



# **BUILDERS ASSOCIATION OF NORTHEAST INDIANA**

**PROFESSIONAL MEMBERS • PROFESSIONAL RESULTS**

# **The Higher Standard**

**January  
2022**

**President Letter**

**Meetings & Events**

**News and Info**

**Permit Reports**



**Together We Build Northeast Indiana  
Do Business with a Member!**

## **New Member Welcome**

Do you know someone that could benefit from being a member of BANI?!

Feel free to reach out to Lou, Chris or Ian for assistance in explaining the many benefits of BANI and how their involvement not only makes us stronger as an organization, but helps improve and strengthen the building industry throughout northeast Indiana.

We are always looking for new members, especially those who want to be involved! If you or someone you know would like to get involved in any of our upcoming events (Golf Outing, Parade of Homes, etc.) please reach out to Chris or Ian to see what volunteer opportunities may exist!

## **Member Shoutout**

Congrats to Lou Salge on being named a finalist for the NAHB Young Professional Award for Region B. Fifteen applicants are in the final running for a 2021 NAHB Young Professionals Award. These awards are designed to acknowledge young professionals' hard work, achievements, dedication and outstanding potential as they become leaders in the home building industry.

Winners for each region will be announced during the 2022 International Builders' Show in Orlando, Feb. 8-10. Stay tuned for details.



# From the President...

BANI Members,

As we enter 2022, I am excited for the opportunities that the incoming year will surely bring! Every new year brings new challenges and new opportunities. I believe long term success generally arises from consistent and sequential decisions and actions. At the turning of the calendar, we often hear and think about "New Years Resolutions". Yes, it is important to take the first step in a direction, but what is just as important and what results in more significant transformations over longer periods of time, is continuing previous resolutions and taking the next sequential steps toward big objectives. Dave Ramsey often discusses the "snowball effect" in finances, but I believe the same concept applies to achieving nearly any goal. Build momentum and take advantage of the force it creates. So, as we enter 2022, take some time to think about what things you can take to the next level in your career, family, business, and personal life.

BANI wrapped up 2021 with an excellent Christmas dinner and party at Auburn City Steak House. A big thanks to Bob Buescher Homes for sponsoring the event! We also collected nearly 20 Lego sets for our Annual Lego Build-off Challenge coming up later this winter – keep an eye out for more information on this event from Ian and Chris.

Mark your calendars for the annual IBA Legislative Lunch on Monday, February 28th. Several of our BANI Board Members and Executive Committee members will be headed to Indianapolis for this event, and we would love to have anyone interested join us. This is an important day to be able to discuss industry issues with State legislative representatives. There is power in numbers, so even if discussions with representatives is not really your thing, just having a presence there makes a difference.

The restriction and ban on natural gas connections in new construction and permitted building activities is quickly becoming a significant national topic. Numerous municipalities and local governments have already enacted such measures, including New York City recently banning new gas hookups for buildings under 7 stories starting in 2023, and nearly all structures by 2027. Several states have begun introducing restrictive bills at state levels as well. Fortunately, last spring Indiana passed HB 1191 to protect Hoosiers' access to natural gas services. The IBA's lobbying and legislative efforts in Indianapolis played an important role in advancing that bill. However, I believe that the pursuit of natural gas restrictions is only just beginning and that we will likely be hearing more on this topic in the coming years. The IBA and NAHB will certainly be our advocates in these efforts. Your membership in our Association is actively protecting our customers and our industry.

Happy New Year! Let's make 2022 a remarkable year!

