

## Mrs. Toy goes to Washington, er, Olympia

It's one thing to read all about all of the stuff that goes on in your local, state and national building associations; being there to experience it in person takes it to a whole nother level.

Sandra Toy takes her new role as state director seriously. Last month, the HomeStone Mortgage loan officer went to Olympia for the Building Industry Association of Washington's winter board meeting. There, gathered from all corners of the state, were representatives of the building community. No matter what the particular issue of the hour, their main focus has remained pretty constant through the years: decrease the over-regulation of small businesses in this state and battle for affordable housing.

"It was amazing," Sandra said, after sitting through the legislative policy committee meeting. "We're not alone here in Jefferson County. While our members are running their businesses here on the peninsula, BIAW lobbyists are working for them daily in Olympia. They're getting bills killed in committee before they're even let loose on the legislative floor."

Indeed, in this last session, a number of ridiculous regulations, impossible mandates and sneaky amendments were stomped before they even got out of the barn.

Looking over the list of now-dead bills, Sandra added, "These would have added thousands of dollars, each year, to the cost of operating a construction business, if not more."

Schmoozing with the legislators at that evening's party, Sandra noted the mix of Republicans and Democrats

among the 90 politicians in the room. No matter what political rhetoric may come from some of its leaders, BIAW has friends on both sides of the aisle.

With more than 11,000 members statewide, BIAW is indeed the most powerful lobbying group in Olympia—and it's working for you!

chair, Sandra has dedicated herself to increasing our numbers.

"It's extremely important to grow our membership. The more members we have, the stronger our voice," Sandra said. "If you want to get anything out of an association membership, you have to participate.



Sandra Toy marched on the Capitol last month, when she participated in the BIAW's Funeral for Affordable Housing Rally in Olympia.

Networking with others from around the state is probably the most valuable use of time at a state meeting. Why reinvent the wheel, when many areas have already been through similar circumstances, as are happening in your town at the moment? Why develop marketing materials, when others have spent thousands doing so and are willing to share their product?

As the new JCHBA membership

I'm also convinced that knowledge is power. After spending these three days in Olympia, I can share firsthand with my contractor clients just what the BIAW is doing for them—and that's on top of getting them a huge refund on their L&I premiums!"

*(Most JCHBA builders and subs are in the BIAW's Return on Industrial Insurance program, through which they earn a 25% refund of their premiums.)*

# “Lily’s Kitty” keeps growing dollars. . .

There’s a new game in town. . .and it’s run by a tiny dog in a purple boa. Yes, indeed, *Lily’s Kitty* is the latest stunt to add a little fun to our monthly meetings and special events.

Lily showed up at our last dinner meeting with \$100 in her furry paws. After conning your executive officer into selling \$1 raffle tickets, Lily drew one of the tickets. Half of the \$54 in tickets sales from that night went into the pocket of Rick Tollefson (*Tollefson Builders*). The other \$27 was added to Lily’s \$100 for the grand drawing.

In Lily’s purse were the names of all of the JCHBA members. If the company name drawn had someone in attendance, that person would have gone home with \$127.

When Malcolm Dorn’s name was

drawn, Lily felt sorry the owner of Wallyworks Enterprises wasn’t there. When she heard the contractor was in Hawaii, all sympathy was lost!

If only Malcolm had sent Chester WallyDoodleDog in his place that night—the pooch could’ve bought a lot of doggie treats for \$127!

“My Kitty’s growing,” Lily said. “I’ll be back for our March 22 dinner. Bring your dollars. It could be your lucky night!”

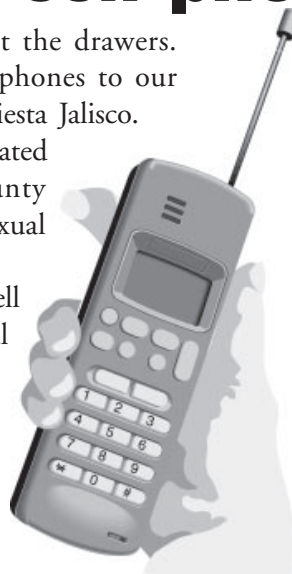


Lily’s guarding her “Kitty.”

