

Builder's Overview

DEC 2009



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Economic forecast is sunnier, Avista economist says

The economic forecast now is sunnier than it has been for some time, Avista Corp. Chief Economist Randy Barcus said at the Spokane Home Builders Association's general-membership meeting on Nov. 19.

The economy is showing signs of growth late this year, and this growth should translate to more housing starts in the near future.

In September 2009, the number of jobs in Spokane was essentially the same as it was a year earlier. This leveling off is improvement; between September 2008 and September 2007, the number of jobs contracted by just over 5 percent. From 2009 through 2015, Barcus said, Spokane County should experience job growth of 0.7 percent to 1.3 percent per year. While this growth rate isn't meteoric, it's a substantial improvement

over job losses sustained in recent years. Barcus predicted that employment in Washington state will return to its peak level in 2012, faster than other Western states like Idaho, Oregon and California, but slower than Utah and Texas.

As the number of jobs starts to grow, the number of housing starts should increase as well. Barcus is predicting that the number of houses built nationwide will increase next year compared with this year, and the volume of home construction likely will increase each four consecutive years.

In addition to growth in new-home construction, light-vehicle sales and stock values should increase as well.

With economic growth, however, the U.S. is likely to experience increases in oil prices, and interest rates will likely rise.

SHBA scores big wins in November election

We did it! We soundly defeated Proposition 4 by a vote of 76 percent to 24 percent. This is a feat I never believed possible. We achieved our tremendous victory through a number of avenues. We were one of the originating members of the JOBS Political Committee and actively worked alongside other community leaders to help shape the campaign. We also formed the grassroots campaign Save Our Spokane, a citizens' campaign that focused on face-to-face interaction with the voters in Spokane. We distributed our campaign literature door-to-door to more than 9,000 homes. We spoke to thousands of voters over the course of six 12-hour days in September at Pig Out in the Park. We held town-hall meetings where our elected officials and other community leaders spoke about the true threat Envision Spokane

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Tom MacKenzie, of Merrill Lynch, (left) visits with Avista Corp. Chief Economist Randy Barcus before the Nov. 19 general-membership meeting.

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Builder's Overview June 2010
THE VOICE OF THE BUILDING INDUSTRY

Meaningful Public Participation Needed in Local Government
By Steve Dyer, Spokane Home Builders Association Director
One of the greatest features of the American political system is the openness of our governing institutions and the ability for citizens to directly communicate with elected leaders on issues that affect our daily lives. This right of access, clearly identified by the people, comes with the responsibility of maintaining an informed awareness that understands the role of public participation within a representative democracy.

Don't Leave Safety Out in the Cold
By John Stephens, Local Education Director
During the winter months, construction workers, along with many other workers whose occupations involve outdoor work, are at the mercy of Mother Nature. Weather extremes, such as high winds, cold temperatures, ice, snow, sleet and freezing rain, present potential cold stress hazards to workers. And, even though it's cold outside, we still have to work and get the job done.

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December 2009

December 2009						
Su	M	Tu	W	Th	F	Sa
		1	2	3	4	5
6	7	8	9	10	11	12
13	14	15	16	17	18	19
20	21	22	23	24	25	26
27	28	29	30	31		



December 15:



Grant County Meeting 6-8 pm

Contact Bruce Preston at 509-764-9286 for Meeting Venue

December 16:

SHBA Board Meeting
3-5 pm, at SHBA Office

December 16:

SHBA Holiday Open House
5:30-8:30 pm, at the HBA Office

January 4:

JATC Meeting
5:30-7pm, at the SHBA Office

January 6:

Fall Festival of Homes Committee:
11:45am-1pm, at the SHBA Office

January 6:

SRCG Meeting
1:30-2:30pm, at SHBA Office

January 6:

CBT-PAC Committee Meeting
3:30-5pm, at SHBA Office

January 7:

Retention Meeting
11 am-Noon, at the SHBA Office

January 7:

SPIKE Meeting
Noon-1pm, at the SHBA Office

January 7:

Golf Committee Meeting
3:30-5pm, Location TBA

January 12:

Premier Home Improvement Show Meeting
11:45am-1pm, at the SHBA Office

January 13:

D-Tours Committee Meeting
Noon-1pm, Location TBA

January 14:

Government Affairs Meeting
Noon-1pm, at the SHBA Office

January 15:

Installation of Officers & Awards Dinner
5:30-9pm, Davenport Hotel

January 15:

International Builder Show

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Builder's Overview

Serving the counties of Grant, Lincoln, Whitman, The Dalles, and Walla Walla, Washington

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Bruce Georgen
2009 SHBA President
president@shba.com

Letter From The President

formation of the Revenue Committee. Because of changes in the state's accounting of our return on industrial insurance premiums (ROI), a major source of the association's income, it became necessary to find better and new ways to fund the association activities and its staff. Much progress has been made in this direction, and the long-term income and health of this association will be stronger and more diversified because of it.

has had premiums go down by 20 percent in the same period.