Lou Salge  
President, BANI



# **BUILDERS ASSOCIATION OF NORTHEAST INDIANA**

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## **2022 BOARD MEETINGS**

### **Q1 MEETING**

January 11th

### **Q2 MEETING**

April 12th

### **Q3 MEETING**

July 12th

### **Q4 MEETING**

October 11th

## **2022 EVENTS CALENDAR**

### **FEBRUARY**

Legislative Conference (28th)

### **MARCH**

Youth Lego Build-Off Competition  
(All Month)

### **JUNE**

Golf Outing (8th)

### **SEPTEMBER**

Builder's Parade (16th, 17th, 18th)

### **OCTOBER**

Annual Ball Drop Fundraiser (TBD)

### **NOVEMBER**

Chili Cook-Off (15th)

### **DECEMBER**

Christmas Party (6th)

All members are welcome to attend board meetings to learn more about the association and the association's on-going business!



# BUILDERS ASSOCIATION OF NORTHEAST INDIANA

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## 2022 Officers

### **Lou Salge - President**

Four Seasons Design & Remodeling  
Email: lou@craftsman-design.com

### **Jeff Wilson - Vice President**

Bob Buescher Homes  
Email: jeff@bobbuescherhomes.com

### **Chris Delagrangé — Secretary**

Pella Windows  
Email: cdelagrangé@pellani.com

### **Matt Moore - Treasurer**

Home Lumber of New Haven  
Email: mmoore@homelumberinc.com

## 2022 Board

### **Jeff Parks**

Irving Materials  
Email: jparks@irvmat.com

### **Jeff Wilson**

Bob Buescher Homes  
Email: jeff@bobbuescherhomes.com

### **Fred Kreigh**

UrNest Construction, LLC  
Email: urnestllc@gmail.com

### **Matt Moore**

Home Lumber of New Haven  
Email: mmoore@homelumberinc.com

### **Lou Salge**

Four Seasons Design & Remodeling  
Email: lou@craftsman-design.com

### **Chris Delagrangé**

Pella Windows  
Email: cdelagrangé@pellani.com

## Executive Officers

### **Ian Garner**

Email: ian@ba-ni.com  
Cell: 260-316-0280

### **Chris Evans**

Email: chris@ba-ni.com  
Cell: 260-668-4973

## 2022 Legislative Conference & Board and Committee Meetings

February 28, 2022 - March 1, 2022

### **Location:**

Embassy Suites Downtown  
Indianapolis  
110 West Washington St.  
Indianapolis, IN 46204

### **Legislative Lunch held at the Statehouse**

200 W. Washington Street,  
Indianapolis, IN 46204

### **Fees/Admission:**

\$30 if registered by February 21,  
2022. \$40 after February 21.

[Register Here](#)

**2022 Legislative Conference, Board & Committee Meetings**  
**February 28 - March 1**

**Embassy Suites Downtown Indianapolis**

**Day 1: February 28**

9 am - 10 am	Senior Officers Meeting
10:30 am - 11:15 am	Legislative Briefing
11:30 am - 1 pm	Lunch at the Statehouse
1:30 pm - 2:30 pm	Board Orientation & Housing
2:30 pm - 4:30 pm	Protection Fund Meeting
4:30 pm - 6:30 pm	Board of Directors Meeting
	Welcome Reception for Legislators

**Day 2: March 1**

9 am - 10:15 am	Executive Officers Meeting, Past Presidents Meeting & Codes Meeting
10:30 am - 11:45 am	Association Issues Meeting & Government Affairs Meeting
11:45 am - 2 pm	Executive Committee Lunch Meeting
2:30 pm - 8:30 pm	Additional Educational Opportunity

Event sponsorship available for \$1500  
Contact Raelle at [Raelle@buildindiana.org](mailto:Raelle@buildindiana.org)

Meet with state lawmakers during the legislative session in Indianapolis to discuss priority issues affecting the home building industry. Indiana Builders Association's Legislative Conference begins on February 28 with a legislative briefing followed by a short walk to the Indiana Statehouse for lunch with State Senators and Representatives. IBA's Board of Directors will meet later that day then enjoy a networking reception that evening. Members return on March 1 for committee meetings. Don't miss the opportunity to protect your business and industry and establish relationships at this 2-day, annual event.

