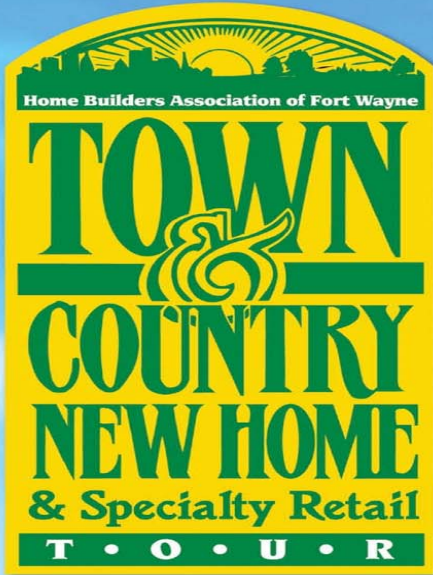


Floor Plans • Locator Maps • Builder Info



2011 Spring Buyer's Guide
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FREE Admission

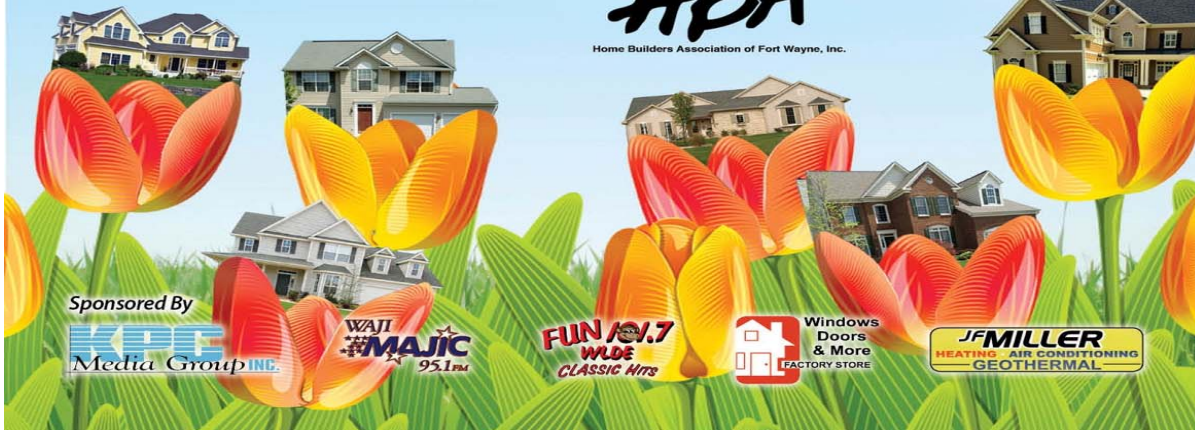
30 Homes • 8 Villas
 3 Subdivisions • 7 Specialty Retailers
(Store Hours Vary)

fortwaynetownandcountry.com



Home Builders Association of Fort Wayne, Inc.

**See Participants
 on Page 3**



What's Inside...

April GMM..... 5
 Associate of the Month..... 19
 Association Activities 6
 Board of Directors Minutes 26
 HBA Member Benefits 23
 Member (able) Notes..... 9
 Lumber Cost Update 27
 March Networking at 5 Recap.. 20
 Membership Directory Changes.. 9
 Membership Update..... 7

New Membership8
 Permit Activity (February). 16—18
 Presidents Pen.....4
 Spike Club.....22
 Sponsorship Opportunities.. 10-14



Home Builders Association
 of Fort Wayne

Please Route:

Name	Date
_____	_____
_____	_____
_____	_____
_____	_____



2011 HBA Executive Officers

President – **Craig Yoder**
Colonial Development, Inc.

Vice President – **Jamie Lancia**
Lancia Homes

Treasurer – **Charlie Giese**
Westport Homes of Fort Wayne, Inc.

Secretary – **Tamra Stier**
Rockfield Realty Group

Immediate Past President – **Jay Shipley**
Bob Buescher Homes, Inc.

The IMPACT is published by the

305 West Main Street
Fort Wayne, IN 46802
Phone: (260) 420-2020
Fax: (260) 426-0640
maurine@hbafortwayne.com
michelle@hbafortwayne.com
www.hbafortwayne.com

Impact is published 10 times a year and is sent to all members in good standing. HBA membership is open to all builders and businesses who benefit from new residential construction in northeastern Indiana. Subscription to Impact is included in your membership dues. Advertising space in Impact is open to HBA members only and can be obtained throughout the year.

HBA Staff

Maurine Holle, Executive Director
Michelle Hoover, Services Director

Tax Ruling—Lobbying expenses are no longer deductible as a Business Expense. When you calculate your business deduction for your Association Dues, you must subtract \$27.00 of NAHB's \$150 Dues (18%) and \$8.00 of IBA's \$160 Dues (5%) as nondeductible.

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2011 Spring Town & Country New Home & Specialty Retail Tour Participants

HOMES

<u>Builder</u>	<u>Subdivision</u>	<u>Address</u>	<u>Zip</u>
1 Bob Buescher Homes	Azbury Park	11404 Nightingale Cove, Roanoke	46783
2 Bob Buescher Homes	Grey Oaks	2816 Black Goose Boulevard	46814
3 Bob Buescher Homes	Valencia	7201 Allenbrook Boulevard	46835
4 Carriage Place Homes, Inc.	Bridgewater	1619 Waxwing Court	46814
5 Carriage Place Homes, Inc.	Watersong	12927 Jade Cove	46845
6 D & D Signature Homes	Sorrento	5008 Sorrento Boulevard	46845
7 Delagrangre Homes, LLC	The Enclaves	9157 Landin Pointe Boulevard, New Haven	46774
8 Granite Ridge Builders, Inc.	Hamilton Meadows	104 Greenpointe Parkway	46814
9 Granite Ridge Builders, Inc.	Metes & Bounds	11103 Kress Road, Roanoke	46783
10 Granite Ridge Builders, Inc.	Pinestone	9591 Falcon Way, New Haven	46774
11 Granite Ridge Builders, Inc.	Sorrento	13312 Dolcetto Cove	46845
12 Granite Ridge Builders, Inc.	Towne Square	14911 Towne Park Run, Huntertown	46748
13 Granite Ridge Builders, Inc.	Wescott Ridge	8426 Forsythia Court	46818
14 Heller Homes	Veracruz	13321 Veracruz Drive	46814
15 J & K Contractors	Sorrento	5122 Rotaliano Court	46845
16 Lancia Homes	Coves at Brooks Crossing	12057 Firekat Cove	46845
17 Lancia Homes	Cypress Pointe	15360 Cypress Pointe Drive	46818
18 Lancia Homes	Towne Square	15228 Towne Gardens Court, Huntertown	46748
19 Maggos Builders, Inc.	Mallards Lake	6916 Harlequin Court	46845
20 Nixon Homes, Inc.	Deussenberg Extension	1602 Duesenberg Drive, Auburn	46706
21 Nixon Homes, Inc.	Hunters Glen	1921 Thoroughbred Lane, Auburn	46706
22 Quality Crafted Homes, Inc.	Honeysuckle	11828 Distant Hills, Spencerville	46788
23 Quality Crafted Homes, Inc.	Honeysuckle	17317 Mending Fences, Spencerville	46788
24 Quality Crafted Homes, Inc.	Valencia	7202 Allenbrook Boulevard	46835
25 Slattery Builders	The Point at Twin Eagles	16254 Gemma Pass, Huntertown	46748
26 Star Homes by Delagrangre & Richhart	Azbury Woods	10835 Azbury Boulevard, Roanoke	46783
27 Westport Homes of Fort Wayne	Brickshire Village	3830 Stanton Hall Parkway	46815
28 Westport Homes of Fort Wayne	Morgan Creek	4601 Anglers Lane	46808
29 Westport Homes of Fort Wayne	Shearwater	11919 Shearwater Run	46845
30 Windsor Homes by Jeff Gilmore	Lakes of Jonathans Landing	1514 Cypress Spring Drive	46814

