

2015 Class Schedule

(Includes BIA Education Department Rules & Regulations and Registration Form)

***Accounting**

(Instructor: Deepa Kamat, Granite America, Inc.)

January 27 – (11 am – 1 pm) (2 hours BIA, 0 hours MCR)

Business Plan, Budgeting & Job Costing, Cash Flow Projections, Computer Orientation
Business Plan - How to develop financial projections on projects. Budgeting - How to develop the ALL necessary budget with a discussion of financial ratio analysis. Job Costing - Did you make a profit on your last job? How do you know if you made a profit? Cash Flow - Will the cash be there when you need it? Computer Orientation - How the use of computerized reports will enhance your ability to control your company.

Advanced Estimating

(Instructor: Perry Lyons, P. L. Lyons, Inc.)

February 3 – (8:30 am – 12:30 pm) (4 hours BIA, 4 hours MCR)

Using formulas from foundation to finish when estimating a house. This seminar will bring together formulas needed to help you determine specific costs and material needs for building a new home.

Blueprint Reading

(Instructor: Mark Simpson, Simpson Builders, Inc.)

February 5 – (8:30 am – 12:30 pm) (4 hours HBAL, 4 hours IPL)

This course will cover symbols and abbreviations used, foundation plans, floor plans, elevations, wall sections and roof plan. Also plats, plot plans, and shop drawings will be covered. Calculator required.

CPR/First Aid/Bloodborne Pathogens **OFFICE**

CLASSES OFF SITE – NOT AT BIA

**CPR/FIRST AID/BLOODBORNE PATHOGENS CLASSES WILL BE HELD AT THE
INDEPENDENT ELECTRICAL CONTRACTORS OFFICE, 1810 PLANTSIDE
DRIVE.**

January 26, February 23, March 23, April 27, May 18, June 29, July 27, August 24,
September 28, October 26, November 23, December 21 (7:30 am – 10:30 am)
(3 hours BIA, 0 hours MCR, 3 hours AGC safety training)

The first aid training is good for three years. The CPR training is good for two years.
The Bloodborne Pathogen course is being added with the other two courses.

***NOTE: Fee to attend this class is \$60.**

Concrete 101

(Instructors: Alan Vaesa, IMI & Jonathan Harrell, Essroc)

February 17 – (1 pm – 3 pm) (2 hours BIA, 2 hours MCR)

This course covers the basics of ready mix concrete, including materials used in different concrete mixes, the different additives available for adjusting concrete performance, and the basics guidelines for placing and finishing concrete.

Construction Technology & Application

(Instructor: Mark Simpson, Simpson Builders, Inc.)

August 18 – (8:30 am – 12:30 pm) (4 hours BIA, 4 hours MCR)

An introduction to basic residential framing techniques and proper application of common building materials. Current Code Book Required – 2012 International Residential Code book.

***Customer Relations**

(Instructor: Cleve Reinhart, Reinhart Construction Co.)

February 10 – (1 pm - 3 pm) (2 hours HBAL, 2 hours MCR)

A review of the principles and practices of working with your customers. Preventing problems, handling orientations, inspections, call backs and warranty requests. Establishing a customer service program and review of the Registered Builder, Registered Remodeler and Associate Builder/Remodeler conciliation process.

Electrical – Low Voltage Systems (Instructor: Troy Corrigan, Corrigan Electric Co., Inc.)

September 10 – (8:30 am – 12:30 pm) (4 hours BIA, 4 hours MCR)

A brief course that will include knowledge that teaches how to deal with all integrated electrical systems within the home.

Electrical Code Update (Instructor: Troy Corrigan, Corrigan Electric Co., Inc.)

March 17 - (8:30 am – 12:30 pm) (4 hours BIA, 4 hours MCR)

A brief course that will include the latest Code updates relating to the electrical requirements in your new home. Dealing with contractors, inspectors and safety issues.

