.

entry eliminated early in the game, each receiving a token door prize with the draw. It just goes to show, it really only takes one to win!

Get in on next year's fun! To be entered in the 2007 Reverse Drawing, simply recruit

one new member between November 15, 2006 and November 9, 2007. Each member recruited will earn you one entry into the drawing. Names will be drawn out and eliminated randomly, one by one, until the last member stands (or decides to split)!





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NEW FACES AT NOVEMBER MEETING

Welcome New Members!



Bill Buck, W.V. Buck Construction



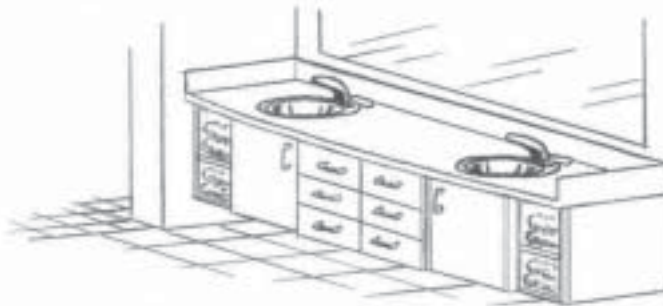
*Jeff & Dody Dickman,
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*Charles Young,
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DEADLINES:

- ◆ Space Reservation - March 23, 2007
- ◆ Ad Copy / Materials - April 2, 2007



AD RATES:

| | MEMBER | NON-MEMBER |
|-----------|--------|------------|
| Full Page | \$1610 | \$1935 |
| 2/3 Page | \$1180 | \$1415 |
| 1/2 Page | \$970 | \$1165 |
| 1/3 Page | \$805 | \$965 |
| 1/6 Page | \$485 | \$580 |

AD SPECS:

| | |
|------------------|-------------------------|
| Full Page | 9" wide x 10.35" tall |
| 2/3 Page | 9" wide x 6.9" tall |
| 1/2 (vertical) | 4.5" wide x 10.35" tall |
| 1/2 (horizontal) | 9" wide x 5.175" tall |
| 1/3 Page | 9" wide x 3.45" tall |
| 1/6 Page | 4.5" wide x 3.45" tall |

ARTICLE SPACE FOR SALE:

| SIZE | SPECS | COST |
|---------------|-----------------------|--------|
| Large Article | 9" wide x 6.9" tall | \$1300 |
| Small Article | 4.5" wide x 6.9" tall | \$915 |

The Parade Book will include articles from "The Expert" on house topics such as; How to pick a contractor, Increasing the sale value of your home, Seasonal landscaping or Using the proper lighting in new/exisiting homes. Topics must be approved by the Parade Committee and will only be used once. Article Space is limited to 20 and will be sold on a first-come, first-served basis. Articles will be printed in a Word format with a minimum font size of 10pt. Pictures and/or logos and contact name and phone number may be included if space allows.

WEBSITE ADVERTISING: COST \$250

105 pixels wide x 60 pixels tall. 6 months exposure.

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PLATINUM SPONSOR (Limit ONE)

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- :07-second tag in television Parade ads (Value: \$8,000)
- :05-second tag in radio Parade ads (Value: \$3,000)
- Logo on **Parade Map** in all print and WEB versions (Value: \$2,500)
- Full Page, Full color ad in Parade Book (Value: \$1,500)
- Banner ad on **Home Page** of 2007ParadeofHomes.com (Value: \$1,000) and MUCH more.....

PRICE: \$7,500 (Value: \$20,650)

SILVER SPONSOR (Limit 25)

Includes:

- 2/3 Page, w/ Full Color in Parade Book (Value: \$1180)
- Logo on SIBA Parade Website (Value: \$500)
- Banquet tickets and MUCH more....

PRICE: \$1330 (Value: \$2,380)

BRONZE SPONSOR (Limit 25)

Includes:

- 1/3 Page, w/ Full Color in Parade Book (Value: \$805)
- Logo on SIBA Parade Website (Value: \$500)
- Banquet tickets and MUCH more.....

PRICE: \$1000 (Value: \$2,005)

GOLD SPONSOR (Limit TEN)

Includes:

- Category Sponsor at Parade Banquet (Value: \$1,500)
- 2/3 Page, Full Color ad in Parade Book (Value: \$1,180)
- Logo on the Parade Book cover (Value: \$500)
- Logo on SIBA Parade Website (Value: \$500)
- Sign at Parade Banquet (Value: \$500)
- Reserved table (8 tickets) at Banquet (Value: \$450)
- Logo on the Banquet Tickets (Value: \$370)
- Logo in Parade Book Ad (Value: \$300)
- Full Page in Parade Edition of newsletter (Value: \$100)

PRICE: \$3,080 (Value: \$5,400)

