



# Jefferson County Home Builders Association's Building Community

January 2004  
Volume 3, Issue 1

Newsletter

## D & D keeps Olympic Peninsula warm

Growing up in Forks, it's not surprising Dan Dankert did time as a logger and worked in a shake mill. Little did he know, when he took a job at a Port Angeles insulation company, that he had opened the door to his future.

Dan met Kevin Dawson on the job. They worked together and were also roommates for a while. You learn a lot about a person working with them, and even more living with him. The pair realized they'd make good business partners.

Since 1996, D&D Insulation, Inc. has been ensuring the warmth of homes and businesses, located mostly on the Olympic Peninsula.

D&D based its operation in Jefferson County, which had no local insulators. Even today, D&D is the only company located in Jefferson County that does new construction, which makes up 99 percent of its work.

"My business all depends on the interest rates. If they're low, I'm busy. If they're high, it's slow," Dan said.

Since 2002, the state energy code has made it mandatory to have R-21 in the walls, R-38 in attics, and R-30 in floors. It no longer matters what your heat source is, or how energy efficient your windows.

Kevin and Dan have 27 years of experience between them. Using a professional insulation firm can save a non-pro a day or two in labor, plus time spent changing mistakes the inspector may catch. Insulation must be properly installed and floofed, or it won't pass inspection.

"Plus, I can get the material a lot cheaper than they can get it at the lumberyard," Dan promised.



**Since 1996, Dan Dankert has operated D&D Insulation. Excellent customer service, and that winning smile, are key to his success.**

Dan can't compete with the really big boys. He'd have to triple his volume to do so; and, quite frankly, there's just not that much business on the peninsula.

While Dan and Kevin have had more employees in the past, D&D now runs two full crews. That's four guys, plus the owners.

Dan is comfortable with his company at this size. Customer service is where D&D shines. (Call 301-1958 or 732-4976.)

"I'm there when they want me to be there. If there's a problem, I can be there that afternoon or the next day," Dan said. "If someone's coming from Silverdale, when are they going to be able to get here?"

D&D operates in Jefferson County because this is where Dan chooses to raise his son. Since Chris was 7, Dan coached his baseball and football teams. Now in high school,

Chris is coached by others. Dan still works with the younger kids and remains Chris' faithful cheerleader.

Dan's upbeat personality and positive attitude have made him an asset to the JCHBA. He agreed to be secretary — as long as he didn't have to take notes.

"When I first joined, the kickback from L&I didn't matter because it was just Kevin and I," Dan recalled. "I thought joining would bring us more work — and it did. We got more contractors."

The "kickback" Dan refers to is the roughly 30 percent refund of their liability insurance premium to members of the R.O.I.I. program (Return on Industrial Insurance).

D&D works mostly on the peninsula, but its crews will travel.

"I'd go anywhere someone wants to take me," he flashed a big grin. Hawaii, anyone??

# Peninsula map offers ads

By now, you should all have been contacted regarding the map project the JCHBA and North Peninsula Building Association are creating through E&M Consulting. The map of Eastern Jefferson and Clallam counties should feature Port Ludlow, Port Hadlock/Irondale, Port Townsend, Port Angeles, Carlsborg, Sequim and Forks.

The full-color map marks developments and subdivisions, gives detailed directions, contact name and phone number, and has an amenity listing. In addition, the map will highlight scenic trails and areas of interest.

Distribution will be through the Building and Remodeling Expo, the NPBA booth at the KONP

## BIAW legal team fights for builders

With a legal team of four attorneys, the Building Industry Association of Washington directly represents cash-strapped members who have cases that will set important builder precedent.

BIAW attorneys also file more lawsuits against government

Home Show, and via other NPBA and JCHBA functions. Maps will also be given to real estate offices, chambers of commerce offices, banks, mortgage companies, title companies, advertisers, and put in relocation packets.

NPBA and JCHBA members have enthusiastically embraced the project. It's a chance to reach thousands of potential customers looking to buy a lot, or build or remodel a home, through an advertising vehicle with an extended shelf life.

Ad rates start at \$295. E&M does the ad layout.

Any questions? Call Jason or Marc, of E&M, at 800-572-0011. (Minnesota: Central time zone.)

agencies than any other trade association in the state.

These lawsuits challenge rule-making and regulatory actions that deprive builders of private property rights and undermine the free market system.

Questions? Call 800-228-4229.

# Safeco medical plan info here

As promised, details on the Safeco Select Benefits Standard Monthly Indemnity Plan are enclosed in this newsletter.

Safeco is offering members of the BIAW a stable health insurance plan at a fixed monthly rate.

Similar plans are usually offered only to firms with 50 or more employees. The BIAW plan is open to companies of all sizes.

**This is not a replacement for a major medical plan.** It is designed to cover basic insurance needs that employees and their dependents use on a routine basis.

Company-wide participation is not required.

There is no deductible. Claims are paid regardless of additional coverage you may already have. All eligible family members may be included at no additional charge. And, there are no preferred providers. You may see whichever doctor you want.

Rates begin at \$97.89 per month per family.