EPA Lead Renovator Refresher Training (Instructor: Linda Griffin, Derby City Safety)

January 15, January 29, February 12, February 17, March 11, April 15, May 13, August 11, September 9, October 22, November 10, December 15

(8:30 am – 12:30 pm) (4 hours BIA, 4 hours MCR)

This class is ONLY for individuals who have previously completed the Lead Renovator Initial Certification in compliance with the Renovation, Repair, and Painting (RRP) rule. EPA requires re-certification every 5 years. In order to attend this class, you must bring a copy of your Initial Training Certification with you on the day of class. ***NOTE: Fee to attend this class is \$125**

***Estimating & Business Management for Builders and Remodelers**

(Instructor: Joe Pusateri, Elite Homes, Inc.)

October 14 – (8:30 am – 12:30 pm) (4 hours BIA, 4 hours MCR)

An introduction to the orderly collection of information needed and a systematic method for taking off quantities to develop an accurate forecast of construction cost. Understanding Overhead and Mark-Up, and a discussion of cost-containment strategies are also explained.

Estimating for Remodelers (Instructor: Ben Tyler, Ben Tyler Building & Remodeling)

March 31 – (12:30 pm – 2:30 pm) (2 hours BIA, 2 hours MCR)

An introduction to estimating geared to the remodeling industry. Learn how to collect information and learn methods to give the best estimate for that remodeling job.

***Finance** (Instructor: Richard Bean, Retired)

March 10 – (1 pm - 3 pm) (2 hours HBAL, 0 hours MCR)

A review of what your lender will expect of you and what you should expect from your lender. The course is intended to give you the tools needed to help you in presenting your proposal to a lender in an organized manner with all your documents. It will also help you discover what you should expect of your lender.

Financials Made Simple (Trainer: ActionCoach Business Coaching)

March 18 – (1 pm – 3 pm) (2 hours BIA, 0 hours MCR)

You will learn how to project your cashflow, the difference between budgeting and forecasting, how to create a forecast and how to use it to determine if your business is truly “on track”, how to read your balance sheet and income statement, how to group your costs between fixed and variable and how to calculate your breakeven.

Hardwood Flooring (Instructor: Paul Reinhart, Allgeier Flooring Company)

March 31 – (10 am – 12 noon) (2 hours BIA, 2 hours MCR)

Through this class, you will be able to understand the difference between “job-site” and pre-finished hardwood floors. Also obtain knowledge on moisture testing, special installations, radiant heat and how they may effect the installation of the flooring.

HVAC 101 (Instructor: Ron Kramer, Prudential Heating & Air Conditioning)

March 17 - (8:30 am – 12:30 pm) (4 hours BIA, 4 hours MCR)

A brief course that will include items builders NEED TO KNOW when it comes to working with their HVAC contractor and inspectors.

HVAC 201 (Instructor: Ron Kramer, Prudential Heating & Air Conditioning)

September 10 – (8:30 am – 12:30 pm) (4 hours BIA, 4 hours MCR)

This course will look at the HBAL house plans and review the duct design. It will touch on how the duct design can influence the framing of a house and/or its basement.

Installation of Fireplaces to Meet all the New Codes

(Instructor: Tom Raver, Fireplace Distributors)

October 14 - (1 pm – 3 pm) (2 hours BIA, 2 hours MCR)

Specifying Gas Fireplaces for the Home: An Overview of Options, Features and Design Considerations & Specifying Fireplaces to Comply with National Green Building Programs

***Insurance & Job Site Safety & Warranties**

(Instructors: Stan Logan, Jr., Logan Lavelle Hunt Insurance/Jon Mundell, JV Resources/John Sizemore, 2-10 Home Buyers Warranty)

April 23 – (9 am – 11 am) (2 hours BIA, 2 hours MCR)

A study of the general insurance needs of the builder. This includes a discussion of the basic requirements for obtaining insurance, why you need to carry insurance and practical examples of how to lower your insurance expense.

Introduction to QuickBooks (Instructor: Jim Wells, LedgerFix)

March 24 – (1 pm – 4 pm) (3 hours BIA, 0 hours MCR)

QuickBooks desktop basics. Topics covered include proper workflow for estimating and job costing, setting up items properly, handling deposits properly using the Un-deposited Fund account, paying bills with credit cards, reconciling and reporting on your financials monthly.