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| | | | | | 1 SIBA Christmas Dance @ Holiday Inn  | 2 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 3 | 4 | 5 | 6 Tree & Development Workshop | 7  | 8 Business Mgt for Contractors | 9 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 10 | 11 | 12 | 13 | 14 | 15 | 16  Hanukkah | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 17 | 18 | 19 | 20 | 21 | 22 WINTER  | 23 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 24  Christmas Eve | 25  Christmas Day | 26 | 27 | 28 | 29 | 30 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 31  | | November <table border="1"> <tr><td></td><td>1</td><td>2</td><td>3</td><td>4</td></tr> <tr><td>5</td><td>6</td><td>7</td><td>8</td><td>9</td><td>10</td><td>11</td></tr> <tr><td>12</td><td>13</td><td>14</td><td>15</td><td>16</td><td>17</td><td>18</td></tr> <tr><td>19</td><td>20</td><td>21</td><td>22</td><td>23</td><td>24</td><td>25</td></tr> <tr><td>26</td><td>27</td><td>28</td><td>29</td><td>30</td><td></td><td></td></tr> </table> | | | | | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 | 11 | 12 | 13 | 14 | 15 | 16 | 17 | 18 | 19 | 20 | 21 | 22 | 23 | 24 | 25 | 26 | 27 | 28 | 29 | 30 | | | |
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DECEMBER

2007

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| |  Happy New Year | 2 | 3 | 4 | 5 | 6 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 7 | 8 | 9 SIBA Membership Meeting 5:30 @ Holiday Inn | 10 | 11 | 12 | 13 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 14 | 15  | 16 IBA Meetings | 17-18 State Bldrs Convention, Indiana Conv Center, Indy | | 19 | 20 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 21 | 22 | 23 | 24 | 25  Joe Lstiburek Bldg Science Workshop @ Holiday Inn | 26 | 27 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 28 | 29 | 30 | 31 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| | | February <table border="1"> <tr><td></td><td>1</td><td>2</td><td>3</td></tr> <tr><td>4</td><td>5</td><td>6</td><td>7</td><td>8</td><td>9</td><td>10</td></tr> <tr><td>11</td><td>12</td><td>13</td><td>14</td><td>15</td><td>16</td><td>17</td></tr> <tr><td>18</td><td>19</td><td>20</td><td>21</td><td>22</td><td>23</td><td>24</td></tr> <tr><td>25</td><td>26</td><td>27</td><td>28</td><td></td><td></td><td></td></tr> </table> | | | | | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 | 11 | 12 | 13 | 14 | 15 | 16 | 17 | 18 | 19 | 20 | 21 | 22 | 23 | 24 | 25 | 26 | 27 | 28 | | | | |
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| 25 | 26 | 27 | 28 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

JANUARY

Mark your calendars for these SIBA meetings. Members should feel free to call the SIBA office for details on any of the meetings listed on these calendars, or for dates of future events.

PRESIDENT'S,

continued from cover

builder members.

The Parade of Homes was also a success, and continues to grow. Plans are already underway for the 2007 Parade.

The new insurance program is taking off like wildfire, and is a blessing for many, many SIBA members. This is something association members have been asking for, for a long time. And finally the association delivered a program that fits the home builder! If you haven't looked into this program, you need to.

I want to thank all the chairs and individuals who worked tirelessly on 2006 committees. It's easy to assume things just happened to go well, and take it all for granted. But the fact of the matter is that nothing goes well without the dedication and effort of the people on the committees. Thanks also to their employers who allowed them the time to attend meetings and work on this year's projects.

Thanks to Mike Zehner for serving as Membership Chairman. Jeff Happe and Ann Marie Dougan did a great job co-chairing the 2006 Parade of Homes. Danny Davis

served as Golf Chairman, and did a wonderful job with two outings in 2006. Ron Dauby and Dave McClary co-chaired the Codes Committee, continuing the special meetings with inspectors, as well as started the amendment process for the next code.

Thanks also to Jennifer Mitchell! In addition to serving as the Christmas Dance Chair, Jennifer is one of SIBA's most valuable volunteers, and works hard on other facets of the organization, too. If you've had your eyes closed for the past few years, Jennifer is the icon who sells the 50-50 tickets at the membership meetings.

I also want to thank Shannon Frank who serves as the Legal Advisor for the SIBA, and our Board of Directors. Shannon has volunteered her time and expertise on home building issues, including the QABS program for Builder members. It's no mystery to me that she won the Associate of the Year.

The 2006 officers did a wonderful job planning and preparing for each month's meetings and events. We carried out some fantastic new programs. Jeff Happe was Vice President, and will do a great job leading the organization in 2007. I have complete confidence in Jeff. Thanks also to Max Jones, Heritage Federal Credit Union,

and John Graupner, Lowes Home Center. From check signing to extra meetings of the Executive Committee, these are the guys who put in the extra miles and hours for success.

I also need to credit the SIBA staff. Shannon Holt and Nancy Maiden at the SIBA office are very friendly and get the job done. And Bill Pedtke doesn't even get in their way. So, I want all our members to know that the staff makes serving in a leadership role for the association as easy as it can be. So I encourage everyone to be involved in this great association. It really pays off.

Merry Christmas to all!



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 River City Elevator Co. Inc.
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 Schindler Htg. & A/C, Inc.
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 Seward Sales
 Shelter Distribution
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 Sprint Business Solutions
 Sprint Nextel
 Stemaly Excavating, Inc.
 Sticks & Stones Landsc. Materials
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 Sugarbaker's Home Fashion
 Sun Windows, Inc.
 Sunburst Stained Glass
 Sunrise Carpets
 Superior Deck & Fence Co.
 Swat Pest & Lawn Mgmt.
 Synthetic Stone, Inc.
 The Home Plan Co.
 ThermalCell Insulation LLC
 Thriftway Inc.
 Tracy Zeller Home
 Tri State Satellite & Home Theater
 Truss Systems, Inc.
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