VILLAS

<u>Builder</u>	<u>Subdivision</u>	<u>Address</u>	<u>Zip</u>
1 Carriage Place Homes, Inc.	Courtyards at Dawson's Creek	228 Corner Stone Parkway	46825
2 Colonial Homes, Inc.	The Estuary at Twin Eagles	16114 Ballantyne Trail, Huntertown	46748
3 Delagrangre Homes, LLC	Harrington	1524 Chesnee Lane, New Haven	46774
4 Granite Ridge Builders, Inc.	Classic Heights	15827 Continental Boulevard, Huntertown	46748
5 Star Homes by Delagrangre & Richhart	Villas at Foxwood	8501 Valencia Place	46835
6 Stopher Builders, Inc.	Landin Meadows	3370 Brantley Drive, New Haven	46774
7 Windsor Homes by Jeff Gilmore	Preserves of Twin Eagles	15825 Winterberry Court, Huntertown	46748
8 Colonial Homes, Inc.	The Heritage of Fort Wayne	8232 Covenant Lane	46835

SUBDIVISIONS

<u>Developer</u>	<u>Subdivision</u>	<u>Zip</u>
1 Sturges Development Group	Buckner's Crossing	46818
2 Sturges Development Group	Greenwood Lakes	46774 New Haven
3 Sturges Development Group	Prairie Meadows	46783 Roanoke

SPECIALTY RETAIL

<u>Company</u>	<u>Address</u>	<u>Zip</u>
1 Windows, Doors & More	1121 W. Washington Center Road	46825
2 Home Lumber of New Haven	2101 Lincoln Highway East	46774 New Haven
3 Colvin Kitchen & Bath	1314 E. State Boulevard	46805
4 Trinity Home Design Center	11034 Lincoln Highway East	46774 New Haven
5 Bushey's Windows, Doors & Sunrooms	1701 Fairfield Avenue	46802
6 Wabash Electric Supply, Inc.	4621 Executive Boulevard	46808
7 Champion of Fort Wayne	2226 Research Drive	46808



President's Pen

By Craig D. Yoder, HBA President

At our April 20, 2011 General Membership Meeting we will have the honor of having three of the Republican Candidates for Mayor of the City of Fort Wayne at our luncheon. Each of the three candidates will be addressing the attendees with emphasis on issues relevant to the building industry.

The three candidates are Liz Brown – current City Council member, Eric Doden – local Fort Wayne businessman and Paula Hughes – Former County Council Member.

I would like to encourage everyone to attend to show interest and concern for our industry and the City of Fort Wayne. It is quite likely that one of these candidates will be the challenger to the incumbent Democratic mayor Tom Henry in the fall election.

Please make a point to be at Goeglein's Reception Hall at 11:00 to network, register and meet the candidates prior to their addressing the attendees. The General Membership Meeting will begin promptly at 11:30 with each candidate addressing the Home Builder's Association between 11:30 and 12:00 because of their schedule at this busy time of year leading up to the primary voting day on May 3, 2011.

Should any of the Home Builder's Association membership chose to make a voluntary contribution to the HBA of Fort Wayne Political Action Committee, please contact the HBA office for further information. The Political Action Committee makes an attempt to understand each of the candidate positions (regardless of political affiliation) on building industry issues and provides financial support for their candidacy as the committee deems appropriate.

Respectfully,
Craig D. Yoder

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April General Membership Meeting & Luncheon



Home Builders Association
of Fort Wayne

Wednesday, April 20, 2011
Goeglein's—7311 Maysville Road
11:00 a.m.—Registration / Networking
11:30 a.m.—Mayoral Candidates Speak
12:00 Noon—Lunch / Meeting

Event Sponsors



Mayoral Candidates



Liz Brown

Eric Doden

Paula Hughes

Reservations are required – Lunch Included
\$15 / person before deadline of **April 15th.**
\$20 / person after April 15th if space is available.
No Refund on cancellations after April 15th.

Bring Business Card to Event for Door Prize Drawings
Sponsored by: Garrett State Bank, 2-10 Home Buyers Warranty
and Upstate Alliance of Realtors

April General Membership Meeting & Luncheon

Return this form with check to: Home Builders Association
305 West Main Street · Fort Wayne, IN 46802

Reservation Deadline: April 15, 2011
\$15/person · Reservations are required

Company _____

Contact _____ Phone _____

of people _____ at \$15 each = \$ _____

_____ Check Enclosed

Please call the HBA Office to pay with Visa/Mastercard—420-2020
Please list who will be attending on the reverse side



Home Builders Association
of Fort Wayne

Association Activities

By Maurine Holle, Executive Director

The HBA of Fort Wayne now accepts **VISA** and **Mastercard** as a form of payment for events and membership dues.

RECRUIT AND WIN

WIN SEARS COMMERCIAL GIFT CERTIFICATES AT YEAR END DRAWING FOR RECRUITING NEW MEMBERS!

Win a \$500 certificate (one ticket in drawing for each new member recruited). The top three recruiters will also receive Sears Commercial gift certificates in the amount of \$250, \$150 and \$100.



TICKETS EARNED TO DATE:

Rob Wacker—Windsor Homes by Jeff Gilmore—2
 Jim Bushey—Bushey's Windows, Doors & Sunrooms—1
 Craig Yoder—Colonial Development, Inc.—1
 Jeff Thomas—Oakmont Development—1
 Jamie Lancia—Lancia Homes—1
 Gregory Gerbers—The DeHayes Group—1
 Herb Delagrange—Delagrange Homes, LLC—1

MIKES CARWASH BOOKLETS!

Booklets of 5 washes for \$25 are available to purchase at the HBA Office.

BUILDERS &



ASSOCIATES

Do Business with a MEMBER

APRIL 2011 CALENDAR OF EVENTS

April 12	HBA Board Meeting HBA Office—7:30 am
April 15	Reservation Deadline for April General Membership Meeting
April 20	HBA April General Membership Meeting—11:00 am Goeglein's 7311 Maysville Road
April 26	Homes of Our Own School Program Eel River Elementary—12:30 pm
April 27	Homes Of Our Own School Program Aboite Elementary—9:30 am



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MEMBERSHIP RECRUITING NEWS

— MEMBERSHIP RENEWALS —

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Creative Wall Designs
Dickmeyer & Associates Engineers-Surveyors
Fox Contractors Corp.
H.F.M. Enterprises, Inc.
Floyd Henney Builders, Inc.
Ideal Suburban Homes, Inc.
Interior Products Supply
Mark Lengacher General Contractor, Inc.

Menards – Meijer Drive
Old Fort Supply Company
Sanco Industries, Inc.
Sistevaris Builders, LLC
Slattery Builders, LLC
Sturges Development Group
WaterFurnace International, Inc.
Wayne Kitchen & Bath Works
Windsor Homes by Jeff Gilmore
Woodmark Homes, Inc.

?? MEMBERS RENEWING ??

If you associate with these companies, please call and encourage them to continue their membership!

Accent Cabinet Company
Buttermore Appliance
Century 21 Bradley Realty, Inc.
Classic Stereo & Video
Cumberland Millwork and Supply, Inc.
Earth First, LLC
Geiger Excavating, Inc.
Lang Construction
Merkle Audio Video

Brad D. Miller Enterprises, Inc.
John & Lewis Miller Construction
Multi-Media Solutions, Inc.
Norandex Distribution, Inc.
Southwest Development Group
Springfield Enterprises, Inc.
Star Financial Bank
Verizon Wireless
Washler Construction, Inc.

ATTENTION HBA MEMBERS:

New Benefit (Do Business with a Member)

On behalf of our Members, the HBA will send out twice a year (per member) an email blast promoting your business, special product promotion, business event, etc. Please forward your information in a JPEG format to michelle@hbafortwayne.com. The HBA will not promote non-building related information. Call the HBA Office if you have any questions.

New HBA MEMBERSHIP

Associate Members

Frazier Design & Renovations

Contact: Mike Frazier

9131 Rothman Road

Fort Wayne, IN 46835-9759

Phone: (260) 486-9759

Fax: (260) 486-9759

Mobile: (260) 433-4096

mfrazier@comcast.net

Sponsor: Rob Wacker

We have been in business for 26 years as a mowing, and landscape contractor. Now we have left the mowing market and focus only on design and renovation of new and existing homes. We have also had good results with constructing paver patios and walkways.



Stone Mill Hardware

Contact: Lori Lewis

3140 Crows Nest Lane

Hamilton, MI 49419-9662

P: (269) 751-6575

F: (269) 751-6576

M: (717) 480-6141

loriwithsmh@aol.com

www.stonemillhardware.com

Sponsor: Herb Delagrange

Since 2008, Stone Mill Hardware has supplied home builders and homeowners with a fresh selection of cabinet hardware designs enhanced with the most desirable finishes offered today. Stone Mill Hardware is dedicated to producing premium cabinet hardware with the greatest attention to detail. Our collection includes a broad array of unique designs ranging from classic to modern. These exclusive designs are sure to complement the personal style of every customer.