# BANI BUILDERS ASSOCIATION OF NORTHEAST INDIANA

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## 3RD ANNUAL LEGO BUILD-OFF



Our members want to see what the next generation of great home builders and trade professionals are capable of! Get out your Legos and start building!

Entries must be from kids ages 6-15 who reside in Steuben, LaGrange, Noble or DeKalb County.

There will be a 1st-3rd place winner from each age bracket (6-10) & (11-15), chosen by the BANI Board Members. There will also be a People's Choice category decided via Likes on the Lego Contest Album of our BANI Facebook page (The Album will be posted April 1st with Facebook voting taking place April 1st-11th). 1st-3rd place prizes for people's choice as well!

All entries must be submitted by March 31st to [ian@ba-ni.com](mailto:ian@ba-ni.com) or via private message to BANI's Facebook Page. Entries must include the child's first name, age and county, as well as a photo of the finished project (please do not include the child within the photo).

Rules:

1. You may build anything you want, with however many pieces you want. Be creative and make your own design!
2. All entries must be received by Midnight on March 31st. Winners will be announced April 13th.
3. One entry per child: ages 6-15.
4. Give the design a name or title. If you wish to submit a brief description of your creation you may but it is not required
5. HAVE FUN!!!



4 Available Sponsorships  
\$250

Your LOGO Here

EACH WINNER WILL WIN A NEW LEGO SET!  
For questions on rules and how to participate please contact  
Ian Garner at [ian@ba-ni.com](mailto:ian@ba-ni.com)

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Email: [info@HBArebates.com](mailto:info@HBArebates.com) | Facebook: /MemberRebateProgram

# Priority Issues Affecting Home Builders



During the 2021 Legislative Session, state lawmakers will debate many issues affecting Indiana's home building industry. IBA's Advocacy Team will closely monitor the following priority issues to foster growth in Indiana and to protect our members' ability to provide housing that is safe and affordable for Hoosiers.

## Mandated Home Aesthetics

We oppose local mandates on a home's aesthetics.

- Housing that is safe and affordable is essential to the growth of every community.
- Mandating restrictive design elements leads to more costly housing and limits consumer choice.
- Healthy housing markets offer a wide range of housing options at various price points.

## Workforce Development

We support workforce development initiatives that promote and advance careers in the construction industry.

- Construction workforce shortages result in more costly and time-consuming building and infrastructure projects and are detrimental to Indiana's economic growth.
- Allocating funding to programs that promote careers in construction and offering career and technical education are essential to address the skilled labor shortage.
- The Indiana Builders Association, in partnership with the Indiana Construction Roundtable Foundation, continues to advocate for the continuation and expansion of the Build Your Future Indiana program.

## Natural Gas Bans

We oppose natural gas bans.

- Nearly 70% of Hoosiers heat their homes with natural gas.
- Banning natural gas in residential and commercial buildings will have a negative impact on the economy, families, and small businesses and is a costly, inefficient means to


achieve desired climate goals.

- Mandated electrification takes away choice and raises prices for all customers.

## Isolated Wetlands

We oppose state regulation of isolated wetlands that are more stringent than current federal regulations.

- Water is regulated and protected through a variety of federal, state, and local laws and regulations, as well as through the actions and initiatives of the regulated community, organizations and citizens.
- The Navigable Waters Protection Rule, which became effective on June 22, 2020, clarifies that federal jurisdiction of wetlands does not include isolated wetlands or ephemeral streams.
- Eliminating the state regulations on certain isolated wetlands provides regulatory relief for developers and property owners.



Regulations account for nearly **25%** of price of new single-family home.

For every **\$1,000** price increase, **4,768** households are priced out of the market in Indiana.

