



Jefferson County Home Builders Association's **Building Community** Newsletter

April 2003
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Groves credits employees for his success

Summer in Bakersfield, Calif. is hot, really hot. The chance to escape to a friend's cabin in the Pacific Northwest was a delightful respite for Jim Groves, a high school English teacher.

Jim was captivated by the area, bought property in Shine, and built a house. He never went back.

As Port Townsend Lumber's window salesman, Jim learned enough about the trade to venture out on his own.

In 1981, Groves and Company opened its doors. Two decades later, other glass companies have come and gone, but Groves remains.

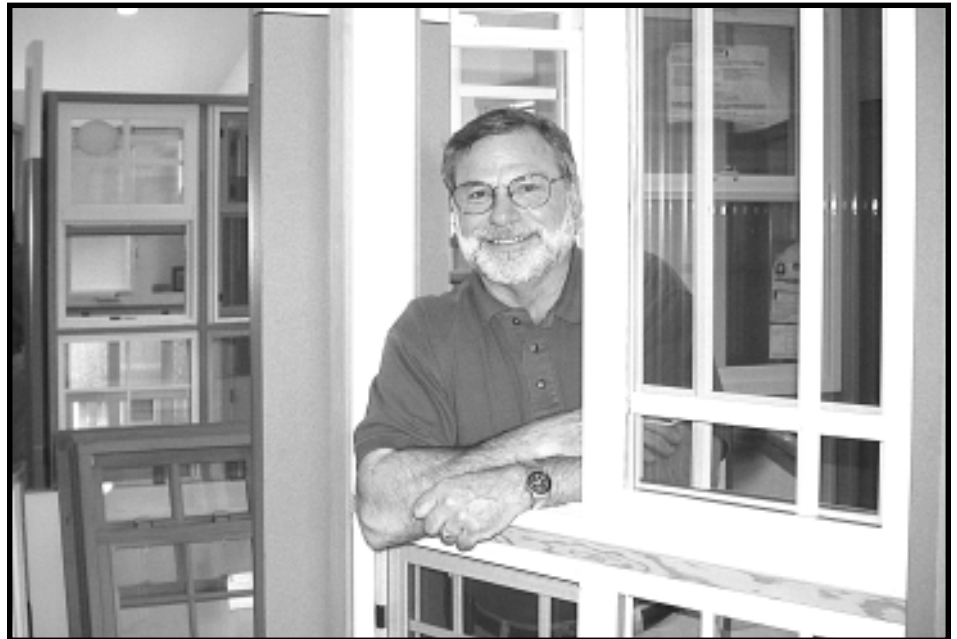
"I've been blessed with good employees and loyal customers," Jim said. "You're only as good as your people. I've been blessed with an employee force that, when I make a mistake, they can correct it." He grinned.

Speaking on behalf of all of the longtime tradesmen in the area, Jim said, "We view our efforts as a team effort. We're producing a home, not trying to sell a product."

In 1983, Jim was one of the charter members of the Jefferson County Home Builders Association. He recognized the power of networking — and he credits those connections towards his success.

"On a fiscal level, the networking has been extremely beneficial," Jim offered. "We're supplying to three counties only because of the associations we've made through the HBAs."

In the mid-1980s, the JCHBA blossomed in the hands of Bill Eldridge, Byron Swigart and Jim. Byron was the 1987 National



Since 1981, Jim Groves has been providing windows to the builders and homeowners of Jefferson, Clallam and Kitsap counties.

Association of Home Builders' Associate of the Year. Jim was the Building Industry Association of Washington's (BIAW) Associate of the Year.

In 1985, Jim had also joined the Home Builders Association of Kitsap County. Through them, he was able to provide health insurance to his employee. (He now has 10 employees.) The JCHBA didn't yet offer the program.

Jim didn't even pause to think, when asked why he not only belonged to the JCHBA, but has held positions on the board, as well.

"I would be a member of the HBA without the retro program," Jim said, of the retrospective Return on Industrial Insurance Program that refunds about one third of his industrial insurance premiums each year.

"You need to support the industry that provides your livelihood. The BIAW has always been there, affecting the codes, trying to make homes more affordable," Jim said. "It would be easy to just do your work and then go home. But, there are always issues of importance; and being willing to effect meaningful change will benefit your community."

While organizing the HBA of Kitsap County's golf tournament, Jim fell in love with a member of his golf committee. He and Pat have been married for seven years.

After seven years, as the chief organizer of the JCHBA Annual Golf Tournament, Jim's slowly passing the putter to Rick Gore.

The duo has this year's fund raiser set for July 18. Want to play? Call 379-8784.

Spikes build your JCHBA



Jim Groves

Those of you who missed last month's dinner meeting missed JCHBA President Bill Eldridge performing one of his favorite duties — handing out Spike pins.

The little pins designate when someone has climbed to a new, and higher, rung on the Spike ladder.

Bill welcomed Bill Irwin, as our newest Spike. The owner of



Bill Irwin

Paradise Bay Design and Construction recently brought in his sixth new member.

Charter JCHBA member, and longtime Spike, Jim Groves earned special recognition for reaching a new mark: 75 new members.

Way to go guys! Efforts such as yours ensure the growth and strength of the JCHBA.

JCHBA Spikes

Bill Eldridge	285
Jim Groves	77
Bill Irwin	6
Bob Little	28
Marianne Moe	59.5

Spike Candidates

Dan Dankert	.5
Jeff Evanger	1
Jim Ferris	1
Rick Gore	1
Dennis Kelley	1
Bill Leavitt	.5
Jody Locklear	1
John Nettet	2.5
Homer Smith	.5
Rich Stapf	1

The numbers represent how many new members these folks have brought in, as well as some credit for renewals. Credits may drop, if Spike is not attained.

