



May 2003
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Jefferson County Home Builders Association's Building Community Newsletter

Gores' "Mountain" operates on propane

With family roots in Sequim and Port Angeles, it's no surprise that Rick and Laurie Gore moved back to the peninsula in 1993.

Rick had been putting on tournaments for an electronic dart board company. Laurie had her own bookkeeping firm.

"I lived in bars for 14 years," Rick said. Too many miles on the road and not a family lifestyle. The birth of their daughter, Adreanna, sparked a change.

From darts to propane may seem like a stretch, until you realize that Laurie was born a Mortenson. Propane's in her blood.

Laurie's parents, Darrell and Bonnie, had Paradise Propane for decades. And, brother Duane was Pacific Propane.

It was Laurie who taught Rick the ropes, while he was working for Pacific Propane.

When the time came for the Gores to venture out on their own, Pacific Propane was Ferrellgas.

Mountain Propane, Inc.'s truck first rolled in January 2000. Two Gores, plus one employee, ran the show. These days, 11 employees handle 1,200 customers, 95 percent of whom are residential.

With propane 25-30 percent cheaper than electricity, and the Gores determined to keep their prices lower than the competition, there's no doubt more customers will find their way to the Mountain.

Rick's business philosophy is simple, "Treat people as you want to be treated. You can't do any better than that."

Laurie agreed, adding, "Take good care of the customers, while



Rick and Laurie Gore's Mountain Propane has grown fast and furious, since their first truck rolled in January of 2000.

making a reasonable profit."

Rick's people skills keep him right out front, which he loves. Laurie prefers to tend to the paper trails in her office.

"I think that's why we get along," Laurie said. "We cross over some, but he does what he's good at and I do what I'm good at."

Rick sought out membership in the Jefferson County Home Builders Association, before any of you had a chance to invite him to join. He and Laurie had already seen the importance of the JCHBA connection, while working for Pacific Propane. A number of builders would only deal with JCHBA members.

"Part of the reason I joined was to make the business connections. Getting to know the people of the

community was another reason. It's the same reason I'm a Kiwanian. I live in this community and I want to be a part of it," Rick said. "Also, a group's voice is stronger than one voice, especially dealing with the county and the state."

At the first JCHBA meeting Rick attended, they were looking for volunteers.

"I said, 'I'm here. I don't have a lot of time, but I can help where needed.' From there out, the hook was set," Rick grinned.

Last year a board member, this year our treasurer, Rick continues to prove himself a dependable asset to the JCHBA.

And, yes, dear golfers, he is once again cochairing the JCHBA golf tournament with Jim Groves. (It's July 18. Details are inside!)

Thacker repairs our history



Photo courtesy of the Port Townsend & Jefferson County Leader

Brett Thacker, standing, and Brandon Caton repair the sandstone veterans' monument at Memorial Field.

Brett Thacker, the owner of Thacker Masonry, recently had the opportunity to volunteer to repair the sandstone veterans' monument at the entry to Port Townsend's Memorial Field.

For Brett, it was indeed a special opportunity. Memorial Field was opened in 1947 and dedicated May 21, 1948.

The memorial plaque lists the names of 12 local men, who died in 1917 and 1918, and the 38 who fell between 1941 and 1945.

Brett managed to locate a piece of Wilkinson sandstone to match a missing piece. He and his employee, Brandon Caton, cleaned and repointed the frequently-sat-on monument, as well.

This year's Memorial Day ceremony begins at 1 p.m. Monday, May 26. The dedication of a new, larger flagpole is also planned, as is a car and motorcycle show.

Golf with us!

**Friday, July 18
at Port Ludlow**



Details are on the sponsor and player sign-up form included in this newsletter.

Support JCHBA!

L&I's ergonomics rule is a real job killer

Experts have estimated that complying with Washington State's ergonomics rule will probably cost businesses \$725 million in the first year alone. That's far greater than the \$80 million predicted by the Department of Labor and Industries (L&I).