While the economy and our housing industry struggle to recover from this recession, I believe this association and the future economic prosperity of Spokane and Eastern Washington is good. Compared to other mid-sized cities around the country, Spokane's homes are still affordable and the lifestyle we enjoy in the Northwest will attract new peoples from all around the country to relocate to this great city and its surrounding counties and communities.

This is my last article to our members as your Association President. It has been an honor to have served as your president these past 18 months, and I want to thank the Board of Directors, our Executive Officer, Joel White and the association staff for all their hard work and support. The new incoming president will be Jay Alderson, of Alderson Custom Homes, and I have every confidence in his skills and abilities to serve our industry and the membership.

“While the economy and our housing industry struggle to recover from this recession, I believe this association and the future economic prosperity of Spokane and Eastern Washington is good.”

This association for the next decade will continue to work for the interest of the business community protecting the rights of Spokane and Eastern Washington's citizens, property owners, businesses and our industry to prosper and grow amongst an ever increasing and intrusive over-regulating government. Thank you all for your continued membership and support of Spokane and the Building Industry of Eastern Washington. You have my best wishes for a wonderful Christmas holiday and New Year.

It has been the vision and focus of this association the past 12 months to reach out to the seven county member associations with what we have come to call Rebranding and Growth. We will begin implementing the long-term rebranding and growth campaign next fall. It is without a doubt the significant difference this association makes to the Building Industry of Eastern Washington.

In 2010, privatizing Labor and Industry Insurance will be one of the Building Industry Association of Washington's (BIAW) primary goals along with curbing harmful legislation affecting our industry. It is a shame that Washington's state-run industrial insurance program (one of only three states in the U.S. that runs its own labor and industry accident-insurance program) has increased the premiums by 80 percent in the past 10 years while claims have declined by as much as 50 percent. This is in contrast to Oregon's private-run industrial insurance program, with over 150 competing companies, that

One unexpected issue facing the association this year resulted in the

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Joel White
Executive Officer

Housing Industry Posts Huge Victories at the polls

its sights, but thanks to the efforts of the SHBA and our coalition partners, we were able to educate the public on its potential negative impacts. This was made difficult as their team of attorneys, with support from the Center for Justice and the Community Environmental Legal Defense Fund, drafted a vague and misleading statement for consideration on the ballot. While this necessitated a costly campaign, it was a major victory for our membership and the lopsided results should hopefully send a message to Envision Spokane that their views and tactics will not gain traction in our community.

thank you goes out to all of the members who testified at public hearings or contacted individual SBCC members to help offset the aggressive and misleading testimony provided by our opposition.

In my 10-plus years of working for local home builders associations, I cannot remember a time when we have experienced such critical victories for the housing industry in such a short period of time.

Spokane Overwhelmingly Opposed "Community Bill of Rights"

The first victory comes at the local level and came in the form of a 76 percent – 24 percent defeat of Proposition No. 4 in the City of Spokane. This measure put forth by the small group of radical "progressives" calling themselves Envision Spokane, was snuffed out soundly by the citizens of Spokane. What they had labeled a "Community Bill of Rights" was simply an attempt to stifle growth in our community and create a mechanism to redistribute wealth.

This measure had the building and development industry squarely within

Fire Sprinkler Mandate Defeated

Thanks to an aggressive lobbying campaign from the BIAW and the Washington Association of Building Officials (WABO), the State Building Code Council (SBCC) voted to remove fire sprinklers as a statewide mandate. Last year the International Code Council voted to mandate fire sprinklers in all new townhouses and single-family residences requiring this action. The decision whether or not to require fire sprinklers in single-family homes will remain with local jurisdictions.