## IBA takes an active role in the following issues impacting home builders:

### Business Regulation

- Economic Development
- Impact Fees
- Foreclosure Issues
- Homeowners Associations
- Contractor Licensing
- Home Inspectors
- Mechanic's Lien
- Home Warranties
- Performance & Maintenance Bonds

### Taxation

- Model/ Speculative Home Exemption
- TIF Districts
- Historic Preservation Tax Credit

### Construction Codes & Standards

- Statewide Building Codes
- Product Mandates
- Permit & Inspection Fees
- Energy Efficiency
- Fire Sprinklers

### Insurance

- Worker's Compensation
- Medical Insurance
- Title Insurance

### Labor

- Workforce Training Programs
- Employee Classification
- Unemployment Insurance Trust Fund

### Land Development

- Private Property Rights
- Eminent Domain
- Planning & Zoning
- Complete Streets

### Energy & Environment

- Onsite Sewage Systems
- Combined Sewer Overflows
- Mold Remediation
- No More Stringent Than Corresponding Federal Provisions
- Wetland Mitigation
- Lead Paint
- Radon-resistant Construction
- Water/Sewer Infrastructure



## Domestic Sawmill Output Continues to Lag Home Construction

With an historically low level of overall housing inventory and solid demand because of low mortgage interest rates and favorable demographics, new construction has been unable to add needed supply to the market because domestic production from the sawmill industry has not kept pace with home construction gains since mid-2020, resulting in unsustainable gains for home prices.

The sawmill industry has cited labor challenges, a limiting factor for the overall economy in both the manufacturing and construction sectors, as one reason. However, Bureau of Labor Statistics data indicate that sawmill industry employment is higher than a year ago. As of October 2021 — the most recent data available — sawmill employment was 90,100. This is a 2.4% increase from October 2020, or a net gain of 2,100 jobs. Residential construction employment was up 4%, or 118,500 net jobs, over the same period.

sawmill industry employment graph

With the increase in workers, sawmill output did increase over the 12 months ending September 2021, albeit along a choppy trend. Data from the Bureau of Economic Analysis demonstrate that the seasonally adjusted rate of sawmill output in September 2021 — the most recent available — was 1.2% higher than in September 2020. However, output in the third quarter of 2021 was 1.3% lower than it was in during the same quarter in 2020.

Total sawmill output in 2020 was up 3.3% compared to 2019 because of a year-end upswing in production. This uptick continued over the first nine months of 2021; output through September was 3.1% higher than it was over the same period in 2020. Compared to 2019, however, output was just 1.6% higher.

sawmill production and single-family starts graph

The 2020 increase in output was insufficient to keep up with the demand from residential construction; and this remained the case in 2021. The graph above shows single-family starts (red) and sawmill output (blue) indexed so that 2012 levels equal 100. The growing gap between the two measures, particularly in 2020, is the reason for the dramatic increase in lumber prices. This impact on price can be seen by adding an indexed measure of the Random Lengths Framing Lumber Composite Price, noted in black.

[Click here to see the graphs from this article](#)



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# Indiana Builders Association Value of Membership at a glance

**Savings, Discounts and Rebate Programs  
Available only to IBA Members**

COMPANY	PRODUCT	INFO
	<b>Member Rebate Program</b> Rewards builders and remodelers for using any of the 50+ participating manufacturers.	<a href="http://hbarebates.com/iba.html">hbarebates.com/iba.html</a>
	<b>Speedway Superfleet Fueling Program</b> Earn rebates on fuel at thousands of Speedway locations when you use your Super-Fleet MasterCard.	<a href="http://superfleet.net">superfleet.net</a>
	<b>National Purchasing Partner</b> Offers discounts on products and services including Verizon, office supplies, tech devices and more.	<a href="http://mynpp.com">mynpp.com</a>
	<b>Great American Insurance Group</b> Offers builder's risk insurance for projects ranging from a single custom home to a subdivision.	<a href="http://bit.ly/2SokHqB">bit.ly/2SokHqB</a>
	<b>Snazzy Traveler</b> Free access to savings on hotels, cars and cruises with no blackout dates or travel restrictions.	<a href="http://snazzytraveler.com">snazzytraveler.com</a>
	<b>Quality Builders Warranty</b> Get a home warranty program that holds its members to the highest standards, limits your overall liability, and lets you join a network of some of the best builders in the country.	<a href="http://qbw.com">qbw.com</a>
	<b>Thurston Springer</b> This 401K program offers employees a quality retirement program at a competitive cost that ensures they are ready for retirement.	<a href="http://bit.ly/2w9fx0r">bit.ly/2w9fx0r</a>
	<b>Indiana Employers Trust</b> Members have the opportunity to choose a high-quality, affordable group health care plan administered by Anthem.	<a href="http://loganlavellehunt.com/associations/home-builders-indiana">loganlavellehunt.com/associations/home-builders-indiana</a>
	<b>Logan Lavelle Hunt &amp; The DeHayes Group</b> Full-service insurance agencies that handle any insurance or financial need that may arise.	<a href="http://loganlavellehunt.com/business-insurance">loganlavellehunt.com/business-insurance</a>
	<b>Small Business Growth Partners</b> Achieve success by providing them with a one of a kind Business Plan of Action that isn't available to the general public.	<a href="http://smallbusinessgrowthpartners.com">smallbusinessgrowthpartners.com</a>