Our corporate office and modernized warehouse facility is located in South Central Pennsylvania. From here we utilize an advanced order management system which allows all orders to be processed, packaged and shipped the same day.

Stone Mill Hardware is committed to innovative design, superior quality and elegant style backed by exceptional customer service. We create the kind of quality you can see and feel. See our full product line at www.StoneMillHardware.com.

***Perseverance is not a long race;
it is many short races one after another.***

Walter Elliott

DIRECTORY CHANGES

Builder Members

Amstutz Homes, Inc.

Address Change:
7406 Hosler Road
Leo, IN 46765-9550

Floyd Henney Builders, Inc.

E-Mail Change: floydhenney@gmail.com

Associate Members

Commonwealth / Dreibelbiss Title Co.

Company Name Change:
Dreibelbiss Title Company, Inc.

Crossgrove Decorators, Inc.

Company Name Change:
Gary Crossgrove Painting

Address Change:
3805 Union Chapel Road
Fort Wayne, IN 46845-9683

The Grabill Cabinet Company, Inc.

Contact Change: Martin Heiny
E-Mail Change: martinh@grabillcabinets.com

Residential Warranty Company, LLC

Contact Change: Jana Watts
Address Change:
3 Pleasant Road
High Bridge, NJ 08829-1617
Phone Change: (908) 638-0473
Remove Fax # Remove Mobile #
E-Mail Change: jana.watts@rwcwarranty.com

**Please notify the HBA Office at
(260) 420-2020 of any
changes in your ...**

- ✓ business name
- ✓ mailing address
- ✓ contact person
- ✓ phone/fax number
- ✓ email/website address



Member(able) Notes

Grabill Cabinets Adds to Showroom Staff Renee Schutte Joins the Grabill Cabinetry Team

Elkhart, IN, February 24, 2011 – Renee Schutte joins the Grabill Team as a Sales and Design Consultant. Renee brings with her over 15 years of experience in kitchen and bath design with Michigan markets, including sole ownership of Kitchens by Renee since 2008. Prior to opening Kitchens by Renee, she spent 12 years as a kitchen designer with Advance in Gaylord, Michigan. She got her start in the kitchen and bath industry with Sweet Kitchen Center in Petoskey, Michigan. Renee will be available for consultation with clients during the Grabill Cabinet Showroom's regular hours or by appointment at (260) 627-0931.

Grabill Cabinets is a familiar name in the world of high-quality, custom-crafted cabinetry, furniture and millwork. From its headquarters in the heart of the Midwest, Grabill has created cabinetry, architectural elements, and fine furniture since 1946 when Vilas Schertz began building useful things for his friends. Grabill's 170,000 square foot production facility, complete with lumber division, ensures the fastest lead time in the industry for custom products.

HBA MEMBERS AWARDED CERTIFIED AGING-IN-PLACE SPECIALIST (CAPS) DESIGNATION

Fort Wayne, March 24, 2011—Home Builders Association of Fort Wayne members Barclay Allen, GMB, CGB, CGP, CAPS, of Timberlin Homes, LLC, Herb Delagrang, CGP, CAPS of Delagrang Homes, and Brad Wallace, CGP, CAPS of Granite Ridge Builders recently joined the select group of professionals nationwide who have earned the Certified Aging-in-place Specialist (CAPS) designation.

The CAPS designation program teaches the technical, business management and customer service skills essential to compete in the fastest growing segment of the residential remodeling industry—home modifications for the aging-in-place. The CAPS designation identifies building industry professionals that have trained to help retirees and older adults remain in their homes safely, independently and comfortably, regardless of income or ability level, and continue to live in a familiar environment throughout their maturing years.

2011 HBA Sponsorship Opportunities

Please fill out the attached sheets and return to the HBA Office if interested in sponsoring any upcoming event(s). All event sponsors will receive recognition at the event, announced on the flyer (when available), and recognition in the IMPACT newsletter.

Return to: Home Builders Association 305 West Main Street, Fort Wayne IN 46802
 Fax (260) 426-0640

Company _____ **Contact** _____

Phone _____ **Invoice (prior to event)** _____ **MasterCard/Visa** _____

May 14 & 15 2011 Spring Town & Country New Home & Specialty Retail Tour
& May 21 & 22 Sponsors Receive: Name/Logo on all Media, Advertising, Planbook, TV, Radio,
 Website & Bus Huts

Event Sponsors—6 @ \$2500

- | | |
|--|------------------------------------|
| 1. KPC Media Group | 2. Windows Doors & More |
| 3. J.F. Miller, Heating, Cooling & Geothermal | 4. WLDE |
| 5. WAJI | |

May—TBA HBA Networking At 5pm
Sponsored By: _____

- Door Prize Sponsors 1. **Garrett State Bank**
 2. _____

June 9 Summer Golf Outing—Cedar Creek Golf Club—10000 Garman Road, Leo

Event Sponsors—3 @ (\$500) 1. _____

Lunch Sponsors—5 @ (\$300) 1. _____

Beverage Cart Sponsors—2 @ (\$300) 1. _____
 2. _____

Bottled Water Sponsor **Aqua Systems**



Showcase Hole Sponsors (\$300)

– Staffed hole with your product/service on display. Hole Sponsor provides winner prize.

- | | |
|---|----------------------------------|
| Hole # 2 (Hole In One) _____ | Hole # 7 (Longest Drive) _____ |
| Hole # 9 (Longest Putt) DeHayes Group-Greg Gerbers | Hole # 13 (Closest to Pin) _____ |
| Hole # 16 (Longest Drive) _____ | Hole # 18 (Longest Putt) _____ |

Hole Sponsors (\$100)—Sign at Hole

- | | |
|--|---|
| Hole # 1 JF Miller Heating Cooling & Geothermal | Hole #3 JF Miller Heating Cooling & Geothermal |
| Hole # 4 JF Miller Heating Cooling & Geothermal | Hole #5 JF Miller Heating Cooling & Geothermal |
| Hole # 6 JF Miller Heating Cooling & Geothermal | Hole #8 JF Miller Heating Cooling & Geothermal |
| Hole #10 JF Miller Heating Cooling & Geothermal | Hole#11 JF Miller Heating Cooling & Geothermal |
| Hole #12 Fire & Ice Heating / Cooling | Hole#14 JF Miller Heating Cooling & Geothermal |
| Hole #15 JF Miller Heating Cooling & Geothermal | Hole#17 JF Miller Heating Cooling & Geothermal |

Door Prize Sponsors _____ Cash Door Prizes (\$25 Min.) _____

2011 HBA Sponsorship Opportunities

July—TBA

HBA Networking At 5pm

Sponsored By: _____

Door Prize Sponsors 1. **Garrett State Bank**
2. _____

August—TBA

HBA Networking At 5pm

Sponsored By: _____

Door Prize Sponsors 1. **Garrett State Bank**
2. _____

October 11

HBA Fall Golf Outing—Cedar Creek Golf Club—10000 Garman Road, Leo

Event Sponsors—3 @ (\$500) _____
Snack Bag Sponsor—1 @ (\$250) _____
Beverage Cart Sponsors—2 @ (\$300) _____
Bottled Water Sponsor **Aqua Systems**



Showcase Hole Sponsors (\$300)

– Staffed hole with your product/service on display. Hole Sponsor provides winner prize.

