



# Jefferson County Home Builders Association's Building Community Newsletter

March 2004  
Volume 3, Issue 3

## Member benefits draw companies to HBA

A number of you have said you'd love to ask people to join the Jefferson County Home Builders Association, but just didn't feel you knew enough to make a successful pitch. In a nutshell, the main reasons a business should join the JCHBA center around a few points:

- ✪ **R.O.I.I. (Return on Industrial Insurance) program allows as much as a 30 percent refund of one's L&I premiums.**

This program is what initially drew a lot of you into the JCHBA. The JCHBA passed out more than \$101,000 last July to member companies in the trades.

Some L&I classifications are allowed in our program because they may not have another retrospective rating program available to them: wood boat manufacturing/repair, steelworks/iron shop, fire extinguisher sales/service, military base maintenance, city governments, fumigators, bulkhead and levee construction, airport runways, and many more.

- ✪ **Group health insurance**

JCHBA member companies have access to group health insurance programs. A new offering is our mini-medical program, typically offered elsewhere only to companies with 51 or more employees. With more than 10,000 member companies, the BIAW (Building Industry Association of Washington) has the clout to offer the select benefits program to any size company, in the trades, or not.

- ✪ **Networking builds business**

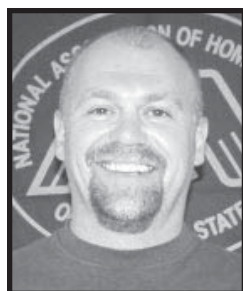
Networking should be top on this little list, but I knew the dollar savings of the R.O.I.I. and health insurance programs would keep

**The JCHBA is *THE* trade association for the building industry of Jefferson County.**

**Since 1983, we've worked with state and national organizations to promote and strengthen a favorable business environment for the benefit of our association's members and their communities.**



**Joab Eades**  
Hope, Inc.



**Dan Dankert**  
D&D Insulation



**Sterling Huntingford**  
Cotton Redi-Mix



**Bill Eldridge**  
Eldridge, Inc.

you reading this far.

Many members will tell you that their business has grown thanks to their participation in the JCHBA. **Participation** is the key word. Come to the dinner meetings. Sign up to volunteer on committees.

Get out and golf at the tournament, even if you're lousy. You can't expect to just send in a membership application and see new business lining up at the door.

- ✪ **A united voice is so much stronger than one voice alone.**

Your \$375 membership fee is actually a \$140 membership to the National Association of Home Builders, a \$90 membership to the BIAW, \$15 to the BIAW's political action arm, and \$130 to the JCHBA. (The JCHBA's portion will go to \$120 in January, when the NAHB implements the last of its three-part, \$30 total, dues hike.)

The NAHB and BIAW's mission is to fight for the rights of those in the building industry. In Washington, D.C. and in Olympia, **your voice** is heard because of the efforts of these organizations.

Recent state initiatives, launched by the BIAW, have killed the ergonomics mandate and kept L&I from siphoning even more money from your wallets.

The BIAW is tackling impact fees, tort reform, the contractors liability insurance nightmare, and much more. And they're doing it for you, every day, while you work.

There are, of course, many more perks to membership in the JCHBA: discounts, free legal help, education, advertising, information services. The best perk is, no doubt, that you have the chance to meet some of the most amazing people in the county — **and that's a fact!**

## Groves back on JCHBA's board

Jim Groves has been appointed to the JCHBA Directors. The chairman of the JCHBA, and co-owner of JCHBA & Co., is a past president of BIAW (Building Industry Association of Washington) Associate of the Year. In the past year, Jim received a Associate Appreciation Award from the BIAW.



We'd love him even without the awards. Jim's a great asset to the JCHBA and a good friend to a lot of you. He knows the value of his JCHBA membership and its contribution to his business' growth through the years.

For the ninth year, Jim is spearheading the annual JCHBA Golf Tournament — and he'd love some help! Call him at 385-6282.

The golf tournament is the JCHBA's largest fund raiser.



## Welcome back!

After a year's hiatus, we're so glad to have Earl and Carol back in the fold once again.

Woodley Backhoe & CAT Service  
Earl Woodley  
Carol Fletcher  
P.O. Box 640  
Port Hadlock, WA 98339-0640  
385-1585  
carol@olypen.com  
Sponsor: Bill Eldridge

## Print membership guide coming

The print version of the 2004 JCHBA Membership Directory is in the works. The first step is for each of you to verify your online listings at [www.jeffcohomebuilders.com](http://www.jeffcohomebuilders.com). Check for accurate data and that your business is listed under the correct area, or areas, of expertise. If you find any errors, call 379-8784, or e-mail [jchba@olympus.net](mailto:jchba@olympus.net), by April 1.

## JeffCo home show draws interest

Are you interested in participating in a Jefferson County Home Show? Some folks are asking, and we're putting out the feelers to see who'd like to do it. We visited the home shows in Clallam and Kitsap counties earlier this month and saw some of you there, as exhibitors and guests. Interested in a show of our own? Now's the time to speak up. Call 379-8784.

## Birthing green building program

Jefferson County received a grant to implement a green building program. The JCHBA's Fred Kimball and Sandy Hershelman are part of the small group of building officials, architects, builders, specialists, and others who are in the very beginning stages of designing a program.

