



Jefferson County Home Builders Association's Building Community

October 2005
Volume 4, Issue 7

Newsletter

Builders help Katrina and Rita survivors

Since Hurricane Katrina hit in late August, the fate of its one million survivors has captured the hearts and minds of Americans everywhere. And then came Rita. . .

The full extent of the impact of these hurricanes on the housing market, and on the overall economy, is still unclear. The immediate focus remains, as it should be, on human life and health.

The sheer number of homes destroyed by this catastrophe will likely dwarf the losses from any previous U.S. natural disaster.

The American Red Cross updated its disaster assessment for Katrina and also provided an assessment for Hurricane Rita. The two destroyed an estimated 356,000 housing units, with 353,000 attributed to Katrina. This is more than 12 times the number destroyed in any previous natural disaster in our nation's history.

The 1906 San Francisco fire/earthquake reportedly destroyed 28,000 "buildings." The number of housing units destroyed by Hurricane Andrew in 1992 was estimated at over 28,000. The combined effect of hurricanes Jeanne, Ivan, Frances, and Charley in 2004 was almost as large, with nearly 27,500 housing units destroyed. The number of homes with major, but reparable, damage was more than twice that.

Jefferson County Home Builders Association members belong to the National Association of Home Builders (NAHB) and the Building Industry Association of Washington (BIAW). Both have mounted relief efforts.

After Katrina, NAHB swiftly approved the establishment of a charitable entity, the Home Building Industry Disaster Relief Fund, with an initial \$2 million donation. A \$500,000 donation to the American Red Cross, and another \$500,000 to the Salvation Army, addressed humanitarian and relief aid. The remaining \$1 million was earmarked to help displaced or economically



injured industry members get back on their feet, so that they are working and able to contribute to the rebuilding effort in their communities.

NAHB has gathered resources for both consumers and builders who wish to help facilitate the rebuilding of communities. Visit www.nahb.org.

Believing the Salvation Army is the most efficient nonprofit agency aiding hurricane victims, the BIAW gave \$100,000 towards its efforts.

BIAW is also soliciting individual contributions from members, in the hopes of raising an additional \$100,000 in hurricane relief aid.

Port Townsend Sister: Bay Saint Louis, Miss.

On Sept. 7, two buses left Port Townsend, headed for Texas. The Port Townsend Bus Project evacuated Hurricane Katrina survivors from Houston to outlying areas. They then headed to New Orleans, ultimately ending up in Bay St. Louis, Miss.

The Jefferson County volunteers have settled in to help the people of this small coastal town rebuild their lives, following the disastrous landing of Hurricane Katrina. Many of you have been tracking their efforts through the excellent coverage provided by the *Port Townsend-Jefferson County Leader*.

Among the volunteers are Kathleen Mitchell and Scott Landis. He is the brother of Rick Landis, who's affiliated with the JCHBA through Kimball & Landis, LLC.

Port Townsend is one of the nearly 20 cities to officially "adopt" Bay St. Louis as a "Sister City." The many similarities to Port Townsend make this a wonderful fit. Bay St. Louis is about the same size as our Victorian seaport. The third oldest town on the Gulf Coast, it was settled by the French in 1699, 23 years before the founding of New Orleans.

The Port Townsend/Bay St. Louis Sister City Project needs volunteers—self-motivated self-starters, who don't need oversight. Conditions in Bay St. Louis are primitive. One must be fully self-sufficient and self-contained.

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www.sistercitysupport.net

JCHBA's 2006 elections planned for Oct. 19

On Oct. 10, the following info was sent as a broadcast e-mail to all of you on the JCHBA e-mail list. (Not on the list? E-mail jchba@olympus.net.)

The following press release was sent to the local papers, as well as to the Port Townsend Chamber of Commerce. (The latter does a broadcast e-mail to all of its members.)