The BIAW (Building Industry Association of Washington) filed Initiative 841 to repeal the job-killing ergonomics rule. Along with most of the business community, BIAW vigorously opposed this ergonomics rule because of its prohibitive compliance costs and a lack of scientific justification.

For the same reasons, in 2001, the U.S. Senate voted to repeal an ergonomics rule being considered by the federal government — one far less restrictive and less expensive than Washington's. Nevertheless, L&I pushed ahead and burdened Washington's businesses with the only ergonomics rule in the nation.

The ergonomics rule was adopted, in 2000, by unelected bureaucrats at L&I. It impacts every business*, every employee and every person in this state, yet it was adopted with no input from elected officials.

(*L&I exempted some big corporations from the ergonomics rule, such as Wal-Mart, Safeway, and Ferguson Enterprises.)

The ergonomics rule requires employers to reduce employees' exposure to ergonomic injury hazards to the extent "technologically and economically feasible".

But, with no definition of "technologically and economically feasible" and no compliance guidelines, this ergonomics rule will, no doubt, only encourage frivolous lawsuits against employers by employees claiming their employer did not reduce ergonomic injury hazards to the degree "technologically and economically feasible".

How are you going to manage your business, when your employees can only spend four hours a day working at activities considered to be ergonomic hazards, such as those that require repetitive motion, lifting, gripping, working with the arms above the head, squatting or kneeling?

For more information, check out www.biaw.com or any back issues of *Building Insights* you have in that pile on your desk.





A message from your president. . .

**Bill Eldridge
Eldridge Homes, Inc.**

Several years ago, at a state homebuilders' convention, I happened to hear a motivational speaker whose message I have never forgotten.

I had signed up to attend a different session that afternoon, but the preceding meeting ran way over. That meant I had missed most of the session I had planned to attend. Checking my program, I discovered "Time Management" was about to start in a room just down the hall.

The speaker, "Jack", flew all over the country, teaching corporate and large business leaders how to manage one of their most important assets — time.

Jack shared a lesson he had learned from a friend, also an frequent flier. One day, both were scheduled to fly to Atlanta to speak. They decided to take one car to the airport and travel together. Since the other man lived farther away, he said he would pick up Jack on the way.

Jack always arrived at the airport at least two hours early for check-in. He then waited quite a while for the plane to depart. As he waited for his friend to pick him up that morning, he became nervous. His friend was quite late. Jack knew, if his ride didn't get there soon, they would undoubtedly miss the flight. Finally, his friend arrived! Jack decided it best not to say anything about being late — if they missed the plane, they would just catch the next one.

On the way to the airport, Jack noticed the traffic was lighter than it usually was when he traveled to catch this flight. He mentioned this to his friend, who said the morning's rush hour was over.

As they drove along, Jack began to realize they just might make their flight. As they approached the parking garage, the driver did not stop at the first few floors to look for a place to park. He kept going until they reached the top floor and parked next to the elevator.

They got their bags out of the trunk, walked a few feet to the elevator, and went to check in. There were only a few people in line and they quickly checked in. They went to the gate and got on the plane for an enjoyable flight to their meeting.

Jack told us he now leaves for the airport later than he had done in the past. He encounters far less traffic and parks on the roof next to the elevator. That trip to the airport was the impetus for Jack to learn how to accomplish considerably more in life. He's now willing to step outside of his comfort zone.

Jack spoke of various things he tried, and shared which he found most useful in his everyday life. Of all the things he said, one has remained with me: Do the things you like to do.

Jack realized he was being bogged down by certain tasks. Thinking about it, he came to the conclusion he didn't enjoy doing those things. If he could get someone else to do them, he would enjoy life more and accomplish more.

So, Jack hired someone to do the things he didn't like to do. He felt he really couldn't afford it, but he had to at least try out his theory.

Jack's time freed up so much he found he could do more of the things he enjoyed. He was able to speak at conferences more often and get more done at work. His income increased and life became more enjoyable.