Kentucky Energy Code Requirements: Performance vs. Prescriptive Path

(Instructor: Eric George, Building Performance Group)

January 20 – part of six hour class - (9 am – 3:30 pm) (6 hours BIA, 6 hours MCR)

CLASS WILL BE HELD AT THE INDEPENDENT ELECTRICAL CONTRACTORS OFFICE, 1810 PLANTSIDE DRIVE, LOUISVILLE, KY 40299

This class will focus on the Kentucky Residential Energy Code and how it affects you and your subcontractors. *NOTE: The last two hours of the day will consist of safety

training – Accident Prevention and the Cost of Minor Injuries – LUNCH WILL BE PROVIDED

Marketing Made Simple (Trainer: ActionCoach Business Coaching)

January 28 – (8:30 am – 10:30 am) (2 hours BIA, 0 hours MCR)

It's Not Just a Department! This class is geared to helping you understand the role of marketing in your business, identify who should buy from you, and define why they should buy from you and more.

Metal Roofing – Residential & Light Commercial

(Instructor: Joe Knife, Classic Metal Roofing Systems)

August 13 – (1 pm – 3 pm) (2 hours BIA, 2 hours MCR)

A comprehensive overview of the options in today's metal roofing systems, focusing on what contractors and designers need to know about metal roofing for their projects.

Next Generation Bath (Instructor: Jeremy Ghent, Schluter Systems)

September 24 - (9 am – 3:30 pm) (6 hours BIA, 6 hours MCR)

This course covers the next generation of bathroom installations that utilize a barrier free shower. It will cover the moisture management principles with waterproofing, and vapor management. Also included are the uncoupling principles with tile installation near the shower entrance and how to properly connect these two areas. Further, this class will go over the latest technologies with electric heating cables and hydronic heating tubes incorporated in an uncoupling membrane. Lastly this will briefly go over some of the finish edges for tile installation needed to have an appealing look.

Overview of the Kentucky Residential Code and the Permitting & Inspection Process in Louisville Metro (Instructor: Dave Marchal, Metro Construction Review)

March 26 – (8:30 am – 12:30 pm) (4 hours BIA, 4 hours MCR)

Plumbing 101 (Instructor: Gary Thieneman, Dauenhauer Plumbing)

March 17 - (8:30 am – 12:30 pm) (4 hours BIA, 4 hours MCR)

This course walks through the plumbing in a house – discussion includes: prevention, trouble shooting and problem solving.

Plumbing 201 (Instructor: Gary Thieneman, Dauenhauer Plumbing)

September 10 – (8:30 am – 12:30 pm) (4 hours BIA, 4 hours MCR)

This course reviews plumbing in new construction and will review code changes, scheduling (who, when, why), and materials and installation.

***Project Management** (Instructor: Rocco Pigneri, Ball Homes)

October 20 – (1 pm – 4 pm) (3 hours BIA, 3 hours MCR)

Define the basic steps a builder and/or his superintendent need to follow to successfully build their project in the most effective and efficient manner while maintaining the required level of quality.

QuickBooks for Remodelers: Percentage of Completion Accounting

(Instructor: Jim Wells, LedgerFix)

March 31 – (2:30 pm – 4 pm) (1 ½ hours BIA, 0 hours MCR)

Have you ever been frustrated because your financial statements never give you a real picture of your current financial situation? Percentage of Completion Accounting and the use of a Work in Progress Report is the only way for a remodeling company to know how they are performing on a monthly basis. This class will introduce you how to

understand and implement the Work in Progress Report and enter the data correctly into your QuickBooks so your P&L and Balance sheet are accurate.

Residential Code Update (Instructor: Dave Marchal, Metro Construction Review) November 17 and December 17 – part of six hour class – (9 am – 3:30 pm)
****OFF SITE CLASS**

These classes will be held at Ramada Plaza Louisville Hotel and Conference Center, 9700 Bluegrass Parkway, Louisville, KY 40299 (Julia Belle Room)

Safety Training Courses **CLASSES OFF SITE – NOT AT BIA OFFICE**
(2 hours BIA, 2 hours MCR except class highlighted in red, 2 hours AGC safety training)
(Instructor: Joe Booker, Electrical Contractors Office)

SAFETY CLASSES LISTED BELOW WILL BE HELD AT THE INDEPENDENT ELECTRICAL CONTRACTORS OFFICE, 1810 PLANTSIDE DRIVE.