## Federal Reserve Outlook: Housing Considerations

Job gains slowed sharply for the second straight month in December as the Omicron variant began to spread. Nonfarm payrolls increased by 199,000 in December, and the unemployment rate fell to 3.9%.

Construction industry employment (both residential and non-residential) totaled 7.6 million, with 22,000 construction jobs added in December. Residential construction lost 4,100 jobs while non-residential construction employment rose by 27,000 for the month. Residential construction employment exceeds its level in February 2020, while 74% of nonresidential construction jobs lost in March and April have now been recovered.

Total nonfarm payroll employment increased by 199,000 in December, following a gain of 249,000 in November, as reported in the Employment Situation Summary. It is the smallest monthly gain since January 2021. Job gains for October and November were revised upward. The November increase was revised up by 39,000 from +210,000 to +249,000, while the October increase was revised up by 102,000.

Over 6.4 million jobs have been created in the past twelve months of 2021 and monthly employment growth has averaged 537,000 per month. Total nonfarm employment in December 2021 is still 3.6 million lower than its pre-pandemic level in February 2020 level.

Meanwhile, the unemployment rate fell by 0.3 percentage points to 3.9% in December, the lowest rate since the pandemic. It was 10.8 percentage points lower than its recent high of 14.7% in April 2020 and 0.4 percentage points higher than the rate in February 2020. The December decrease in the unemployment rate reflected a decrease in the number of persons unemployed (-483,000) and an increase in the number of persons employed (651,000). The labor force participation rate, the proportion of the population either looking for a job or already with a job, remained unchanged at 61.9% in December. It is the highest level since March 2020.

In December, employments in leisure and hospitality, professional and business services, manufacturing, construction, and transportation and warehousing continued to increase, while employments in retail trade and government declined over the month.

Employment in the overall construction sector rose by 22,000 in December. After seven consecutive monthly increases, residential construction lost 4,100 jobs in December, while nonresidential construction employment rose by 27,000 jobs.

Residential construction employment now stands at 3.1 million in December, broken down as 886,000 builders and 2.2 million residential specialty trade contractors. The 6-month moving average of job gains for residential construction was 4,783 a month. Over the last 12 months, home builders and remodelers added 74,700 jobs on a net basis. Since the low point following the Great Recession, residential construction has gained 1,080,300 positions.

In December, the unemployment rate for construction workers declined by 1.0 percentage points to 4.7% on a seasonally adjusted basis. It is the lowest rate since February 2020. The unemployment rate for construction workers has been trending lower, after reaching 14.1% in April 2020, due to the housing demand impact of the COVID-19 pandemic.