BIAW lobbies for its builders



“I didn’t vote for you,” the woman admitted, beneath that cheesy grin.

“There’s a closet liberal in every crowd,” he replied.

President George W. Bush-look-alike also made an appearance at the BIAW reception. He even agreed to pose with Sandy Hershelman, your JCHBA executive officer.

Washington State politicians enjoyed mingling, at the legislators’ reception, during the winter board meeting of the Building Industry Association of Washington. The state directors were able to share their concerns with their local representatives in a relaxed atmosphere filled with good food and drink.

While there’s no doubt the BIAW is a stronghold of Republican sentiment, its mission benefits even the most liberal builder in Jefferson County. The BIAW exists to unite those in the building industry, in Washington state, in their fight against a government that has made this industry among the most regulated in the nation.

Rest assured the BIAW is saving you time and money during each and every legislative session, as its lobbyists battle for you.

Do read your *Building Insight* each month. The BIAW uses its newsletter to keep you well informed on the issues at hand.

Scholarships are available

Jefferson County Home Builders Association is offering scholarships to graduating seniors, or those with GEDs, who plan to pursue a course of study relevant to the building trades. The scholarship may be used for a post-secondary education, college or vocational, public or private. Student portfolios may be mailed to JCHBA, P.O. Box 1399, Port Hadlock, WA 98339. Deadline: April 30.

Additionally, the Building Industry Association of Washington is accepting applications from its members, family members, or employees of a BIAW member company. (JCHBA members are members of the BIAW.) The student may already be enrolled in an accredited school.

You may download BIAW’s scholarship packet online from www.biaw.com. BIAW deadline: postmarked by May 15.

Questions? Call 379-8784.



A message from your president. . .

Bill Eldridge
Eldridge Homes, Inc.

Yesterday, I was driving along and thinking of all the things I needed to do — and, how was it that I seemed so far behind? I thought, maybe I had lost a step over the years. But, no.

I finally concluded that there is so much more to do now than there was when I first went into business. Everything I do takes longer; and everything I do has more things required to complete the task.

In order to start a building project, I must first amass an huge amount of paperwork. Then, I get to meet with all of the parties, who have now become a part of the permit process — usually only to find out that they need more paperwork.

Recently, I was in a meeting showing papers, giving information, and participating in the process. While listening to the communications amongst the staff, it occurred to me: I had much more experience in my profession than all of the other parties put together. Even more eye opening was the fact they were now telling me how to do what I've been doing for more than 30 years.

The meeting ended and I left with approval, which is why I was there in the first place. I placed my large pile of "approved" paperwork on the passenger's seat and headed out of town.

Naturally, I started thinking. I thought about the time spent gathering papers and scheduling meetings — and the time spent in meetings, driving to meetings, and all that time spent thinking about the meetings before and after each meeting. I sure am glad I have a good crew to swing the hammers. When would I have time?

Reflecting on all the years I have been a Builder — the good times, the tough times — I decided I would do it again. Only next time, I want to start out wealthier, so the tough times won't be so trying.

Welcome our new members

Two new businesses have joined our association since the last JCHBA newsletter.

Do make sure to welcome them into the association the next time you do business with them.

MarinerBank
Chuck Turner
360-385-0123
Sponsor: Bill Leavitt

A Plus Equipment Rentals, Inc.
Kevin and Geri Widell
360-385-1010
Sponsor: Rick Tollefson



Are You Ready for a Great Weekend?

Come, join us for the BIAW Annual Remodelers Weekend. Enjoy a fun-filled weekend with your fellow BIAW members.



It all starts right after the BIAW summer board meeting at Resort Semiahmoo, in Blaine, WA.

Friday, June 27

• 2 p.m.
Contracts, Liability and Insurance workshop facilitated by Larry Linville and Shelli Lucas-Kennedy

• 7 p.m.
Excellence in Remodeling Awards Dinner and Celebration

Saturday, June 28

• 8 a.m.
Third Annual Remodeler and Associate Golf Tournament at Loomis Trail Golf Course

For more information on the events, or to register, call Jan or Amanda, 1-800-228-4229.

**Building Industry Association
of Washington**

Check the Web

Make sure to check out your business' entry on our Web site. If you have a Web site, make sure it's listed, as well.

The entries in the printed membership directory — due to be compiled this summer — will be pulled from this online directory.

Questions? Corrections? Call Sandy, at 379-8784.

www.jeffcohomebuilders.com

How well do you know your associates?

Credit bureau info prevents costly errors

Guest speaker
Jill Tatarian
Apex Credit Bureau

Please RSVP by April 18.
379-8784



Join us at the
Inn at Port Hadlock
Thursday, April 24
6:30 p.m. cocktails
7 p.m. dinner
\$10

Discount courtesy of the Flagship Grill

JCHBA Officers

President: Bill Eldridge
437-2120
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First Vice President: Bob Little
385-5606
bob@little-little.com

Second V. P.: Marianne Moe
437-2740
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Secretary: Dan Dankert
1-888-323-7646

Treasurer: Rick Gore
385-6883

Board Members:
Rick Tollefson, Kevin Miller
Bill Irwin

Executive Officer:
Sandy Hershelman
360-379-8784 (fax: 379-8785)
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Don't forget! Your Return on Industrial Insurance (R.O.I.I.) enrollment forms must be received by the BIAW by April 30!