January 22, 9 a.m. - Accident Prevention and the Cost of Minor Injuries
February 10, 9 a.m. - Fall Protection/Scaffolding
February 19, 9 a.m. - Personal Protective Equipment/Electrical Safety Practices
March 12, 9 a.m. – Trenching & Excavation/Power Tool Safety
March 24, 9 a.m. – Driving Safety/Ergonomics
April 14, 9 a.m. - Accident Prevention and the Cost of Minor Injuries
April 21, 9 a.m. - Fall Protection/Scaffolding
September 22, 9 a.m. - Personal Protective Equipment/Electrical Safety Practices
September 29, 9 a.m. - Fall Protection/Scaffolding
October 6, 9 a.m. - Accident Prevention and the Cost of Minor Injuries
October 13, 9 a.m. - Personal Protective Equipment/Ladder Safety
October 20, 9 a.m. – Trenching & Excavation/Power Tool Safety
October 27, 9 a.m. – Power Tool Safety/Electrical Safety Practices
October 29, 9 a.m. - Accident Prevention and the Cost of Minor Injuries

Sales Made Simple (Trainer: ActionCoach Business Coaching)

February 4 – (1 pm – 3 pm) (2 hours BIA, 0 hours MCR)

Learn the simplest way to sell your product and services by: selling with purpose, asking great questions and overcoming objections.

Site Planning along with MSD Certification Training *

(Instructors: Rocky Pusateri, Elite Homes, Inc./Bob Stauble, MSD)

April 16 – (9 am – 11 am) (2 hours BIA, 2 hours MCR)

Introduction to three dimensional thinking with relation to site elevation and placement of a structure on the building pad.

*Attendees can also obtain certification for MSD training if they choose to register prior to the class at www.lifelonglearning4u.com and choose the MSD – Homebuilder EPSC Training. The MSD training fee is currently \$75 and is paid when applicant registers on-line for the MSD class at the above web address. MSD certification is good for three years. Remember, attendee will still be charged the BIA member cost of \$30 to attend this class even though payment was made for MSD training. Non-members will still be charged \$60 to attend this class even though payment was made for MSD training.

*NOTE: Attendees will not be able to obtain MSD certification for this class unless they register for the MSD training prior to the class at the web address listed above.

6 Steps to a Better Business

(Trainer: ActionCoach Business Coaching)

February 18 – (8:30 am – 10:30 am) (2 hours BIA, 0 hours MCR)

Learn time-tested principles of how to: gain control of your time, team and money; turn your marketing into an investment, not an expense; multiple your customers, revenue and profits; leverage team, systems, technology and marketing; recruit, motivate and retain a winning team of employees.

Specification Writing *(Instructor: Perry Lyons, P. L. Lyons, Inc.)*

November 19 – (12 noon – 4 pm) (4 hours BIA, 4 hours MCR)

This course will familiarize the student with the method of how to take the Blueprint and put in written form, for a financial institution or potential client, the detailed material, room descriptions & allowances needed for building a spec house.

***Total Home Builder Framing Class**

(Instructor: Bill Ross, Personal Homes & Remodeling, Inc.)

November 19 – (12 noon – 4 pm) (4 hours BIA, 4 hours MCR)

This course will be for builders wanting to learn more about framing and how to manage their framing contractors. It will help them get the best product for their money. It will also talk about all the latest trends in framing; panel & trusses, stick framing, Fisher-Sip panels and others.

***Understanding Registered Builder & Remodeler Contracts & Warranties**

(Instructor: John Talbott, Bardenwerper, Talbott & Roberts PLLC)

March 10 – (9:30 am – 11:30 am) (2 hours HBAL, 0 hours MCR)

An introduction to contracts and documents related to BIA Builders, Remodelers, Customers, Realtors, Subcontractors and Suppliers. And, a review of common legal problems and pitfalls occurring in residential construction and remodeling.