## Recycle cell phones for DV

Time to clean out the drawers. Bring your used cell phones to our March 22 dinner at Fiesta Jalisco. The phones will be donated to our Jefferson County Domestic Violence/Sexual Assault Program.

A reprogrammed cell phone can be a literal lifeline for victims of domestic violence. A deactivated cell phone can be programmed to call 911, even without



the user purchasing a service plan from a provider.

If your phone is in iffy condition, bring it anyway. JeffCo DV/SA has a place they can send the old phones and be sent, in turn, a donation towards their client programs.

Either way, donating your unused cell phones will help our local domestic violence program—and keep your old phones’ toxic innards out of our county’s garbage dump.

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### Committee Corner

**Membership:** Sandra Toy reports a business mixer is scheduled for Wednesday, April 26 at the HomeStone Mortgage office, near Kala Square. The mixer is currently cosponsored by HomeStone Mortgage and LeTip of Port Townsend. Care to help sponsor it? Call Sandra, 379.6425.

**Home Builders Care:** Liz Coker is working closely with Jumping Mouse Children’s Center to coordinate the JCHBA’s involvement in a fund-raiser, or two. Want to help? Call Liz at 385.2739.

**Golf Tournament:** The golf committee is about to gear up for the July 21 fund-raiser. A sign-up sheet will be in the April newsletter. We’ll need golfers and sponsors. Call Jim Groves to help round them up, 385.6282.

*(To sign up for these and other fun committees, check out the list of activities on the insert.)*

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## “Talk to a human” cheat sheet

As much as we appreciate technology, there are few things as frustrating as piddling your way through an automated telephone menu, when you just need to talk to a real, live body.

Enter, the Interactive Voice Response (IVR) Cheat Sheet, your new best friend: [www.gethuman.com/us/](http://www.gethuman.com/us/)

There were 402 different companies on the list, as of last Saturday. (That’s 13 printed pages.)

The ways to sneak past an automated system are as varied as the fillings in a box of chocolates—and you’re operating just as blindly trying to figure out which to pick. Press 0. Press 000000. Press 000 and ignore the

prompts that say it’s an invalid entry. Press ###. Say “customer service” three times, while clicking together the heels of your ruby red slippers. (OK, so you really don’t need the ruby red slippers part, but it probably wouldn’t hurt.)

Know what happens when a company changes the code, as a response to being listed on the GetHuman.com Web site, or because it’s revamping its system? The site claims that one of the employees in the company usually submits the new code to GetHuman.com.

Gotta love it. . .that means there really are people hiding behind those IVR computers that are answering everyone’s telephones these days.

# IRS provides guidance on energy efficiency tax credit

Many of you took the opportunity to listen to Energy Star Homes Northwest's Tom Balderston speak about Energy Star Homes, either at our February dinner meeting or the builders' breakfast on March 9. (A few of you even went to both!)

An update on one of the topics mentioned: On Feb. 21, the Internal Revenue Service provided guidance regarding the energy-efficient homes credit available under the Energy Policy Act of 2005.

An eligible contractor, who constructs a qualified new energy efficient home, may qualify for a tax credit of up to \$2,000. The credit is available for all new homes, including some manufactured homes.

The *residence* qualifies for the credit if: it is located in the United States; its construction is substantially completed after Aug. 8, 2005; it meets the statutory energy-saving requirements; and it's acquired from the eligible contractor after Dec. 31, 2005,

and before Jan. 1, 2008.

In general, to meet the energy-saving requirements, a home must be certified to provide a level of heating and cooling energy consumption that is at least 50% below that of a comparable home constructed in accordance with the standards of the 2004 Supplement to the 2003 International Energy Conservation Code. (In the case of manufactured homes, it's 30-50% below.)

It also must have building envelope component improvements providing a level of heating and cooling energy consumption that is at least 10% below that of a comparable home.

The IRS guidance provides information about the certification process a builder must complete to qualify for the credit. It also provides a list of software programs that may be used to calculate energy consumption for certification.

Notice 2006-27, a nine-page .pdf, provides guidances for the credit for building energy-efficient homes other than manufactured homes.

[www.irs.gov/pub/irs-drop/n-06-27.pdf](http://www.irs.gov/pub/irs-drop/n-06-27.pdf)

Notice 2006-28, a 14-page .pdf, offers the guidance for building energy-efficient manufactured homes.