This is a tremendous victory for the homebuilding industry and for affordable housing. This issue has been pushed aggressively by the fire sprinkler industry and fire protection officials. A special

What to Look for in 2010

While it feels good to celebrate these victories, we know that there are always more battles on the horizon. The 2010 elections are already in sight and will require another great effort from our membership. We have local county races (including the county commissioner race); state legislative races and a potential state initiative to privatize worker's compensation in Washington – which could be hugely beneficial to your business. Unfortunately, we have also been told that Envision Spokane may redraft their measure and bring it forward again in spite of their lopsided defeat.

Holiday Wishes and Thanks

On a personal level I want to thank our members, staff and Board for all of their support the past few months as I have battled cancer. I am confident I will beat this affliction soon based on my initial test results and appreciate all the kind messages I have received. I look forward to relaying to you my complete remission in 2010. I hope you have a wonderful holiday season and enjoy this time with your friends and family.

"Proposition 4 had the building and development industry squarely in it's sights, but thanks to the efforts of SHBA and our coalition partners, we were able to educate the public on its potential negative impacts."

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Edie Streicher
Government Affairs Director

Government Affairs

SHBA scores big wins in November election

9th District State Representative: Congratulations to SHBA endorsed candidate Susan Fagan for her successful bid for the 9th District State Representative seat. We believe Susan will be a very beneficial addition to the legislature and will exercise common sense and good judgment in decisions she will be making during the next legislative session.

to working with Mr. Rushing in his new role on the Council.

This year, we have seen many important local races. Next year, we will be focusing on state and county races. It will once again be time to step up and support strong, sensible candidates such as Matt Shea and Kevin Parker. We will also likely see a return, in one form or another, of Envision Spokane. Now is the time to become active in the Community Builders Trust PAC. You can help shape the stance our Association takes on candidates and issues in 2010. The dollars and time you dedicate to the PAC are used to help candidates who understand what an important role the home-building industry plays in our local and state economies. They are also used to help fund campaigns, such as Save Our Spokane, to protect our members from needless regulations such as those found in Proposition 4. I look forward to building our PAC into a strong, positive force next year, which will only happen through greater member involvement. I welcome the opportunity to work with all of you in shaping the future of our political landscape. Please feel free to contact me at the SHBA office for more information about becoming involved in the CBT-PAC.

▶▶▶ Continued from Page 1

posed to our city. We called thousands of people in the days leading up to Election Day to remind them to vote no on Prop 4. All of the volunteer efforts, in conjunction with those put forth by JOBS and the Spokane Association of Realtors, resulted in a huge victory for Spokane.

I am sorry to have to inform you that Envision Spokane has stated they will be back next year to try and implement some form of this legislation. I do not believe they will be successful at combining 10 separate measures into one initiative. I believe they will be separate measures, and they will focus on the "rights" found in Proposition 4's amendment 5 ("rights" to the environment), amendment 6 ("rights" for citizens to control property development), and amendment 9 (strips all legal rights from corporations located within the city limits). Steps are currently being taken by the Spokane City Council to ensure weaknesses in the initiative process are remedied.

Here are the results of some of individual-office elections:

City of Spokane City Council: We would like to extend our warmest wishes to Councilwoman Nancy McLaughlin for her convincing win in Spokane's 3rd District. Nancy understands the value the building industry brings to our community. It is our hope Nancy is able to build positive relationships with new Council Members Amber Waldref and Jon Snyder and will help us educate them about the huge role home building plays in the economic development of our region.

City of Spokane Valley City Council: We would like to congratulate Brenda Grassel, Dean Grafos and Senator (now Councilman-elect) Bob McCaslin on their successful campaigns to become council members. The new council has a rare opportunity to turn Spokane Valley into one of the most business-friendly cities in Eastern Washington. This is an opportunity I believe they recognize and will take advantage of.

City of Airway Heights City Council: This was an extremely close race. SHBA endorsed candidate and incumbent Mayor Mathew Pederson lost to his challenger, Patrick Rushing by just two votes. We wish Mathew the best in his future endeavors, and will look forward

THANK YOU TO ALL OF THE SHBA MEMBERS
WHO INVESTED IN THE COMMUNITY BUILDERS TRUST PAC
DURING THIS YEAR'S CRITICAL CAMPAIGN.
WE LOOK FORWARD TO
YOUR CONTINUED SUPPORT

In 2010!





Bill Taylor
Membership Director

Are You Maximizing Your Use of SHBA Member Benefits?