Window & Door Best Practices AND Weather Resistant Barriers

(Instructor: Frank Perez, Anderson Windows)

August 18 – (1 pm – 3 pm) (2 hours BIA, 2 hours MCR)

Learn proper techniques and applications when installing windows

***NOTE: NO MCR CREDIT ATTACHED TO CLASSES LISTED IN RED.**

*Indicates required classes for Associate Builder/Remodelers approved after January, 2000.

BIA Education Department

Metro Construction Review (MCR) *formerly Inspections, Permits & Licensing Credit Hours (IPL)*

Please note the BIA Education Department Classes that have been approved by the Metro Construction Review Office. Builders pulling permits in Jefferson County are required to obtain 6 hours of approved courses each year.

Rules & Regulations

CREDITS:

You **MUST** attend a class in its entirety in order to receive credit.

NO ONE will be allowed to sign-in for a class if more than 10 minutes late. This rule will be strictly enforced!

All classes on schedule apply to Building Industry Association of Greater Louisville (BIA) credits. Not all classes apply to the Metro Construction Review (MCR) required credits. Associated General Contractors safety training classes (AGC).

CLASS DATES/TIMES:

Please note that classes are **ONLY OFFERED ONE TIME PER YEAR.**

Class dates may change due to instructor availability.

Please note the time listed next to the class – times will vary.

CLASS LOCATION:

All Classes are located at the BIA Office Building at 1000 N. Hurstbourne Parkway

unless otherwise noted. **THE BIA LOWER LEVEL IS NOT HANDICAP ACCESSIBLE.**

Registrants will be notified if any classes warrant off-site meeting rooms and location change.

COST PER HOUR:

BIA Members are charged \$15 per hour unless otherwise noted (see class schedule).

HBA/BIA Members outside the Louisville area are charged \$20 per hour unless otherwise noted (see class schedule).

Non-Members are charged \$30 per hour unless otherwise noted (see class schedule).

Non-members are **ONLY** allowed to attend those classes that apply to the Metro Construction Review required hours. **CLASSES MUST BE PREPAID BY NON-MEMBERS.**

Anyone registered for classes will be billed for the entire class unless cancelled at least 24 hours in advance. Cancellations should be sent to the BIA Office in writing via fax (429-6036), e-mail margie@bialouisville.com or mail (1000 N. Hurstbourne Pkwy., Louisville, KY 40223).

REGISTRATION:

Individuals **MUST** register for classes via registration form OR online at:

www.bialouisville.com. The form must be faxed or mailed to the BIA Office, Attention Margie Brangers. We will accept registrations via e-mail at – margie@bialouisville.com.

No reservations will be taken by telephone. 24 hour written cancellation is required for a full refund.

ADDITIONAL CLASSES:

There will be additional classes offered throughout the year. Please watch your mail or call the BIA Office for more information. Occasionally mini-seminars will be offered prior to BIA General Membership Meetings.

REQUIREMENTS:

Some classes do require text books or other class materials. This is the student's expense. Please refer to class schedule. NO PHONES OR PAGERS ALLOWED IN CLASS. Extended cell phone use out of the class could result in loss of credit.

BIA EDUCATION DEPARTMENT

Registration Agreement

Name:

Company:

Address:

City: _____ State: _____ Zip: _____

Phone: _____ Fax: _____

I understand that I will be charged per hour for the classes I have registered to attend. I also understand the fee to be \$15 per hour for BIA Members, \$20 per hour for members of other HBA/BIA and \$30 per hour for ** non-HBA/BIA members, unless otherwise noted. Anyone registered for classes will be billed for the entire class unless cancelled in writing at least 24 hours in advance. I have read the BIA Education Department Rules & Regulations and agree to them.

Signature Required

Student's Signature:

Date:

Classes/Dates Attending:

** Non-Members MUST prepay for all classes. FAX this form to: 429-6036 OR register on-line at: www.bialouisville.com.

_____ Bill my BIA Account (for BIA members ONLY) _____ Check enclosed

_____ Mastercard/Visa Number: _____ Expiration
Date: _____

Name as it appears on the credit card:

Building Industry Association of Greater Louisville
1000 N. Hurstbourne Pkwy
Louisville, KY 40223