[www.irs.gov/pub/irs-drop/n-06-28.pdf](http://www.irs.gov/pub/irs-drop/n-06-28.pdf)

Source: [www.irs.gov/newsroom/article/0,,id=154658,00.html](http://www.irs.gov/newsroom/article/0,,id=154658,00.html)



## Affordable housing mourned

The Building Industry Association of Washington's funeral, mourning the death of affordable housing in Washington State, was well attended.

On Feb. 21, more than 300 people came from across the state to pay their last respects to the American Dream of Homeownership, which finally succumbed to over-taxation, regulations and bureaucratic red tape. JCHBA Director Sandra Toy (*HomeStone Mortgage*), Executive

Officer Sandy Hershelman, and Jeff Pepin (*Puget Sound Energy's* Market Manager/Builder Services) were there.

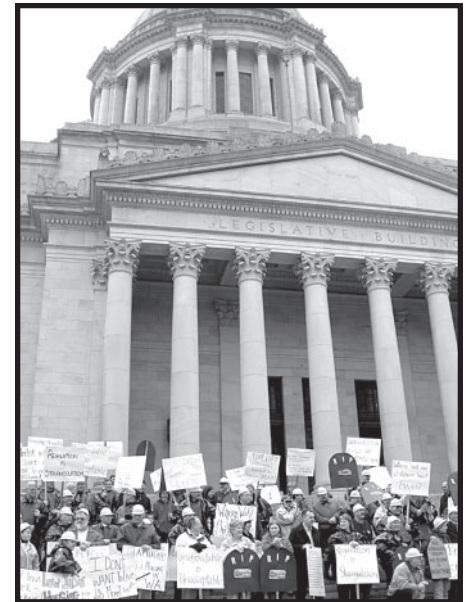
The rally featured remarks by Representatives Richard DeBoldt (R-Chehalis) and Doug Ericksen (R-Bellingham), Senators Tim Sheldon (D-Potlatch) and Brad Benson (R-Spokane), and Kim Herman, a low-income housing advocate and state director of the Washington State Housing Finance Commission. The

## Welcome our new member

This month the Jefferson County Home Builders Association welcomes Marilyn Kurka to "the JCHBA family." Remember to welcome Marilyn, when you next do business together. Supporting fellow JCHBA members is one of our greatest strengths!

**Marilyn Kurka**  
**Land Title and Escrow Company**  
2200 West Sims Way, Ste. 205  
Port Townsend, WA 98368  
(That's the second floor, Frontier Bank)  
360.385.7300  
360.385.7310 (fax)  
[mkurka\\_ltescrow@olympen.com](mailto:mkurka_ltescrow@olympen.com)

**Sponsor: Sandra Toy**  
**HomeStone Mortgage**



"eulogists" focused on those critical issues that have made Washington State one of the least-affordable states in the nation in which to own a home.

Cloaked in black ponchos and hard hats, the procession solemnly carried a house-shaped casket, representing the death of affordable housing—and the dream of homeownership for many families—from BIAW's offices in Olympia to the steps of the Capitol.

## JCHBA Officers

President: Marianne Moe, CAPS  
437.2740

Vice President: Rick Tollefson  
732.4080

Secretary: Dan Dankert  
732.4976

Treasurer: Rick Gore  
385.6883

Board Members:

Jim Groves

Sandra Toy Joy McFadden  
Fred Kimball

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# Domestic violence and your workplace

Your employee's home life comes crashing onto your job site. . .

Handle it improperly and you may be held liable . . .

## *Speaker*

**Cheryl Bozarth**

JeffCo Domestic Violence/  
Sexual Assault Program

Bring your old  
cell phones.  
Why? Read  
more inside.



**Wednesday, March 22**

**6:30 cocktails**

**7 p.m. dinner**

**Fiesta Jalisco**

*We've booked the front room.  
We won't be squished this time!*

*On Rhody Drive. . .in Port Hadlock  
We'll order off of the menu. . .*

***Please RSVP (yes or no) to 379.8784 by March 17.***

***Or reply to your March 12 e-mail from hershelman@olympus.net.***