Conservation of materials, energy efficiency, and sustainable site planning are among the items considered to qualify for the program.

## Recruitment training party's fun

Marianne Moe will host a Recruitment Training Party at her Port Ludlow home in early April. (Time and date will depend on the schedules of those who sign up.) The goal of the party (besides having some fun!) is to provide you with tools to use to attract new members into the JCHBA. Knowledge is Number One — you must believe in, and know a lot about, any product to sell it successfully again and again.

Membership recruitment and retention is at the heart of every successful organization, and the JCHBA needs your help.

The JCHBA directors are offering a cruise as the prize for the winter/spring membership drive. And, I'll let you in on a secret: The summer/fall prize is going to be just as enticing. Call Sandy, 379-8784, by March 26 to sign up for the recruitment training.

## A welcome to our new members

**Bernt Ericson Excavating, Inc.**  
**Bernt and Marlene Ericson**  
2323 Hastings West  
Port Townsend, WA 98368  
385-3602  
385-6930(fax)  
[mbericson@cablespeed.com](mailto:mbericson@cablespeed.com)  
Sponsors: John and Gail McClane

**Technology Providers, Inc.**  
**dba Custom Cedar Homes USA**  
**Bill Dauenhauer**  
P.O. Box 253  
Port Townsend, WA 98368  
385-9532  
385-9532 (fax)  
[dauenhou@cablespeed.com](mailto:dauenhou@cablespeed.com)  
Sponsor: Marianne Moe

**Sunrise Custom Painting**  
**Michael and Nelma Lawton**  
60 Maple Lane  
Port Ludlow, WA 98365  
437-8141  
[michaeldlawton@aol.com](mailto:michaeldlawton@aol.com)  
Sponsor: Marianne Moe

**Wallyworks Enterprises, Ltd.**  
**D. Malcolm Dorn**  
1027 Lawrence Street, Suite B  
Port Townsend, WA 98368  
385-2771  
385-2771 (fax)  
[wallyworks@cablespeed.com](mailto:wallyworks@cablespeed.com)  
Sponsor: Marianne Moe

# BIAW honors Marianne Moe

At the Feb. 25 BIAW board meeting, in Olympia, Marianne Moe was definitely shocked when asked to come before the crowd to receive a Builder's Appreciation Award.

Marianne and her husband, Harold, have been contractors in East Jefferson County since 1978.

In the early- and mid-1990s, Marianne was one of the main movers and shakers of the JCHBA, as well as its president. A decade later, Marianne is still a vital force in the JCHBA.

Despite being on a whirlwind ride with her own business, Marianne stepped up to the plate when she was asked to take over the JCHBA presidency in mid-2003. In 2004, she once again agreed to wear the "crown."

Marianne does not merely rule from her throne. She is the head of



every committee, makes phone calls, plans parties, folds newsletters — and she does it all with a flair. (Admit it: You gotta love a woman who can host a golf tournament in a dress and three-inch-high rhinestone-studded heels!)

Your president is dedicated the building industry. Having done

so in the mid-1990s, Marianne is once again willing to rattle the cages of apathy that often take root in small associations.

She is writing letters to the editors, meeting city and county officials and state legislators, traveling to state board meetings, and wholeheartedly supporting her executive officer.

Marianne is truly a gem. . .and the JCHBA has been blessed to have her.

## Some tidbits

**"How to install permanent truss bracing/web bracing"** seminar explores new 2003 IRC truss requirements. City of Port Townsend hosts this presentation by the Northwest Wood Truss Fabricators Association. 3 p.m., March 31, at the Pope Marine Building. Call 379-5082 to reserve a spot.

**International Residential Code (2003 IRC) class** highlights changes to go into effect July 1. We've scheduled a class in Port Townsend on Thursday, May 6, from 1 to 5 p.m. \$75 for members, \$150 for nonmembers. Call Amanda at 1-800-228-4229 to preregister.

**Olympic Business Journal** will run a JCHBA newsletter in its next three issues. North Peninsula Building Assoc. will also be featured. Check it out!

## Earn a three-night cruise for two

*Be the first member to sponsor six new JCHBA members by June 30, 2004 and set sail aboard the ms Amsterdam!*

- ◆ *Departing Seattle Sept. 30 for three nights*
- ◆ *Destinations: Vancouver and Victoria, B.C.*
- ◆ *You and a guest enjoy 5-star service on the flagship of the Holland America Line. Meals, entertainment and activities included.*



*On the gangway so far. . .  
One new member each:  
Gail and John McClane  
Bill Eldridge*

**The small print:** Credit given for new members only. Full payment must accompany application. Applicant must be approved by JCHBA board of directors. Applications are in the JCHBA office, at [www.jeffcohomebuilders.com](http://www.jeffcohomebuilders.com), hanging on the JCHBA office door, or call 379-8784. Whoever actually "closes the sale" gets the credit towards the cruise. First one to get six members sails away Sept. 30!

# Decisions and Development: *Improving your business strategy*

***Speaker: John Herschelman,  
Business development specialist***

**Harbormaster  
Port Ludlow  
Thursday, March 25  
6:30 p.m.  
\$18**



***Please RSVP by March 19  
379-8784  
Dinner selection: steak, salmon  
or chicken.***

***Reservations made, but not cancelled by March 23, will be invoiced.***

## **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:  
Jim Groves  
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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360.379.8784