"American Marine Bank hosts a joint business mixer for the Jefferson County Home Builders Association and LeTip Port Townsend. The business referral group and the homebuilders invite all members of the business community to this exciting networking opportunity from 6 to 8 p.m., Wednesday, Oct. 19, at 9500 Oak Bay Road in Port Ludlow. Finger foods and drink will be served.

"Limited space is available for tabletop displays for members of LeTip and the JCHBA. This is an excellent way to promote your business. Please e-mail hershelman@olympus.net to reserve a space.

"For more info on the mixer, LeTip or the JCHBA, contact Sandy Hershelman, 385.1087 or hershelman@olympus.net."

Ryan Anderson, manager of the American Marine Bank (in Safeway), is our newest member. He's the one who organized this networking opportunity. Please thank him!

If anyone would like to donate a door prize, please bring it to the mixer.

This event is our JCHBA monthly meeting for October. Since there's a



change in venue, and this is the meeting in which we approve next year's board, we're going to tweak the way we hold our election of officers a bit. In the past, we've had an oral vote (raise hands, say yeah, all done), but that's probably not appropriate here.

To date, there's no competition for the "elected" seats. I put the following request for nominations in the September and October *Olympic Business Journal* and this newsletter.

"The Jefferson County Home Builders Association is seeking nominations of members to serve on its 2006 executive board and board of directors. Elections will be held at the October dinner meeting.

"Please make sure the person you nominate is willing to serve. Directors and officers will be asked to give at least one hour per week in service to the JCHBA. That time may be banked by

participating in one or more major event, such as organizing a golf tournament, teaching a construction class, working on the home show, etc.

"Nominations, in writing, should be e-mailed to jchba@olympus.net or mailed to P.O. Box 1399, Port Hadlock, WA 98339. Questions? Call Sandy at 379.8784."

Please seek out a printed "ballot" at the Oct. 19 business mixer. There will be no nominations accepted from the floor that evening, but there's still time to add to the following list. Please follow the directions in the above blurb, if you wish to nominate someone. Deadline is noon on Oct. 18.

Nominees as of Oct. 13:

President: Marianne Moe

Vice President: Rick Tollefson

Secretary: Dan Dankert

Treasurer: Rick Gore

Board Members: Jim Groves, Fred Kimball, Sandra Toy and Joy McFadden

Sister City

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You must provide your own transportation to the area, and be able to support yourself financially while in Bay St. Louis.

If you can't go yourself, can you sponsor one of your employees for a couple weeks, or a month?

Contact Kathleen Mitchell, 385.7043, from Oct. 18-26. After that call Laura Ferguson, 379.3269.

For more info, visit the project's Web site at www.sistercitysupport.net.

The Port Townsend Peace Movement and the New Old Time Chautauqua (NOTC) sponsor this all-volunteer effort. Tax-deductible donations may be made to: NOTC, 615 54th St, Port Townsend, WA 98368. Please write "Bus Project" on your check.

BuilderBooks.com

BOOKS THAT BUILD YOUR BUSINESS

The Jefferson County Home Builders has partnered with BuilderBooks.com to bring its members access to a huge assortment of resources to help strengthen their businesses.

Any topic, from design to codes, to business management, marketing and contracts is covered at BuilderBooks.com.

Order through the link at www.jeffcohomebuilders.com to support the JCHBA.

Wood suppliers: Note SHB 1406

Substitute House Bill 1406 (Chapter 401, Laws of 2005) deals with specialty wood products.

SHB 1406 requires any buyer or processor of cedar or specialty wood products to be registered with the Department of Revenue.

The buyer or processor of such products must prominently display a valid registration, certificate or copy at each location where they receive the products. (Effective July 24, 2005.)

NAHB supports its local associations

by Sandy Hershelman

Sometimes it's hard to figure out proper metrics to measure the marketing, networking, lobbying and business support the National Association of Home Builders offers us here in Jefferson County. So much of it happens on Capitol Hill, 3,000 miles away in "The Other Washington."