As we close out 2009 and begin 2010, many of us are reviewing our budgets and are asking ourselves how we can maximize every dollar we spend. The question of whether we maintain our memberships in associations or chambers always comes under review. So with that I'd like to ask, are you maximizing your use of SHBA Member Benefits? During this process, I revert back to an exercise Benjamin Franklin used to do when making a decision. He'd take a piece of paper and divide into 2 columns and list pros and cons and whichever list was greater when he was done, that was his answer. We know that this list is different for every member, but why not give it a try. In doing so, let's ask some serious questions that recruiters in our recent Membership Blitz asked while talking to their prospects.

What is it worth annually to your business to have a team of lobbyists and advocates working on behalf of our industry locally, in Olympia and in Washington, D.C.? Here's what they've done lately:

- On the local level: SHBA would not have thumped Proposition 4, the so-called "community bill of rights," without members and staff on the local level working day and night to rally support for defeating this piece of erroneous legislation. Moreover, if it weren't for several local members of SHBA going to the National Association of Home Builders board meetings in Washington D.C., and Chicago, we would not have received the support to defeat this initiative. Consequently, if you build, develop, or remodel in the City of Spokane, ask the question, "Would your project have been able to happen, if it only took 12 people stop it?" Had Prop 4 passed, this could have been the case if you had a project in Peaceful Valley.

- If fire sprinklers were mandatory in single-family homes, would this been a hindrance to your project? Here again, a concerted effort of members & staff locally, statewide and nationally worked to keep fire sprinklers a choice, rather than making them mandatory.
- \$8000 tax credit extension and expansion for home buyers. Here again, members from several associations along with staff worked long hours to initially get the legislation passed last year. When it came time to extend and expand it a few weeks ago, members and staff were on Capitol Hill in Washington, D.C., into the wee hours of the morning to get the job done.

These are just a few significant wins from lobbying efforts on member's behalf this year. So, if your business benefited from anyone one of these decisions, put them in on the "pro" side of your sheet. What other ways can you save money by being a member? Let's list a few.

- B.I.A.W. Health Insurance Trust: For almost 20 years, the B.I.A.W. Health Insurance Program has been offering group health insurance protection to our members. This plan offers substantial savings, and similar—and in many cases, better coverage—than our members were previously receiving. Scott Keno of Benefit Services Northwest is the Associations' Account Manager for the program, and Scott maybe reached (509)863-6500.
- Verizon Cell Phone Discount Program: For members that are either general or trades contractors, the Verizon cell program affords them a 22 percent monthly discount on their cell bill. Contact Membership Director Bill Taylor, (509) 532-4990 for full details.
- Return on Industrial Insurance: This longstanding member benefit has provided our enrolled members positive returns for 20+ years. This program provides refunds on L&I premiums to our members in

the trades. Twenty-year average refund for the program has been 20 percent. It is the largest and strongest L&I refund program in Washington. Contact Membership Director Bill Taylor, (509)532-4990 for program eligibility.

- BuilderHelper.com: To be fully launched in January 2010, this program will be the Associations' on-line plan center. Builder members will be able to up load plans for upcoming projects, and trades contractors will be able to look at them and make a very accurate bid on the project. Watch for full details.
- Member Advantage: As a member of SHBA, you are also a member of the National Association of Home Builders. This members-only discount service is easily available by going to www.SHBA.com, at the top of the page click Member Benefits, then Member Benefits & Discounts, then Exclusive Member Discounts.
- Multi-employer 401K: To be fully launched in January 2010 members will have the opportunity to participate in this great benefit program. Tom MacKenzie of Merrill Lynch Financial Services (509) 363-6572 is your contact for the program.
- Premier Home Improvement Show: Members can purchase booth space cheaper than a non-member. Contact Marketing & Events Director Katherine Morgan, (509) 532-4990.

So after reviewing this list, ask yourself, have I maximized the use of my SHBA membership? Is there a benefit you'd like to see us offer, please let us know. In closing, here's a benefit we do offer that I forgot to mention. We offer you the opportunity to network with some of the most influential people in the construction community. Thank you for your continued support and wish you happy holidays and a prosperous new year.

The Marketing Dare continues...

Our very first marketing dare was taken up by a member company of the Association who has given its support in a very big way in 2009. This member company began engaging the Association back in 2008, and in 2009, it stepped up to sponsor not only the Premier Home Improvement Show, not only the famous Bull & Crab Feast, but also Washington's LARGEST New Home Show, The Fall Festival Of Homes and in 2010 ...

They are doing it again!