Hole #2 (Hole In One) _____	Hole # 7 (Longest Drive) _____
Hole #9 (Longest Putt) DeHayes Group-Greg Gerbers	Hole # 13 (Closest to Pin) _____
Hole #16 (Longest Drive) _____	Hole # 18 (Longest Putt) _____

Hole Sponsors (\$100)—Sign at Hole

Hole # 1 Garrett State Bank	Hole # 3 _____
Hole # 4 _____	Hole # 5 _____
Hole # 6 _____	Hole # 8 _____
Hole # 10 Garrett State Bank	Hole # 11 _____
Hole # 12 Fire & Ice Heating / Cooling	Hole # 14 _____
Hole # 15 _____	Hole # 17 _____

Door Prize Sponsors 1. **Garrett State Bank** Cash Door Prizes (\$25 Min.) _____
2. _____

November General Membership Meeting—TBA

Event & Speaker Sponsors—4 @ \$250
(Sponsors will receive name on banner and 5 minutes at the podium at event)
1. **DeHayes Group—Greg Gerbers**
2. _____



Door Prize Sponsors 1. **Garrett State Bank**
2. _____

TBA—HBA 2012 Gala & Inaugural Ceremony

Event Sponsors – 25 @ \$300 1. **DeHayes Group—Greg Gerbers**
2. _____

Door Prize Sponsors _____



2011 Parade of Homes - Valencia

Rothman Road (East of Maplecrest Road)

Friday, September 23 – VIP Preview Party – 6 pm – 9 pm

Open to Public – Saturday, September 24 – Sunday, October 2

Daily Hours: Noon – 9 pm, Sundays: Noon – 6 pm

Sponsorship and Participation Opportunities:

Major Event Sponsor (4) @ \$5,000

1. **Windows Doors & More**
2. **City of Fort Wayne**
3. _____
4. _____

Includes:

- Name & logo on all printed materials including planbook, all printed media, advertising—TV, radio, bus huts (TBD), billboards (TBD), and publicity
- Banner displayed at entrance to Parade of Home site
- Name and logo displayed on parade web site
- Up to 3 sponsor “greeters” on site
- Introduction at the VIP Preview Party
- Recognition in the Official Parade of Homes Planbook, Impact Newsletter and Monday Morning Blasts
- Name and logo on goody bags distributed to all visitors
- 10 tickets to VIP Preview Party and 10 General Admission Tickets
- 25% up-charge for non-HBA member participation

Platinum Event Sponsor (6) @ \$2,500

1. _____

Includes:

- 10 x 10 booth in vendor tent
- Banner at Parade of Homes site
- Name and logo on Official Parade of Homes planbook and all printed media
- Name and logo displayed on Official Parade of Homes website
- 2 representatives on-site
- Introduction at VIP Preview Party
- Name and logo on goody bags distributed to all visitors
- Recognition in the Impact Newsletter and Monday Morning Blasts
- 6 tickets to VIP Preview Party and 6 General Admission Tickets
- 25% up-charge for non-HBA member participation

Preview Party Sponsor (1) @ \$2,500 — **Barrett & McNagny, LLP**

Includes:

- Name and logo printed on VIP Preview Party invitation and VIP Preview Party tickets
- Recognition and banner at VIP Preview Party
- Opportunity to speak at VIP Preview Party awards ceremony
- Recognition in Official Parade of Homes planbook, Impact Newsletter and Monday Morning Blasts
- 10 tickets to VIP Preview Party and 6 General Admission tickets
- 25% up-charge for non-HBA member participation

2011 Parade of Homes - Valencia

Rothman Road (East of Maplecrest Road)

Friday, September 23 – VIP Preview Party – 6 pm – 9 pm

Open to Public – Saturday, September 24 – Sunday, October 2

Daily Hours: Noon – 9 pm, Sundays: Noon – 6 pm

Sponsorship and Participation Opportunities:

Trash Service Sponsor – National Serv-All

In-Home Vendor Display—\$1,500 (12 available)

1. **Slattery Builders, LLC—Masters Heating & Cooling, Inc.**
2. _____

Includes:

- Opportunity to have an 8 x 10 booth space in parade home garage which includes: electrical power, 6 ft. skirted table, 2 chairs
- One representative showcasing product/service in the parade home
- 4 tickets to VIP Preview Party
- Recognition in Official Parade of Homes planbook, Impact Newsletter and Monday Morning Blasts
- 25% up-charge for non-HBA participation

**Vendor Display Tent—(28 Booths Available)—\$500 Early Bird Special
—\$550 After April 15th**

Booth #1 _____

Booth #3 _____

Booth #5 **Best Blinds**

Booth #7 **Fire & Ice Heating/Cooling**

Booth #9 _____

Booth #11 _____

Booth #13 **Brown Construction, Inc.**

Booth #15 **Windows, Doors & More**

Booth #17 _____

Booth #19 _____

Booth #21 **Nob Brick & Fireplaces**

Booth #23 _____

Booth #25 _____

Booth #27 **Audio Video Lifestyles**

Booth #2 _____

Booth #4 _____

Booth #6 **Bushey's Windows, Doors**

Booth #8 **Aqua Systems**

Booth #10 _____

Booth #12 **Culligan Water Conditioning**

Booth #14 **Upstate Alliance of Realtors**

Booth #16 **Windows Doors & More**

Booth #18 _____

Booth #20 **Tong Rock, Inc.**

Booth #22 _____

Booth #24 _____

Booth #26 _____

Booth #28 **Audio Video Lifestyles**

Includes:

- Vendors display product and/or service in 10 x 10 booth which includes: electrical power, 6 ft. skirted table, 2 chairs, full back drape, ½ side drape, carpet
- Clearly marked Entrance and Exit – to assure ALL visitors to the Parade of Homes are required to pass through the tent and your booth to access parade site
- Recognition in Official Parade of Homes Planbook, Impact Newsletter and Monday Morning Blasts
- 2 Free tickets to VIP Preview party
- 25% up-charge for non-HBA member participation

2011 Parade of Homes - Valencia

Rothman Road (East of Maplecrest Road)
Friday, September 23 – VIP Preview Party – 6 pm – 9 pm
Open to Public – Saturday, September 24 – Sunday, October 2
Daily Hours: Noon – 9 pm, Sundays: Noon – 6 pm

Sponsorship and Participation Opportunities:

Volunteer Ticket Takers:

(Volunteer companies will be recognized by signage at ticket tent and in the Official Parade of Homes planbook). Shifts available for full day or ½ day shifts – 11:45 am – 4 pm and 4 pm – 8 pm. Minimum of 3 people per shift.

Friday, September 23 (5:45 pm—8 pm)
Saturday, September 24 (11:45 am—8 pm)
Sunday, September 25 (11:45 am—6 pm)
Monday, September 26 (11:45 am—4 pm)
Monday, September 26 (4 pm—8 pm)

Tuesday, September 27 (11:45 am—4 pm)
Tuesday, September 27 (4 pm—8 pm)
Wednesday, September 28 (11:45 am—4 pm)
Wednesday, September 28 (4 pm—8 pm)
Thursday, September 29 (11:45 am—4 pm)
Thursday, September 29 (4 pm—8 pm)
Friday, September 30 (11:45 am—8 pm)
Saturday, October 1 (11:45 am—4 pm)
Saturday, October 1 (4 pm—8 pm)
Sunday, October 2 (11:45 am—6 pm)

Summit Mortgage
Carter Lumber
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Participating Builders In Show

Bob Buescher Homes, Inc.	Delagrange Homes, LLC
Lancia Homes	Slattery Builders, LLC
Windsor Homes by Jeff Gilmore	Westport Homes of Fort Wayne

ORGANIZING MAIL

HANDLE EACH PIECE OF MAIL ONLY ONCE BY PRACTICING THE FOUR D'S:

Do it now (pay the bill, answer the letter).

Delegate (pass on for someone else to handle).

Delay it (put it in project file to deal with).

Dump it (into the trash can).

HOMeward BOUND WALKATHON



SUNDAY, APRIL 17, 2011

Headwaters Park, Fort Wayne

Noon—1:30 pm—Registration

1:30 pm Greetings from Dignataries

2:00 pm—Walk Starts

3:30 pm Awards Ceremony & Entertainment



If you are interested in walking or making a contribution* contact Maurine Holle at the HBA Office 420-2020 by April 1st.

* Pledge forms also available to support Cedars Hope**—supporting housing for women living with mental illness.