**Members Save Millions**  
Start saving at [nahb.org/savings](http://nahb.org/savings)



Contact Us  
101 West Ohio Street, Ste. 710, Indianapolis, IN 46204  
317-917-1100 | 800-377-6334  
[www.buildindiana.org](http://www.buildindiana.org)

[Click here to see the graphs from this article](#)

# Steuben County Permit Report

## 2021 Building Permits (December)

Owners	Project Address	Constructing	Value	Contractor
Freeburn Charles W & Julia	606 S Broad St	1 story home w/ att'd storage	\$170,000.00	Owner/Builder
Kim Bair, Vera Wenger	2555 W Sycamore Beach Rd	remove door	\$2,000.00	Owner/Builder
Zimmerman Jeffery	235 Ln 850 Snow Lk	deck w/ ramp	\$20,000.00	Owner/Builder
High Spencer J	10555 W 650 S	30 x 32 pole barn	\$15,000.00	Owner/Builder
Brown, Eric	6285 E St Rd 120	35 x 35 pole barn (inc lean to)	\$21,000.00	AMERICAN STEEL
Boyer Rocky D & Cheryl A	7840 S St Rd 327	75 x 66 ag bldg	\$90,000.00	A.E.R.S.
Schmucker Noah S	3822 S 850 E	42 x 142 calf barn w/ milk house	\$60,000.00	Owner/Builder
Mendenhall, Denise & Jim	3554 N Bayview Rd	deck; interior remodel	\$26,000.00	Owner/Builder
Putt, Kyle & Hilary	40 Ridgeview Ct	1 story home on slab w/ att'd garage	\$320,000.00	GRANITE RIDGE BUILDERS
Lake James Christian	1860 W 275 N	24 x 24 garage	\$18,000.00	Owner/Builder
Gary & Nancy Shoup	60 Kodak Ln	1 story home on slab w/ bonus	\$320,000.00	YODER
Arnold Home Investments	860 Ln 275 Turkey Lk	replacing 6 windows, sliding door	\$10,200.00	BOB BUESCHER HOMES
Crooks Judy M	2880 S 390 W	2 story modular on crawl	\$305,000.00	Next Modular LLC
Sowles Jarrod L	4550 E 200 N	interior remodel	\$20,000.00	Owner/Builder
Longville Paul J	6710 W South Lk Gage Dr	bsmt interior remodel	\$81,740.00	BOB BUESCHER HOMES
Strebig Real Estate	3615 N 300 W	68 x 70 barn	\$60,000.00	STREBIG CONSTRUCTION
Gentz Jacob		12 x 24 shed	\$5,000.00	Owner/Builder
Ian & Hannah Miller	10428 W 300 S	modular on bsmt w/ att'd garage	\$280,000.00	SHERLOCK HOMES OF
Keiser, Dennis & Jackie	934 South Clear Lk Dr	3 x 18 fireplace bump out	\$20,000.00	INTEGRITY RESTORATION
Behrens, Alan	9945 W Myers Ct	1 story home on crawl w/ att'd garage	\$185,000.00	BEHRENS CONSTRUCTION
Schmucker Noah & Rebecca	4779 S 1000 E	80 x 160 ag bldg	\$225,000.00	Stateline Construction LLC

# Noble County Permit Report



## Noble County Building Department

2090 N. State Road 9, Suite A  
 Albion, IN 46701  
 Phone #: (260) 636-2215  
 Fax #: (260) 636-6957

### 2021 BUILDING PERMITS ISSUED DECEMBER

CURRENT	YEAR TO DATE	CATEGORY	CURRENT	YEAR TO DATE
2	74	NEW HOMES	805,000	23,738,425
1	11	MANUFACTURED HOMES	147,000	689,000
0	20	RESIDENTIAL ADDITIONS	0	1,413,819
5	42	GARAGES	179,100	1,754,935
0	17	INDUSTRIAL / BUSINESS	0	3,340,500
2	50	AGRICULTURAL	101,000	3,761,450
9	260	OTHER	174,882	5,450,463
<b>19</b>	<b>474</b>	<b>TOTAL</b>	<b>1,406,982</b>	<b>40,452,692</b>