In the past few months, however, the Jefferson County Home Builders Association has benefited from nearly \$4,100 in measurable assistance from the "Voice of the Housing Industry." We've been fortunate to receive a \$2,250 full scholarship for me, your executive officer (EO), to attend the Executive Officers Council Seminar last August, as well as a \$1,400 full scholarship for the upcoming NAHB National Conference on Membership in Spokane. (Added to that was a \$425 college scholarship for my daughter.)

It is not just *me*, as the EO, reaping the benefit of these dollars. It is *we*, as an association, benefiting from the amazing support and training offered through these functions.

The EOC Education Fund Scholarship Program is a cooperative effort of NAHB and the Executive Officers Council to remove the cost barrier for executive officers (EOs) to attend NAHB education and training opportunities. NAHB realizes the EOs, who oversee the management of its state and local associations, are both its sales force and liaison to the 215,000 members nationwide.

NAHB pledged \$350,000 in EO scholarships for 2005, and close to that again for 2006.

The dollars are fondly called "Sam's Scholarships" by many of us. It was Sam Anderson, EO of the Master Builders Association of King and Snohomish Counties and the incoming 2006 president of the EOC, who lobbied on behalf of the small associations, with even smaller budgets.

His efforts would not have worked, however, had those at the helm of the NAHB not also valued the small local associations, like the JCHBA.

The 2005 EOC Seminar was an absolutely amazing experience. Dynamic speakers presented personal growth and leadership development opportunities. The long days, and even longer evenings, were exhausting, yet invigorating. There was so much to take in during the week. . . I didn't want to miss a minute of it.

I intentionally directed my time towards non-HBA-specific sessions, figuring I could easily call NAHB staffers or my fellow EOs for the "Cliff Notes" version of their presentations. I experienced "The Gift of Leadership," "Using Humor to Manage Conflicts," "Maintaining Focus & Perspective in Stressful Job Environments," "The Secrets of Influence" and many more.

I also volunteered to present the session on Web sites next year. That is, after all, what I do for a living: business marketing, desktop publishing and Web site design.

While there were wonderful gems to gain from each session, I have to admit, the educational programs pulled a second place to the networking.

The highlight of the week was a

dinner spent with five other EOs.

Different parts of the country, different accents, different size HBAs...but we all shared an enthusiasm for what we do. We shared great ideas that worked, and lamented over ideas that should've worked, but didn't. Bonds were formed that chilly evening, bonds that have continued via e-mail.

I am not alone. That was the most valuable thing I learned from the seminar. In a ballroom in Montana were what? 600? EOs from all across the country. Many were from one-person shops. Most are dealing with the same daily angst of trying to cultivate interest and activity within volunteer organizations—organizations made up of men and women, who already put in long hours at their jobs.

In mid-November, I head to Spokane for the NAHB National Conference on Membership. It's the premier membership conference, focusing on recruitment, retention and up-to-date membership topics.

If it's anything like last summer's EOC Seminar, I should come back enthused and full of ideas. All I'll need is some willing volunteers to work with me. *I can't do it all alone.* . .



NAHB EOC gives scholarship

The National Association of Home Builders' Executive Officers Council awarded Port Hadlock's Heidi Anderson a \$425 scholarship from the Bill Carr/National Housing Endowment Scholarship Fund for Children of HBA Executive Officers.

The scholarship was awarded based upon Heidi's academic record, outstanding references and career goals statement.

Heidi is in her second year of study at Olympic College, in Bremerton. She is the daughter of the Jefferson County Home Builders Association's executive officer, Sandy Hershelman, and Nordland's Bill Anderson.



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

Kevin Miller Bill Irwin

Fred Kimball

Executive Officer:

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Home Builders Association
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Port Hadlock, WA 98339



Mixer ensures networking & fun!

Wednesday, Oct. 19
6 to 8 p.m.

*Our host: **Ryan Anderson***

American Marine Bank

American Marine Bank
Port Ludlow

**Bring potential
members!**

***Complimentary food
and drink. . .***

