

SIBA NEW MEMBER RECRUITING PACKET



**New member applications and
dues payment can be submitted to:**

Jamie Elliott

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SIBA TOP TEN

REASONS TO JOIN THE ASSOCIATION

Builder Membership

- 1 INFLUENCE** - Meet with elected officials at the federal, state and local levels. Participate on a local or state board to help shape regulations that affect you!
- 2 PARADE OF HOMES** - In June; the #1 sales opportunity connected to home building and sales! Spring Tour of Homes and Fall Tour of Homes bring buyers to your home prior to the holiday season and to the Parade!
- 3 PARADE PREVIEW** - Packed with builder incentives to attend. See the latest products on display prior to the Parade. Earn discounted Parade entries!
- 4 SIBA BUILD PAC** - SIBA's Political Action Committee supports candidates that support affordable housing and continues development
- 5 SIBA BUSINESS INSURANCE PROGRAM** - SIBA members agree, "Better coverage for LE\$\$!" Save up to 25% on General Liability, Worker's Comp, Builders Risk, Auto, Tools & Equipment. Each year, more SIBA members have joined this program - a great SIBA benefit!
- 6 VEHICLE DISCOUNT** (up to \$7,500!) - It's like using a gift card at the dealership. SIBA Members save up to \$7,500 per vehicle purchased, AFTER you've negotiating your best deal!
- 7 TOP KNOTCH EDUCATION SEMINARS**
Charles Clarke - Sales and Marketing
Joe Lstiburek - Building Science
Mark Jansen - Energy Efficiency
Ben Miller - Codes
Bob Schultz - Sales and Marketing
***EARN CEU's!**
- 8 REBATE PROGRAM**- Worth the cost of membership alone. Earn money back on products you already purchase...no receipt required!
- 9 ACTION NEWSLETTER** - Sent to members monthly, features industry articles, upcoming events, networking opportunities and targeted ads at the right price!
- 10 SIBA MEMBERSHIP PAYS!** It's a great investment that pays you back many times over. The attacks on your business might never end. But to continue the battle, you need these tools, and we need you!

For more information visit: www.SIBAOnline.org
Contact Jamie A. Elliott at 812-479-6026 or jelliott@sibaonline.org

SIBA TOP TEN

REASONS TO JOIN THE ASSOCIATION

Associate Membership

- 1 PARADE OF HOMES** - The #1 sales opportunity connected to home building and sales!
- 2 PARADE PREVIEW** - Exhibit to members in January and show your new products for the June Parade! Booth space is affordable, and we've loaded it with Builder incentives to attend!!!
- 3 TOP KNOTCH EDUCATION SEMINARS** - Charles Clarke - Sales and Marketing
Joe Lstiburek - Building Science
Mark Jansen - Energy Efficiency
Ben Miller - Codes
Bob Schultz - Sales and Marketing
- 4 MEMBERSHIP MEETINGS** - Your sales team can meet buyers in one place. Be there!
- 5 SIBA BUSINESS INSURANCE PROGRAM** - SIBA members agree, "Better coverage for LE\$\$!" Save up to 25% on General Liability, Worker's Comp, Builders Risk, Auto, Tools & Equipment. Each year, more SIBA members have joined this program - a great SIBA benefit!
- 6 VEHICLE DISCOUNT** (up to \$7,500!) - It's like using a gift card at the dealership. SIBA Members save up to \$7,500 per vehicle purchased, AFTER you've negotiating your best deal!
- 7 ACTION NEWSLETTER** - Sent to members and guests monthly, features industry articles, upcoming events, networking opportunities and targeted ads at the right price!
- 8 SIBA MEMBERSHIP PAYS!** It's a great investment that pays you back many times over. The attacks on your business might never end. But to continue the battle, you need these tools, and we need you!
- 9 BUILD YOUR NETWORK** - Join a committee, attend meetings, sponsor a SIBA event and get YOUR name out there to industry professionals.
- 10 REBATE PROGRAM** - Through the Member Advantage Program; builders that already purchase select products receive rebates. It's your job to let them know about this great opportunity; and sell MORE.