** "Come and See" open houses on 2nd and 4th Sundays 1:30 to 3:00 pm at 527 West Berry Street.

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ALLEN COUNTY BUILDING DEPARTMENT PERMIT ACTIVITY - FEBRUARY, 2011

Project Type Fort Wayne	February Permits	February Est. Cost	2011 Y-T-D Permits	2011 Y-T-D Est. Cost	2010 Y-T-D Permits	2010 Y-T-D Est. Cost
Commercial:						
Addition	2	1,675,000	4	1,830,064	8	1,731,500
Alteration	3	25,500	5	32,550	1	1,000
Apartment	0	-	0	-	0	-
Condominium	0	-	0	-	0	-
Duplex	0	-	0	-	0	-
Garage	0	-	0	-	0	-
Mobile Home	0	-	0	-	0	-
Mobile Office	1	-	4	120,000	0	-
New Building	1	2,300,000	1	2,300,000	3	4,035,000
Other	3	4,000	7	169,000	6	453,150
Pole Building	0	-	0	-	0	-
Remodel	25	1,124,300	57	4,891,550	38	3,426,943
Repair	2	19,300	5	45,300	6	68,510
Reroof	0	-	1	2,500	2	222,007
Siding	0	-	0	-	2	23,192
Storage Bldg.	0	-	1	15,995	0	-
Swimming Pool	0	-	0	-	0	-
Tear Off	3	446,546	4	454,046	3	73,688
Tear Off and Reroof	0	-	0	-	0	-
Warehouse	0	-	0	-	0	-
Wrecking	0	-	0	-	0	-
Comm. Subtotal	40	5,594,646	89	9,861,005	69	10,034,990
Residential:						
Addition	5	37,200	9	853,700	6	122,500
Alteration	22	114,318	39	171,617	43	324,655
Duplex	2	236,884	2	236,884	0	-
Garage	0	-	0	-	1	8,000
Mobile Home	1	20,000	5	65,000	5	66,000
Mobile Office	0	-	0	-	0	-
Modular Home	0	-	0	-	0	-
New Building	4	722,665	9	1,565,399	9	1,649,919
Other	3	7,500	6	13,500	6	26,486
Pole Building	0	-	0	-	1	5,500
Remodel	10	106,279	24	467,773	27	564,018
Repair	16	414,325	48	924,570	29	418,617
Reroof	4	19,664	10	41,621	9	27,408
Siding	3	11,500	11	60,516	9	64,694
Storage Bldg.	0	-	1	1,000	0	-
Swimming Pool	0	-	0	-	0	-
Tear Off	22	118,071	49	274,502	31	163,028
Tear Off and Reroof	0	-	0	-	0	-
Res. Subtotal	92	1,808,406	213	4,676,082	176	3,440,825
Fort Wayne Sub	132	7,403,052	302	14,537,087	245	13,475,815

"Who will build homes tomorrow?"
"Those who protect the industry today."

ALLEN COUNTY BUILDING DEPARTMENT PERMIT ACTIVITY - FEBRUARY, 2011

Project Type Allen County	February Permits	February Est. Cost	2011 Y-T-D Permits	2011 Y-T-D Est. Cost	2010 Y-T-D Permits	2010 Y-T-D Est. Cost
Commercial:						
Addition	0	-	0	-	2	300,000
Alteration	0	-	0	-	0	-
Apartment	0	-	0	-	0	-
Condominium	0	-	0	-	0	-
Duplex	0	-	0	-	0	-
Garage	0	-	0	-	0	-
Mobile Home	0	-	0	-	2	-
Mobile Office	0	-	0	-	4	-
New Building	0	-	1	125,000	1	325,000
Other	0	-	1	-	9	18,018
Pole Building	0	-	0	-	0	-
Remodel	8	1,421,864	13	1,779,864	5	188,400
Repair	0	-	0	-	0	-
Reroof	0	-	0	-	0	-
Siding	0	-	0	-	0	-
Storage Bldg.	0	-	0	-	1	25,000
Swimming Pool	0	-	0	-	0	-
Tear Off	0	-	0	-	0	-
Tear Off and Reroof	0	-	0	-	0	-
Warehouse	0	-	0	-	0	-
Wrecking	0	-	0	-	0	-
Comm. Subtotal	8	1,421,864	15	1,904,864	24	856,418
Residential:						
Addition	4	568,588	9	649,588	15	238,380
Alteration	3	31,915	8	94,812	11	127,975
Duplex	0	-	0	-	0	-
Garage	1	57,965	5	136,865	1	9,950
Mobile Home	3	29,000	8	169,000	6	109,000
Mobile Office	0	-	0	-	0	-
Modular Home	0	-	0	-	1	225,000
New Building	38	7,219,156	65	13,771,785	91	14,896,998
Other	3	212,900	7	212,900	7	1,006,100
Pole Building	2	267,000	5	364,500	3	61,800
Remodel	5	11,792	11	111,177	13	168,000
Repair	4	129,000	12	493,975	4	75,300
Reroof	1	7,500	3	19,800	0	-
Siding	1	18,500	3	34,413	3	30,365
Storage Bldg.	0	-	1	16,960	2	11,000
Swimming Pool	1	80,000	2	118,000	1	49,000
Tear Off	4	31,259	14	99,711	2	9,000
Tear Off and Reroof	0	-	0	-	0	-
Res. Subtotal	70	8,664,575	153	16,293,486	160	17,017,868
Allen County Subtotal	78	10,086,439	168	18,198,350	184	17,874,286
Grand Total	210	17,489,491	470	32,735,437	429	31,350,101

"Life is 10 percent what you make it
and 90 percent how you take it."

Building Permit Activity FEBRUARY 2011

Applicant	Address	Uni	\$	HBA	Township	PERRY TOWNSHIP (Cont.)										
ALLEN COUNTY						Granite Ridge Builders, Inc. 15051 Towne Park	1	141,700	Perry							
ABOITE TOWNSHIP						Granite Ridge Builders, Inc. 16265 Gemma Pa	1	359,900	Perry							
Bushey's Windows, Doors	18628 Springberry I	1	112,000		Aboite	Granite Ridge Builders, Inc. 15001 Towne Park	1	141,700	Perry							
Carriage Place Homes, Inc.	1525 Galapagos D	1	236,000		Aboite	Granite Ridge Builders, Inc. 14962 Towne Park	1	141,700	Perry							
Granite Ridge Builders, Inc.	13776 Green Park	1	141,700		Aboite	Granite Ridge Builders, Inc. 15815 Continental	1	141,700	Perry							
Granite Ridge Builders, Inc.	104 Greenpointe F	1	142,900		Aboite	Lancia Homes	819 Dantes Voyag	1	155,700	Perry						
Granite Ridge Builders, Inc.	470 Greenpointe F	1	141,698		Aboite	Lancia Homes	12176 Firekat Cov	1	162,640	Perry						
Granite Ridge Builders, Inc.	13702 Green Park	1	141,500		Aboite	Lancia Homes	13219 Winding Vin	1	244,900	Perry						
Heller Homes	8505 Springberry I	1	130,900		Aboite	Lancia Homes	11002 Knollton Ru	1	155,900	Perry						
Heller Homes	9003 Strathmore L	1	111,000		Aboite	Nussbaum, Catherine A.	15715 Tawney Eaç	1	285,248	* Perry						
Imperial Homes	3106 Greythorne C	1	419,000	*	Aboite	Quality Crafted Homes, Inc.	18613 Tonkel Roa	1	350,890	Perry						
Lancia Homes	387 Cabrillo Court	1	142,300		Aboite	Schmucker, Art & Sons	15821 Gunnison R	1	400,000	* Perry						
Lancia Homes	13028 Cocoplum C	1	141,640		Aboite	ST. JOSEPH TOWNSHIP										
Lancia Homes	9028 Merganser L	1	170,000		Aboite	Granite Ridge Builders, Inc.	5844 Rothman Ro	1	155,480	St. Joseph						
Slattery Builders, LLC	2311 Cerreia Way	1	230,900		Aboite	Lancia Homes	7820 Lila Way	1	145,900	St. Joseph						
Slattery Builders, LLC	1513 Galapagos D	1	305,900		Aboite	WASHINGTON TOWNSHIP										
ADAMS TOWNSHIP						Heller Homes	3812 Woodcliffe D	1	101,000	Adams	Buescher, Bob Homes, Inc.	405 Fiddlers Cove	1	180,385	Washington	
CEDAR CREEK TOWNSHIP						ADAMS COUNTY						Westport Homes of Fort W	2132 Morgan Cree	1	145,050	Washington
Granite Ridge Builders, Inc.	6707 Canvasback	1	298,900		Cedar Creek	Ideal Suburban Homes, Inc	136 Chapel Chase	1	122,000	Root	CITY OF AUBURN					
Sickmiller, Gregory	12706 Hardisty Ro	1	140,000	*	Cedar Creek	HUNTINGTON COUNTY				Heller Homes	6349 County Road	1	152,000	Union		
T & M Construction	9510 Yellow Feath	1	210,000	*	Cedar Creek	WHITLEY COUNTY				United Contractors, Inc.	5369 Bear Creek F	1	247,000	Union		
LAKE TOWNSHIP						PERRY TOWNSHIP				Granite Ridge Builders, Inc.	572 Nancyk Crossi	1	142,900	Jackson		
Schmucker Builders LLC	2111 Cedar Ridge	1	94,000	*	Lake	Colonial Homes, Inc.	15721 Tawney Eaç	1	462,430	Perry	Howald, Devon	5386 West - 200 S	1	195,000	* Lancaster	
Schmucker Builders LLC	2127 Cedar Ridge	1	96,000	*	Lake	Fall Creek Homes by Barry	12227 Lanai Drive	1	135,000	* Perry	Wohlford, Jason & Heather	5937 East - 700 Nc	1	139,805	* Jackson	
Sterling Homes, Inc.	2224 Othello Cove	1	100,000	*	Lake	Fall Creek Homes by Barry	12215 Lanai Drive	1	145,000	* Perry	WHITLEY COUNTY					
PERRY TOWNSHIP						Granite Ridge Builders, Inc.	14939 Towne Park	1	141,700	Perry	DreamStyle Homes, Inc.	2871 E. Crescent /	1	100,000	Thorncreek	
Colonial Homes, Inc.	15721 Tawney Eaç	1	462,430		Perry	Granite Ridge Builders, Inc.	14998 Towne Park	1	141,560	Perry	Granite Ridge Builders, Inc.	324 West 500 Nort	1	155,000	Thorncreek	

Jurisdiction Includes—Allen, Adams, DeKalb, Decatur,
Huntington, Wells and Whitley.

