

Robert Haecker, Tri-Phase

1. Why do you want to serve on the BAGI Board of Directors?

I want to help the entire organization improve. I started my company almost twenty years ago and have been a BAGI member since the very beginning. I feel that joining BAGI and participating in the "Home-A-Rama" has been a key factor for us. The continued success of our company relies on new home construction so I would like to do everything possible to add value.

2. What is your vision as a potential board member?

My vision is to add experience, perspective and value as an associate member. I feel that I know what it takes to create a mutually-beneficial relationship – one that is good for everyone.

3. How are you currently involved with BAGI?

I'm currently a BAGI member, participate in the Home-A-Rama's and attend a couple events per year. I feel it's not enough and that I can do more.

4. What is your current position and what are your interests/hobbies?

My current position is Present & Founder of TRIPhase Technologies located in Carmel. My interests are spending time with family at the lake, fishing, hunting, camping & golf.

5. What are the most important issues facing the residential industry and how can BAGI address them?

I feel there are two major issues with the residential industry today.

1) Available land is a big problem for custom builders. I feel that BAGI should support the remaining developers and encourage new deals and land acquisitions. The home shows are great, but feel there are other things we can do together to create a brighter future.

2) Pricing Structure: I feel that there are a few builders and sub-contractors out there making it difficult on the entire industry. We all know the builders and sub-contractors that are selling too cheap (slighting over cost) just to close the deal. I absolutely believe in fair pricing, but also believe that we all need to make a profit to continue servicing our customers. I feel that we should identify these companies and provide business training and assistance. Chasing revenue without profit is a no-win situation for everyone involved. Educating these companies could make all the difference!

6. **How have your experiences in the building industry influenced your life?** My experiences with the building industry have been a huge factor in the success of our business from day-one. Some of my best friends and relationships have come from the building industry. With the exception of a couple years (2008-09), the building industry has been very good to us.