For more info, call Leonard Terzenbach at 1-800-600-4303.

## Excel at concrete?

Washington Aggregates and Concrete Association is seeking entries for its 36th "Excellence in Concrete Construction" award.

"Projects should never be considered too small or 'not fancy enough'. All concrete projects are encouraged," WACA wrote.

Categories include: cast in place structures, public works, residential concrete, cast in place (tilt up), special applications, and concrete paving.

Projects must be located in Washington State and have been completed between Jan. 2002 and Dec. 21, 2003. Deadline for entries is March 31, 2004.

For more info, check out [www.washingtonconcrete.org](http://www.washingtonconcrete.org), or call 206-878-1622.

## First Aid/CPR Class

*... for you and your crew*

**Saturday, Jan. 17**

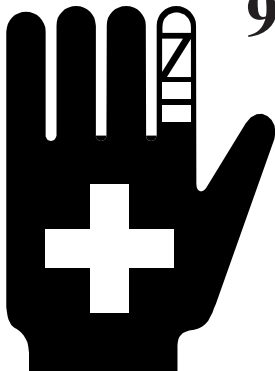
**9 a.m. to 3 p.m.**

**\$45 per person**

**To preregister, call**

**JCHBA by Jan. 2**

**379-8784**



**OSHA-certified**

**Also accepting names for future classes**

# Installation at JCHBA party

Our party, on January 10, promises to be a relaxed affair. Thanks to JCHBA's generous sponsors, at no charge to you, we will have a live band, finger foods, and soft drinks. We opted for a bring-your-own-bottle affair to stay within our limited budget.

A short swing dance lesson will be available, if there's interest.

Do bring your spouse or a guest, as well as those potential members and their dates. Dress however you please.

We've reserved the Beach Club, in Port Ludlow, for the evening and invited our BIAW President Gary Cronce, from Grapeview, to be our guest. He's agreed to install our 2004 officers that evening, as well.

First Federal Savings and Loan called and offered to sponsor the band (\$500) and more.

Marianne Moe is seeking sponsors to cover the rest of the costs. If you'd like to help, please give her a call at 437-7994.

# BIAW honors Jim Groves



Small associations, like our Jefferson County Home Builders Association, are built through the efforts of its volunteer members, such as Jim Groves.

Jim was recently honored by the Building Industry Association of Washington for his many contributions to the JCHBA.

For eight years, Jim has been the chief organizer of our annual golf tournament, which is the JCHBA's main fund raiser.

Jim's strong ethical values and moral support have made him a tremendous resource, who's always there when you need him.

In 1983, Jim was one of the charter members of the JCHBA. He was also the BIAW's Associate of the Year in 1987.

## NAHB's Contact Directory online

The National Association of Home Builders' "Contact Directory" contains all of the names, phone numbers, and e-mail addresses for NAHB staff.

Available only to members, these online directories are fully searchable and can be printed for easy reference.

[www.nahb.org/contact](http://www.nahb.org/contact)

Have you snooped around the NAHB site lately? Lots of great info!

# Welcome our new members

**John Gieser**  
**J.D.G. Construction, Inc.**  
P.O. Box 2073  
Port Townsend, WA 98368  
385-3287  
Sponsor: John & Gail McClane  
RJ Keds Enterprises, Inc.

**Bob Carter**  
**McDonald Insurance Group**  
2409 Jefferson Street, Suite C  
Port Townsend, WA 98368  
385-9550  
385-9501 (fax)  
bobc@mcdonaldins.com  
Sponsor: Marianne Moe  
Harold Moe Construction

**Al Frank**  
**Workers comp consultant**  
303 Adema Beach Road  
Port Townsend, WA 98368  
385-0559  
alfrank@aol.com  
Sponsor: Rob Stewart  
Hamilton Heights  
(And yes, this is the former city councilman. Al's worked for the BIAW for years.)



**"We can either find a way or make a way."**

— Hannibal

*OK, so most of the elephants died in the Alps and Hannibal was defeated. It's still a good quote!*

Jefferson County Home Builders Association's  
**Building Community**  
Newsletter  
November 2003  
Volume 2, Issue 8

## Your company here!

Sponsor this newsletter. We'll feature your company on the front. Call 379-8784.

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# Party the night away with the JCHBA

Port Ludlow Beach Club

Saturday, Jan. 10

7 p.m.

*Dance to  
Captain Fever!*

*Eat delicious  
finger foods!*

*Invite prospective  
members!*



*Please RSVP by  
Jan. 2!!!*

*379-8784*

*Bring your own  
alcohol, if desired.*

**The party's at no cost to you thanks to generous sponsors**

## JCHBA Officers

President: Marianne Moe  
360-731-0643

Vice President: Rick Tollefson  
732-4080

Secretary: Dan Dankert  
732-4976

Treasurer: Rick Gore  
385-6883

Board Members:  
Kevin Miller  
Bill Irwin  
Fred Kimball  
Bob Little

Executive Officer:  
Sandy Hershelman  
360-379-8784

jchba@olympus.net  
www.jeffcohomebuilders.com

Editor: Sandy Hershelman



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Port Hadlock, WA 98339