* -Denotes NON-HBA Members

Allen County Building Permit Activity Calendar

Type	2009					2010					2011								
	A	S	O	N	D	J	F	M	A	M	J	J	A	S	O	N	D	J	F
Single Family	67	87	46	93	51	29	71	89	51	50	67	52	73	63	40	52	30	32	42
Duplex	NA	NA	NA	NA	NA	0	0	0	0	0	0	0	0	28	0	2	0	0	2
Condo	NA	NA	NA	NA	NA	0	1	0	0	0	0	0	0	0	0	0	0	0	0
Apartments	NA	NA	NA	NA	NA	0	0	0	0	0	0	0	0	4	0	0	0	0	0
Res Add'n. in \$1000	NA	NA	NA	NA	NA	74	352	1057	941	1014	916	819	1281	1413	1368	1016	314	915	606
Res. Repair in \$1000	NA	NA	NA	NA	NA	1223	965	2380	3216	3452	3936	4833	4970	5389	4548	3826	1509	1863	1014
Garages	NA	NA	NA	NA	NA	1	1	7	13	9	10	14	10	12	15	8	2	4	1
Total Dwellings	67	87	46	93	51	29	73	89	51	50	67	52	73	95	40	54	30	32	44



ASSOCIATE *of the* MONTH

The DeHayes Group

Contact: Gregory Gerbers
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Fort Wayne, IN 46804
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Fax: (260) 422-5801
E-Mail: greg@dehayes.com
www.dehayes.com



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Well, I could start by telling you The DeHayes Group was started in 1982 by David DeHayes and since then has grown to one of the largest privately owned independent insurance agencies in northern Indiana representing over 40 carriers. But many of you may already have known that so let's look at some things you may not know or have considered. With today's demands for controlling cost and the changing landscape of your insurance portfolio, you need the right risk management strategy. The DeHayes Group works to guide you through the tough choices and helps you to develop a carefully considered plan of action. As an intermediary working strictly on your behalf, we assume the role of watchdog actively seeking areas of improvement in price, coverage, and service while monitoring the ever changing governmental and industry trends. We offer all lines of insurance including auto, home, health & life, annuities and Long Term Care Insurance. We also offer a special insurance program specifically for the Home Builders Association of Fort Wayne Members.

However, what I really want to do is take this opportunity to say thank you. Thank you to Maurine and Michelle for all their efforts day in and day out in their roles at the Fort Wayne HBA. Their dedication and positive attitudes have helped our organization stay strong, focused and moving forward in these trying times. They continue to find ways to get our members educated, provide support, improve member benefits and hold events while searching for ways to cut expenses.

Also, I want to thank our home builders and subcontractors, who have worked hard during these tough economic times. Making hard decisions such as whether to build a spec home, buy or develop land, hire and/or layoff key employees. Those are only a few one of the many tough decisions that you have had to make. Not to mention the ever-changing government regulations and OSHA enforcement. Thank you just does not seem to say enough for all you've done over the past 4-5 years.

Let's make it a great 2011, building homes, dreams and relationships!

Thank You,
Gregory R. Gerbers, CIC

Ask me about the HBA Fort Wayne Insurance Program!

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IMPORTANT NOTICE: Per NAHB, any recruiter with less than 25 spikes who does not recruit a new member or accumulate retention credits for a year will lose their spike points. Make sure your recruited members are renewing or that you are recruiting a new member into the association!!! Don't lose your spike credits!!

As of 2-28-2011

SPIKE CLUB

- Herb Delagrange..... 430
- Bob Buescher..... 352
- Rob Wacker..... 265
- Jeff Gilmore 264
- Orrin Sessions..... 262
- Roger Delagrange... 237
- Joe Zehr 225
- Duane Kees..... 180
- Matt Momper..... 167
- Jeff Thomas 163
- Jim Klotz..... 158
- Jacob Feichter 149
- Steve Bogenschutz 130
- Jay Shipley..... 119
- Gerri Garrett 92

- Jerry Korte..... 91
- Gerald Hilker..... 81
- Floyd Lancia..... 81
- Meryle Peppler..... 68
- Jim Bauman..... 67
- Gregg Richhart..... 66
- Gary Allen..... 65
- Matt Lancia 63
- Jim Fitzner..... 62
- Gary Furniss..... 61
- Ron Klopfenstein..... 61
- Jim Lancia..... 60
- Lynn Delagrange 58
- Jamie Lancia 48
- Terry Stauffer..... 44
- Larry Delagrange..... 43
- Rodney Robrock 41

- Craig Yoder 41
- Charlie Giese..... 39
- Ric Zehr..... 38
- Dave Graber..... 33
- James Buckhardt 32
- Mark Lengacher 32
- Brad Cayot..... 28
- Barclay Allen..... 26
- Phil Wolf 25

- Brian Miller..... 1
- Josh Neal 2
- Tonja Rutsey 5
- Greg Sistevaris..... 1
- Troy Slattery 2
- Melinda Smith 1
- Jon Sommer..... 1
- Mike Todoran..... 2
- Rick Vondran..... 1

As of 2-28-2011

SPIKE Members

- Lynn Bosler..... 23
- Elizabeth Urschel 22
- Jim Bushey 16
- Tong Nokaya 11
- Terri Taylor 10
- Josh Barkley..... 9
- Chad Delagrange..... 9
- Jeff Godfrey 7

As of 2-28-2011

SPIKE Candidates

- John Bellio 1
- Mike Blee..... 1
- Maurice Byall..... 1
- Sam Etemadi..... 1
- Brian Fisher..... 1
- Gregory Gerbers 1
- Brad Hall..... 1
- Mark Heller 3
- Carl Kindy..... 1
- John Lemler 1

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– THEODORE ROOSEVELT

BUILDERS CAN FIND WAYS TO SAVE MONEY AT TAX TIME

Every builder has go-to tool for certain jobs. But when it comes to dealing with the ever-changing tax code, builders too often lack the tools they need.

Whether you're filing as an individual or as a small business, there's so much going on this year it's even more confusing than usual. This isn't the year to go it alone. But for small business owners who play it smart, there are lots of ways to save money at tax time.

Taxpayers have received some good news already. However, most should not the 2% increase in their 2011 paychecks. This is due to a change in federal law that reduced taxpayer's contributions to Social Security from 6.2% to 4.2% for 2011.

"This means if you earn \$50,000 a year, you will have an extra \$1,000 in your paycheck – or \$600 more than from the Making Work Pay Credit. You can put this money to work by contributing to IRAs and 401(k)s, paying bills or funding a college savings account."

To navigate the rest, here are 10 tips to help you through this tax season:

- 1. You may be able to deduct your home office** – But there's a catch: you can claim the deduction only if you have a room, or a distinct portion of a room, dedicated exclusively and regularly for your main place of business. The rules differ slightly depending on whether you are self-employed or an employee. Running your business from the workbench won't cut it. But if you can document your use of qualifying space, then you should be able to claim the deduction.
- 2. Self-employed health insurance deduction** – This is applicable if you're self employed and pay health insurance premiums for yourself and your family. For 2010, you can also deduct those premiums from your income for purposes of calculating self-employment tax. For 2010 and after, you can deduct the cost of health insurance premiums for your children younger than age 27 at the end of the year, if they don't have access to employer-provided insurance. This applies even if the child is not a dependent for tax purposes.