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WHAT HAS SIBA DONE FOR YOU LATELY? I'M GLAD YOU ASKED!

EASY CEU's: SIBA supported changing the requirements to three credits per license holder.

LETTERS OF CREDIT: SIBA got approved a policy that allows a developer's Letter of Credit with the Water and Sewer Utility to be at the developer's unit pricing for initial letter, plus one renewal before returning to the AEWSU pricing.

FRONTAGE FEE ELIMINATED: The Water Utility eliminated a fee where a developer was charged \$26/linear foot across new developments.

ACCESSORY STRUCTURES: SIBA supported relaxation on regulations on accessory structures.

LICENSE RENEWAL: SIBA supported changes that allow a licensed contractor to renew their license for two years.

CONDITIONS: SIBA supported new policy where unfair conditions placed on new subdivisions can be removed.

FENCES & LOC: SIBA got passed a policy where the Building Commissioner can address fences and structures that are placed illegally in the drainage easement with developer's a letter of credit

PRIMARY APPROVAL: SIBA got passed a policy where conditions placed on new subdivisions are limited to those which are necessary

REQUIRED IMPROVEMENTS - SEWER: SIBA supported the change in minimum lot size from 5 acres to 2.5 acres

STREAMLINED PUD PROCESS: SIBA got passed a process for getting a Planned Unit Development, which serves as an streamlined method of getting a subdivision approved with relaxed standards.

CABLE DEPTH LINES: SIBA got passed a county standard for cable lines at 24 inches, preventing liability for a builder hitting lines installed too shallow in the right of way.

REDUCED RIGHT OF WAY: The right of way for residential streets was reduced to 45 feet.



TOP LEGISLATIVE & REGULATORY ACCOMPLISHMENTS



Passed Prohibition of Residential Fire Sprinkler Mandate – Law prohibits the state or local unit of government from requiring the installation of fire sprinklers in one-and two-family dwellings and townhouses.



Clarified IDEM Will Not Regulate Ephemeral Streams in Indiana, consistent with the federal WOTUS rule.



Supported Adoption of New Statewide Residential Code that balances safety with affordability and, for the first time, has state-specific amendments integrated into the text that can be viewed digitally for free.



Passed Prohibition on Local Builder License & Registration Requirements – A local unit of government may not pass an ordinance after February 28, 2013 requiring a builder or remodeler to obtain a license or register as a condition to working within a jurisdiction.



Passed Inclusionary Zoning Prohibition - Prohibits a local unit of government from requiring a private developer to set aside a percentage of new units or homes for affordable housing.



Passed Right to Work Law and Repealed Common Construction Wage Law – The right to work law forbids contract provisions requiring employees to pay dues or fees to unions as a condition of employment. Repealing the common construction wage law allows for competition in the public bidding process which saves local governments money and lowers the tax burden for taxpayers.



Passed Property Tax Breaks – Model Home Act gives builders a 50% property tax break on up to 3 structures for 3 full assessment periods while the Spec. Home Act provides the same tax break on any home that has never been occupied.



Passed State Plan Review Changes – Establishes statutory deadlines for state plan review of class 1 projects giving plan reviewers 10 business days to decide if they will perform a plan review, 20 days to perform an initial plan review and 10 days to respond to any corrections submitted following the initial review.



Defeated Employee Classification – Legislation would have forced independent contractors to become employees of the general contractor.



Passed Vested Property Rights Statute – Law prohibits a local unit of government from changing the use of land for period of time and provides that the granting of secondary, additional or related permits under local planning and zoning laws are to be governed for at least three years by standards and regulations in effect at time of application for the permit.



Passed Law Defining Townhouses as Class 2 Structures – Allows townhouses to be constructed without the use of a design professional and also removes a requirement that townhouses be subject to the state plan review process.













Passed Developers Discount Statute – Allows builders and developers to sell lots without triggering a new assessment until a permit is pulled or construction begins on a lot.