Are You Ready for a Great Weekend?

Come, join us for the BIAW Annual Remodelors Weekend. Enjoy a fun-filled weekend with your fellow BIAW members. You don't have to be a Remodelor to join the fun!

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 Remodelor 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**

NAHB news online

Nation's Building News, a National Association of Home Builders' publication, is now online at www.nahb.org.

It's a wealth of information, covering regulatory, technological and legislative news.

NAHB's weekly newsletter is most easily accessed by using the site's search feature. Current and back issues will pop up in the search results.

You may also have it delivered to your own e-mail box. Just ask 'em.

Emergency preparedness: Are you ready? *With your skills, could you help?*

**Guest speaker: Mark Bowes
Coordinator, Jefferson County
Emergency Preparedness**

**Please RSVP by May 17
379-8784**



**Join us at the
Inn at Port Hadlock
Thursday, May 22
6:30 p.m. cocktails
7 p.m. dinner
\$15**

JCHBA Officers

President: Bill Eldridge
437-2120
me@olympus.net

First Vice President: Bob Little
385-5606
bob@little-little.com

Second V. P.: Marianne Moe
437-2740
haroldmoe@olympus.net

Secretary: Dan Dankert
1-888-323-7646

Treasurer: Rick Gore
385-6883

Board Members:
Rick Tollefson, Kevin Miller
Bill Irwin

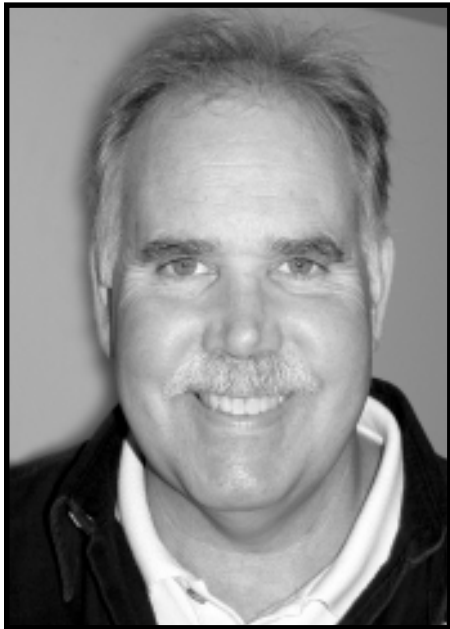
Executive Officer:
Sandy Hershelman
360-379-8784 (fax: 379-8785)
jchba@olympus.net
www.jeffcohomebuilders.com

Editor: Sandy Hershelman

360.379.8784
Jefferson County
Home Builders Association
P.O. Box 1399
Port Hadlock, WA 98339



Tollefson honored by BIAW



The Building Industry Association of Washington recently honored Rick Tollefson with one of its Builder Appreciation awards.

With Fred Kimball (Kimball Woodworks) and Pete Raab (retired from Townsend Builders), the custom home builder teaches the JCHBA carpentry training class. It is a partnership with Peninsula College and Chimacum Schools.

The eight-month course, now completing its third year, will have graduated about 50 entry-level framers by mid-June 2003.

Rick, the owner of Tollshark Construction, is not only active on the JCHBA board, but involved in myriad community organizations.

R.O.I.I. is wonderful, but not for all

When I first took the job as executive officer, it was really easy for me to identify the reasons someone should belong to the JCHBA. Networking, supporting the industry that feeds you, the Return on Industrial Insurance program, and a competitive health insurance program led the parade. Getting to hang around with a wonderful bunch of folks like you only sweetened the prize.

The R.O.I.I. program is a true gem. Businesses can be refunded a third of their state industrial insurance premium. And they are: I gave out more than \$121,000 in refund checks last July!

BUT. . . a phone call from one of my favorite guys prompted me to issue this warning — no, let's call it a lesson — about how R.O.I.I. is used as a membership tool.