If you are a small business owner who needs help calculating the potential impact of the new health care law on your business, including premium costs and employee coverage requirements, check out the [calculator from The Tax Institute](#).
- 3. Cell phones can be deducted** – We don't have to tell you how indispensable cell phones are for builders. The good news for 2010 is that you can deduct cell phone expenses related to your business under the regular rules for business property. So, if you purchased a cell phone in 2010 for \$200 and you use the phone entirely for business purposes, then you can deduct up to \$200.
- 4. Start-up business expense deduction increased from \$5,000 to \$10,000 for 2010 only** – If you started a new business in 2010, you may be able to deduct up to \$10,000 in start-up expenses, which includes costs such as advertising and employee training prior to opening the business.
- 5. General business credit modified** – Eligible small businesses may carry back the general business credit for five years instead of one year. So, if you qualify for a credit such as the Energy Efficient Home Credit, but you have low tax liability in 2010, you may be able to carry the credit back to a prior year, such as 2005, and claim a refund.

BUILDERS CAN FIND WAYS TO SAVE MONEY AT TAX TIME

Continued from page 24

For Individuals:

- 6. PMI deduction** – Private mortgage insurance (MPI) premiums on home mortgages issued after December 31, 2006, are deductible for qualifying home owners through 2011 as mortgage interest.
- 7. Energy efficiency credits** – For 2010 filing you can receive an income tax credit of up to \$1,500 if you, as a home owner, installed external windows and doors, insulation, roofing, HVAC and non-solar water heaters that meet specific energy guidelines. Home owners planning ahead should note that the credit will be reduced to \$500 in 2011 and won't be available in 2012. The maximum credit a taxpayer can claim in 2011 is reduced by credits claimed in previous years. A credit for 30% of the cost of some alternative energy equipment such as solar panels and geothermal heat pumps also is available.
- 8. 2008 home buyer credit repayment starts** – If you became a home owner in the past few years you need to remember the distinction between the 2008 and the 2009 and 2010 credits. The 2008 credit was similar to an interest-free loan and taxpayers must begin repaying it with their 2010 tax returns. Taxpayers must repay \$500 (or 1/15th of the credit they claimed) each year for 15 years. If the home is no longer your principal residence, then you have to repay the credit in full with your next tax return. If you claimed the credit in 2009 and 2010 you will not have to repay it unless the house is sold or is no longer your principal residence within three years of purchase.
- 9. Capital gains rates remain the same** – Builders with investments should plan ahead for 2011 as the capital gains rate has not changed, staying at a maximum rate of 15%.

Last but not least:

- 10. 2011 Federal filing deadline is April 18** – This year the filing deadline for federal tax returns is Monday, April 18 because of a city holiday in Washington, D.C. but, remember: some state filing deadlines will remain April 15.

Kathy Pickering is the executive director of [The Tax Institute at H & R Block](#), the go-to source for objective insights on federal and state laws affecting the individual. The Tax Institute is H & R Block's independent research and analysis division, which draws on H & R Block's more than 55 years of experience as one of the world's largest tax services providers.

Did you make your reservation

for the April GMM???

Call the HBA Office!

HBA BOARD OF DIRECTORS MINUTES

March 8, 2011

HBA Office – 7:30am

Attendees: Craig Yoder, Jay Shipley, Maurine Holle, Jamie Lancia, Charlie Giese, Tamra Stier, Chad Delagrange, Gregory Gerbers, Rodney Robrock, Brad Cayot, Sam Schenkel, Katrina Kay, Denny Kees, Jim Bushey, Matt Momper, James Morlan

Absent: Jeff Washler

The meeting was called to order @ 7:30 a.m. by Craig Yoder, President

Concurrence Items:

- Treasurer's Report was accepted as presented.

The minutes for the Board Meeting, February 8, 2011 was accepted as presented.

New Member Report:

- The new members presented are subject to BBB review.

Board members were reminded to contact new members, past members and dropped members on the list.

2011 Spring Town & Country Tour:

- Maurine gave the update of 30 Homes, 8 Villas, 3 Subdivisions and 7 Retail Stops will be participating and more interest is being shown.
 - Full Pages and Covers are Sold, still needing Co-op ads, the deadline is February 18th
- Ad Lab meeting March 17th 8:00 am at HBA office.

Parade of Homes:

- Confirmed builders: Westport Homes of Fort Wayne, Bob Buescher Homes, Inc., Delagrange Homes, LLC, Lancia Homes, Slattery Builders, LLC, Windsor Homes by Jeff Gilmore.
- Bill Swift has advised the HBA to stick to the Policy in place that a builder has to be a member of the HBA to participate in the Parade of Homes.
- Discussion on this matter clarified the Board's position to agree with legal council.
- Any changes to be made to the Policy will be considered in July or August.
- It was agreed upon that the Builder's Deposit will be fully refunded, as long as the builder meets the criteria of their contract. That will also include any builders that are considered a late entry.

Jeff Thomas will be signing up the City of Fort Wayne and meeting with Parkview Hospital this week.

Other Business:

- **Upcoming Events**- *Networking at Jack Laurie Home Floor Designs Tuesday, March 22nd 5pm to 7pm, *IBA in Indianapolis-March 14th & 15th, *General Membership Luncheon at Goeglein's April 20th 11:00-11:30 Check In, 11:30-Noon Mayoral Candidates speak, Lunch @Noon. Energy Code information given by Matt Momper and USDA/Guaranteed Programs information by Jamie Lancia. Maurine will FWD more on both of those subjects today.

The meeting was adjourned @ 8:26 a.m.

Respectfully submitted,
Tamra Stier, Secretary

Lumber Cost Update

1. Basic Ranch on Slab

1,414 sq. ft. of living area, 656 sq. ft. garage

Price Summary	July-10	Aug-10	Sept-10	Oct -10	Nov -10	Dec -10	Jan - 11	Feb-11
Framing	\$ 8,905	\$ 8,349	\$ 8,287	\$ 7,957	\$ 7,889	\$ 7,934	\$ 7,913	\$ 8,185
Roof	\$ 3,336	\$ 3,336	\$ 3,336	\$ 3,338	\$ 3,338	\$ 3,338	\$ 3,338	\$ 3,338
Exterior Doors	\$ 366	\$ 403	\$ 403	\$ 462	\$ 403	\$ 403	\$ 403	\$ 403
Garage Doors	\$ 747	\$ 747	\$ 747	\$ 747	\$ 747	\$ 747	\$ 818	\$ 798
Drywall	\$ 1,460	\$ 1,460	\$ 1,460	\$ 1,460	\$ 1,460	\$ 1,460	\$ 1,460	\$ 1,460
Interior Doors	\$ 1,968	\$ 2,005	\$ 2,005	\$ 2,064	\$ 2,005	\$ 1,851	\$ 1,851	\$ 1,851
Interior Trim	\$ 1,393	\$ 1,415	\$ 1,415	\$ 1,413	\$ 1,413	\$ 1,411	\$ 1,411	\$ 1,411
Final Material	\$ 371	\$ 371	\$ 371	\$ 371	\$ 371	\$ 371	\$ 371	\$ 371
Garage Door Oper.	\$ 283	\$ 283	\$ 283	\$ 283	\$ 283	\$ 283	\$ 283	\$ 283
Total	\$ 18,830	\$ 18,371	\$ 18,307	\$ 18,095	\$ 17,910	\$ 17,798	\$ 17,848	\$ 18,100

Mar-11	Mar - 10	Mar - 09
\$ 7,824	n/a	\$ 7,022
\$ 3,354	n/a	\$ 3,024
\$ 347	n/a	\$ 336
\$ 798	n/a	\$ 697
\$ 1,460	n/a	\$ 1,531
\$ 1,795	n/a	\$ 1,482
\$ 1,416	n/a	\$ 1,315
\$ 371	n/a	\$ 106
\$ 283	n/a	\$ 283
\$ 17,648	n/a	\$ 15,796