TOP LEGISLATIVE & REGULATORY ACCOMPLISHMENTS FOR REMODELERS



-  **Passed State & Local Plan Review Changes** – State & local plan reviewers must complete an initial plan review within 30 days.
-  **Passed Legislation Halting Expansion of Builder/Remodeler Licensing** - A local unit of government may not pass an ordinance after February 28, 2013 requiring a builder or remodeler to obtain a license or register as a condition to working within a jurisdiction.
-  **Supported Adoption of New Statewide Residential Code with Exceptions for Remodeling** - The code balances safety with affordability while providing exceptions for remodeling projects to comply with new requirements, and, for the first time, has state-specific amendments integrated into the text that can be viewed digitally for free.
-  **Defeated Employee Classification** – Legislation would have forced independent contractors to become employees of the general contractor.
-  **Passed Home Improvement Fraud Law** – Law increases penalties on home repair scam artists across the state.
-  **Passed Home Improvement Contract Law Change** – Makes a home improvement contract between a supplier and a consumer subject to certain conditions and requirements if the contract is entered into as a result of damage, loss, or expense if insurance is involved or a 3rd party is liable.
-  **Defeated the Transfer of the EPA's Renovation, Repair and Painting Programs From the Federal Government to a State Agency** – Contractors already paid fees to the EPA and under the bill the fees already paid would not be allowed to follow the program to the state, so contractors would be subject to additional fees and potential fines.
-  **Defeated Onerous Provisions in Lead-Based Paint Legislation** – Would have mandated inspections on rental properties built before 1978 performed by a licensed inspector and considered presence of lead paint to be a property defect subject to the Responsibility Property Transfer Law.
-  **Defeated Shortening Timeframe in Mechanic's Lien Statute** – Would have shortened the amount of time to send notice of right to file mechanic's lien from 60 days to 30 days.
-  **Passed Measure Requiring the State Building Commissioner to Issue Interpretations within 10 Business Days**
-  **Passed Measure Allowing Remodel of Townhouses Without the Use of a Design Professional or Obtaining a Construction Design Release from the State**
-  **Passed Abandoned Housing Reforms to Increase the Number of Blighted Properties to be Remodeled** – Local government can decrease the time it takes to get abandoned property back into productive use, and also will help free up federal funds to help improve blighted properties.



AUTO

COMPANY	SAVINGS	PRODUCTS	INFO
	GM Save \$500 on most retail vehicles Save \$500 - \$1000 per vehicle for fleet customers Stackable with most National Retail and Fleet offers NAHB Member and Household Family Eligible	Chevrolet, Buick, GMC	nahb.org/gm
	FCA \$500 Cash Allowance per eligible vehicle Stackable with most National and Local offers NAHB Members, Employees, and Household Family Eligible	Chrysler, Dodge, Jeep®, Ram, FIAT®, and Alfa Romeo	nahb.org/fca
	NISSAN / INFINITI Save between \$3,250 - \$10,500 per vehicle Must be purchased in member's company name NOT stackable with most National Offers Member's Company Eligible	Nissan, Infiniti	nahb.org/nissan
	BF GOODRICH Save \$70 on a set of four (4) new select BFGOODRICH® passenger or light truck tires. 24 Hour Worksite Assistance.	Tires	bfgoodrichtires.com/tradesmen.html?a=nahb
	GEICO Exclusive member rates on Auto and Home Insurance	Insurance	geico.com/disc/nahb 800-368-2734

BUILDING MATERIALS









COMPANY	SAVINGS	PRODUCTS	INFO
	LOWE'S Extra 2% off Lowe's Account Receivable or Business Account FREE Delivery of \$500 Plus Orders 5% off at store using LAR or LBA	Building Materials	lowesforpros.com/nahb 877-435-2440

SHOPPING AND ENTERTAINMENT

COMPANY	SAVINGS	PRODUCTS	INFO
	MEMBER DEALS Up to 50% off	Theme Parks, Movie Tickets, Concerts, Water Parks, Gift Cards	memberdeals.com/nahb/?login=1 (877) 579-1201
	SAM'S CLUB One-Year Membership for \$24.88	Bulk Discount Retail	bit.ly/nahbsams (877) 579-1201