This rookie member was told by his well-meaning sponsor that by joining the JCHBA he would get a third of his L&I premiums back.

That can be, and often is, true. What he wasn't told was he had to join the program and it has an annual fee. He wasn't told it would be a couple of years before the state releases any monies to the BIAW

and that's when he'd see his first refund check. He also wasn't told that the state spreads each year's refund out over three years.

To pour more hot oil on the situation, this member is in a field that, although his employees qualified for R.O.I.I., he didn't have enough employees in a high-premium risk class for it to have made fiscal sense to join the JCHBA purely for the R.O.I.I. benefit.

It's a math problem, really. If you're paying a premium of \$7.42 an hour to move houses or \$5.05 to scamper on roofs, it takes but a few employees to offset the cost of JCHBA membership and R.O.I.I.'s annual fee. On the other hand, it would take a whole bunch of land surveyors (19 cents an hour) or property managers (73 cents) to make it pay.

Remember, too, an added perk of R.O.I.I. is that the BIAW handles all of the pesky paperwork that goes along with L&I claims. That in itself makes it worth the nominal annual fee — even if you never saw a dime in R.O.I.I. refunds!

Sandy



BIAW offers classes

Education is one of the core missions of the Building Industry Association of Washington.

You may register online at www.biaw.com/education.asp for any of the courses below.

If you'd rather register by phone or have questions regarding a program, call or e-mail Amanda Fields at amandaf@biaw.com or 1-800-228-4229.

Want to schedule some classes up our way? Check out the online course descriptions and let Sandy Hershelman know what sounds interesting. Call 379-8784.

Forklift Safety Training & Certification (5/15 Tacoma; and 6/5 in Olympia)

Lien Law / Public Works (5/20 Bremerton; 9/11 in Olympia; 9/24 Bellingham)

Construction Contracts (5/21 Bremerton; 9/12 Olympia; 9/25 Bellingham)

Customer Service (5/22 Olympia; 6/4 Tacoma)

Financial Management (5/23 Tacoma)

Estimating (6/6 Tacoma; 9/22 Bellingham)

Home Modifications (6/11 Bellevue)

Negotiating Skills (7/9 Tacoma)

Residential Construction Safety Workshop (7/10 Tacoma)

Sales & Marketing for Remodelors (8/28 Tacoma)

Introduction to Business Management (9/5 Bellevue; 9/10 Tacoma)

Scheduling (9/8 Bellingham)

PREP: Professional Remodelors Experience Profile (9/9 Olympia) (9/11 Bellevue)

Sales Coaching: Compelling Questions, Effective Sales (9/17 Tacoma)

On-Site Project Management (9/18 Tacoma)

Land Development, Site Planning & Zoning (9/18 Bellevue)

Working with and Marketing to Older Adults (9/26 Bellevue)

Jefferson County Home Builders Association's Annual Golf Tournament. . .and Barbecue!!



Friday, July 18
Port Ludlow Golf Course
\$85 per player
Cart and dinner included

Tee-off at noon. Check-in from 10 to 11:30 a.m.

We're looking for players and sponsors!

Players: It's a shotgun format, four-man scramble. You don't need a foursome to play. Just sign up!

NAME

ADDRESS

PHONE

Sponsors: This is the JCHBA's annual fund raiser. Your support keeps us alive.

Tournament Sponsor: \$500

Includes greens fees for one player.
Your banner, signs, etc. will be placed at
key locations on the course.

Golf Cart Sponsor: \$400

Your company sign and logo affixed to
ALL golf carts!

Beverage Cart Sponsor: \$400

Your company sign and logo
on the beverage cart!

VIP Sponsor: \$250

Includes green fees for one player and
custom signage.

Green Sponsor: \$100

Includes custom signage.

Tee Sponsor: \$100

Includes custom signage.



Mail this form to JCHBA, P.O. Box 1399, Port Hadlock, WA 98339. Or fax 360.379.8785.
Questions? Call 360.379.8784 or e-mail jchba@olympus.net.