2. Basic 2-Story on Slab

2,080 sq. ft. of living area, 500 sq. ft. garage

Price Summary	July -10	Aug-10	Sept-10	Oct - 10	Nov - 10	Dec - 10	Jan - 11	Feb-11
Framing	\$ 13,909	\$ 13,230	\$ 13,132	\$ 12,503	\$ 12,441	\$ 12,442	\$ 12,419	\$ 12,779
Roof	\$ 3,025	\$ 3,025	\$ 3,025	\$ 3,027	\$ 3,027	\$ 3,027	\$ 3,027	\$ 3,027
Fireplace	\$ 933	\$ 933	\$ 933	\$ 933	\$ 933	\$ 933	\$ 933	\$ 933
Drywall	\$ 2,040	\$ 2,040	\$ 2,040	\$ 2,040	\$ 2,040	\$ 2,040	\$ 2,040	\$ 2,040
Exterior Doors	\$ 963	\$ 962	\$ 962	\$ 1,021	\$ 962	\$ 962	\$ 962	\$ 962
Exterior Trim	\$ 1,669	\$ 1,671	\$ 1,671	\$ 1,671	\$ 1,671	\$ 1,671	\$ 1,671	\$ 1,671
Garage Door	\$ 747	\$ 747	\$ 747	\$ 747	\$ 747	\$ 747	\$ 818	\$ 798
Final Material	\$ 454	\$ 454	\$ 454	\$ 454	\$ 454	\$ 454	\$ 454	\$ 454
Garage Door Oper.	\$ 269	\$ 269	\$ 269	\$ 269	\$ 269	\$ 269	\$ 269	\$ 269
Interior Doors	\$ 1,459	\$ 1,459	\$ 1,459	\$ 1,459	\$ 1,459	\$ 1,416	\$ 1,388	\$ 1,388
Interior Trim	\$ 3,226	\$ 3,263	\$ 3,263	\$ 3,293	\$ 3,293	\$ 3,257	\$ 3,259	\$ 3,259
Total	\$ 28,694	\$ 28,053	\$ 27,955	\$ 27,417	\$ 27,296	\$ 27,218	\$ 27,240	\$ 27,580

Mar-11	Mar - 10	Mar 09
\$ 12,251	n/a	\$ 11,123
\$ 3,051	n/a	\$ 2,711
\$ 933	n/a	\$ 546
\$ 2,040	n/a	\$ 2,142
\$ 906	n/a	\$ 881
\$ 1,706	n/a	\$ 1,661
\$ 798	n/a	\$ 697
\$ 454	n/a	\$ 471
\$ 269	n/a	\$ 283
\$ 1,388	n/a	\$ 1,710
\$ 3,303	n/a	\$ 3,145
\$ 27,099	n/a	\$ 25,370

3. Custom Ranch with Walkout Basement & Screened Porch

3,034 sq. ft. living area with finished basement, 598 sq. ft. garage

Price Summary	July-10	Aug-10	Sept-10	Oct -10	Nov -10	Dec -10	Jan - 11	Feb-11
Framing	\$ 21,970	\$ 21,297	\$ 21,171	\$ 20,207	\$ 20,066	\$ 20,145	\$ 20,101	\$ 20,610
Roof	\$ 4,820	\$ 4,820	\$ 4,820	\$ 4,824	\$ 4,828	\$ 4,828	\$ 4,828	\$ 4,828
Exterior Door	\$ 1,772	\$ 1,784	\$ 1,784	\$ 1,784	\$ 1,784	\$ 1,784	\$ 1,784	\$ 1,784
Garage Door	\$ 924	\$ 924	\$ 924	\$ 924	\$ 924	\$ 924	\$ 1,027	\$ 1,007
Fireplace	\$ 1,913	\$ 1,913	\$ 1,913	\$ 1,913	\$ 1,913	\$ 1,913	\$ 1,913	\$ 1,913
Deck	\$ 1,050	\$ 1,068	\$ 1,027	\$ 1,027	\$ 963	\$ 963	\$ 920	\$ 920
Drywall	\$ 2,813	\$ 2,813	\$ 2,813	\$ 2,813	\$ 2,813	\$ 2,813	\$ 2,813	\$ 2,813
Exterior Door	\$ 747	\$ 747	\$ 747	\$ 747	\$ 747	\$ 732	\$ 732	\$ 732
Interior Trim	\$ 6,365	\$ 6,515	\$ 6,515	\$ 6,515	\$ 6,515	\$ 6,505	\$ 6,507	\$ 6,507
Interior Doors	\$ 3,475	\$ 3,479	\$ 3,479	\$ 3,479	\$ 3,479	\$ 3,157	\$ 3,157	\$ 3,157
Final Material	\$ 531	\$ 531	\$ 531	\$ 531	\$ 531	\$ 531	\$ 531	\$ 531
Garage Door Oper.	\$ 283	\$ 283	\$ 283	\$ 283	\$ 283	\$ 283	\$ 283	\$ 283
Total	\$ 46,663	\$ 46,174	\$ 46,007	\$ 45,047	\$ 44,846	\$ 44,578	\$ 44,596	\$ 45,085

Mar-11	Mar -10	Mar -09
\$ 19,920	n/a	\$ 18,750
\$ 4,846	n/a	\$ 4,460
\$ 1,784	n/a	\$ 1,422
\$ 1,007	n/a	\$ 1,095
\$ 1,913	n/a	\$ 1,448
\$ 953	n/a	\$ 935
\$ 2,813	n/a	\$ 2,950
\$ 731	n/a	\$ 676
\$ 6,533	n/a	\$ 6,340
\$ 3,157	n/a	\$ 3,229
\$ 531	n/a	\$ 74
\$ 283	n/a	\$ 283
\$ 44,471	n/a	\$ 41,662

4. Custom 2-Story with Walkout Basement & Screened Porch

4,081 sq. ft. living area with finished basement, 562 sq. ft. garage

Price Summary	July-10	Aug-10	Sept-10	Oct - 10	Nov - 10	Dec - 10	Jan - 11	Feb-11
Framing	\$ 25,462	\$ 24,830	\$ 24,764	\$ 23,689	\$ 23,532	\$ 23,576	\$ 23,534	\$ 24,131
Roof	\$ 6,086	\$ 6,086	\$ 6,086	\$ 6,090	\$ 6,090	\$ 6,090	\$ 6,090	\$ 6,090
Exterior Doors	\$ 864	\$ 864	\$ 864	\$ 864	\$ 864	\$ 864	\$ 864	\$ 864
Garage Doors	\$ 1,081	\$ 1,081	\$ 1,081	\$ 1,081	\$ 1,081	\$ 1,081	\$ 1,130	\$ 1,107
Fireplace	\$ 4,552	\$ 4,552	\$ 4,552	\$ 4,552	\$ 4,552	\$ 4,552	\$ 4,552	\$ 4,552
Drywall	\$ 3,247	\$ 3,247	\$ 3,247	\$ 3,247	\$ 3,247	\$ 3,247	\$ 3,247	\$ 3,247
Exterior Trim	\$ 2,263	\$ 2,298	\$ 2,298	\$ 2,298	\$ 2,298	\$ 2,298	\$ 2,298	\$ 2,298
Deck	\$ 4,191	\$ 4,254	\$ 4,123	\$ 4,121	\$ 3,844	\$ 3,844	\$ 3,628	\$ 3,628
Interior Doors	\$ 7,309	\$ 7,350	\$ 7,350	\$ 7,409	\$ 7,350	\$ 6,803	\$ 6,803	\$ 6,803
Interior Trim	\$ 4,102	\$ 4,175	\$ 4,175	\$ 4,153	\$ 4,151	\$ 4,112	\$ 4,115	\$ 4,117
Garage Door Oper.	\$ 285	\$ 285	\$ 285	\$ 285	\$ 285	\$ 285	\$ 285	\$ 285
Final Material	\$ 409	\$ 409	\$ 409	\$ 409	\$ 409	\$ 409	\$ 409	\$ 409
Total	\$ 59,851	\$ 59,431	\$ 59,234	\$ 58,198	\$ 57,703	\$ 57,161	\$ 56,955	\$ 57,531

Mar-11	Mar - 10	Mar - 09
\$ 23,515	n/a	\$ 22,213
\$ 6,122	n/a	\$ 5,581
\$ 864	n/a	\$ 1,397
\$ 1,107	n/a	\$ 979
\$ 4,552	n/a	\$ 4,203
\$ 3,247	n/a	\$ 3,406
\$ 2,298	n/a	\$ 2,180
\$ 3,771	n/a	\$ 3,753
\$ 6,755	n/a	\$ 6,601
\$ 4,242	n/a	\$ 4,052
\$ 285	n/a	\$ 285
\$ 409	n/a	\$ 160
\$ 57,167	n/a	\$ 54,810

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