NAHB Members Saved
over **\$25,000,000** last year

BUSINESS MANAGEMENT

	COMPANY	SAVINGS	PRODUCTS	INFO
	TSYS	Save up to 16% on payment solutions.	Web/Mobile tools, credit card and e-check processing	tsysassociation.com/nahb 800-613-0148
	DELL	Up to 40% off Dell computers, servers, electronics and accessories	Computers and Hardware	dell.com/nahb 1-800-757-8442
	OFFICE DEPOT	Up to 75% off in-store or online. Free Shipping over \$50	Office Supplies	officediscounts.org/nahb 855-337-6811 x2897
	HOZZZ	10% off Trade Program purchases, 5% off Pro+ Local Marketing Advertising (new), Free access to concierge service, free business websites.	Marketing Solutions, Building Products	houzz.com/nahbmembers
	CONSTRUCTIONJOBS.COM	20% discounts on standard rates	Job Postings	nahb.org/careers 828-251-1344
	2-10 HOME BUYERS WARRANTY	Save 10% on full suite of products and services	Home Warranty	2-10.com/nahb 855.280.1328
	UPS SHIPPING	Flat-Rate Pricing, 45% discount for next day shipping, 25% for ground commercial/residential.	Business Shipping	1800member.com/nahb 1-800-MEMBERS
	YRC FREIGHT	At least 75% off Less Than Truckload (LTL) shipping over 150lbs	Freight Shipping	1800member.com/nahb 1-800-MEMBERS
	AMAZON BUSINESS	Additional business savings when you open an Amazon Business account	General Business, Building Products	amazon.com/nahb
	AMERICAN EXPRESS	Eligible NAHB members can earn 125,000 Membership Rewards® points after they spend \$30,000 on eligible purchases in the first three months of Card Membership. Terms apply.	Business Platinum Card®	nahb.org/amex

NAHB ASSOCIATION DISCOUNTS

	COMPANY	SAVINGS	PRODUCTS	INFO
	INTERNATIONAL BUILDERS' SHOW *	Up to \$200 off Show Registration Up to \$2.75 Per Sq Ft off Exhibit Space	Tradeshaw	buildersshow.com
	NAHB CONTRACTS	Up to 30% off contract rates	Legal	nahb.org/nahbcontracts
	HOUSINGECONOMICS	\$100 off annual subscription	Economic and Housing Data	housingeconomics.com
	BUILDERBOOKS	10% off books. Up to 45% off research	Books	builderbooks.com
	ONLINE EDUCATION	Up to 30% off webinars; Up to 50% off online courses	Education	nahb.org/education

MEMBERSHIP APPLICATION

SOUTHWESTERN INDIANA BUILDERS ASSOCIATION

Company Name: _____

Complete Mailing Address including Zip: _____

Phone: _____ Website: _____

Primary Contact: _____ Email: _____

Additional Reps NAME and EMAIL:

REP #1 _____

REP #2 _____

Contractor/Subcontractor License #: _____ Insurer for Worker' Comp Insurance: _____

Please submit verification of Workers Comp Ins. or proof of Exemption

SIBA Sponsor: _____

☐ BUILDER MEMBER

Builder membership shall be open to any individual, partnership or company that (a) is actively engaged in the construction or remodeling of housing units, (b) has established a reputation for skill and integrity, and (c) promotes the purposes and objectives of the Association. Remodeling shall not be construed to include such services as roofing, siding, storm sash, floor refinishing, or other maintenance and refurbish type of service.

☐ ASSOCIATE MEMBER

Associate membership shall be open to any individual, partnership or company that (a) is affiliated in any way with the home building industry, (b) has established a reputation for integrity, and (c) promotes the purposes and objectives of the Association.

Annual Membership Dues: \$680

PAYMENT METHOD:

☐ Check # _____ (Made payable to SIBA)

Check can be picked up at the following address: _____

Picked up between the hours: _____

☐ Visa or Mastercard

Card #: _____ Exp: _____

Name on Card: _____

EMAIL OR FAX COMPLETED FORM ASAP

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