Many thanks to Pro-Build for its continued support of our Association and the Building Industry for supporting the events that add value to the Industry!

Gratitude goes out to Avista, the Spokesman's "Down to Earth Magazine" and Champion Concrete for renewing their sponsorships for 2010! (This list was current at time of print. Visit www.SHBA.com for updates on our 2010 sponsors!)

And it's not just them! Members have already begun taking major roles in your event. Jayson Hunnel, of Greenstone Homes, is chairing the Fall Festival of Homes 2010 committee. Tim Baughn, of Arrow Contracting and Cardinal Supply,

is chairing the 2010 Premier Home Improvement Show committee. Cindra Shields is heading up the return of the Tour of Remodeled Homes in 2010, and Anthony Carollo, of Stewart Title, is leading the 2010 D-Tour Committees. These leaders and the dozens and dozens of members sitting on these committees are bringing these events to life!

GET INVOLVED!

Sign up today to be a part of one of the most valuable networking opportunities in 2010. These event committees meet once a month and grow relationships amidst members that cultivate our motto of "Members doing business with Members!" The Event Committees for 2010 meet at the following times:

Premier Home Improvement Show: 2nd Tuesday of every month at 11:45am-1pm (Location: SHBA Board Room)

Fall Festival of Homes: 1st Wednesday of every month at 11:45am-1pm (Location: SHBA Board Room)

D-Tour (Builder Bus Tour): 2nd & 4th Wednesdays of every month at 12pm-1pm (Location TBA)



Katherine Morgan
Marketing & Events Director

Golf Tournament: 1st Thursday of the month from December – June at 3:30pm (Location TBA)

Tour of Remodeled Homes: 4th Thursday of every month at 10:00am at Starbucks on Theirman in the Spokane Valley

The Return of the Showcase of Homes: 3rd Wednesday of every month at 11:45am-1pm

Contact Katherine Morgan today to be a part of these committees! 2010 is going to be one truly amazing and incredible year. Be a part of the industry's magic as we bring the Association's events to a new level!



2009 D-Tour

REMODELORS UPDATE



By: Bob Wright
Wright Brothers Sunrooms, LLC
Remodelers Council™ Chair

Another year is rapidly coming to a close. It has been a good year, and the Remodelers Council has participated in many exciting activities. Here is a recap of some of our most significant accomplishments.

How does your Home Hurt? Katherine Morgan, SHBA staff, River City Solid Surface's Tara Barnes, and committee initiated this contest to coincide with The Premier Home Improvement Show last spring. This gave us the opportunity to have a service project that allowed the associates to participate with the remodelers. The Robisons, a young couple, were selected by the committee, and we redid their kitchen, bath, bedrooms and the fire place in the living room. Isaiah Clow, of Clow Construction, headed up the project with much assistance from Mark Peterson and the KXLY Extreme Team. About 80 businesses participated in

the completion of the project, which was accomplished in four days.

A bathroom was remodeled for accessibility for Gary Keller. Gary was injured in a car/motorcycle accident that left him paraplegic and took the life of his wife. Mark Peterson from the KXLY Extreme team initiated this activity. Mark Correll, of Correll Reconstruction, led the charge for SHBA Remodelers Council.

The SHBA Board of Directors agreed to complete a project for the downtown YMCA/YWCA. A playground area was constructed for the benefit of the young children at the Y. Mark Correll, of Correll Reconstruction, again led the way and accomplished the task. He was assisted by several of the Board of Director companies and members of the Remodelers Council. Mark spent countless hours on this project, and the finished product is outstanding.

The Remodelers Council conducted our 1st annual Remodelers Council dinner, catered by the wonderful people at Beacon Hill. Spokane County Sheriff Ozzie Knezovich was the featured guest. Attendance was outstanding, and we all had a good time. It was suggested that we do the dinner more often.

SHBA State Directors participated in State Board meetings and successfully defended the rights of the small business owners to stay in business. There has been much controversy at the state level. I particularly appreciate the support of SHBA members.

Elections were conducted, and Isaiah Clow, of Clow Construction, will be The Remodelers Council Chairman for 2010, with Troy Peck, of Allure Construction, as the Vice Chairman. Tara Barnes, of River City Solid Surface, and Marc Fleming, of NW Plumbing, will be the appointed committee members. Bob Wright will be part of the executive committee as Past Chairman.

We will look forward to the BIAW Rex Awards in 2010 as well as The Remodelers tour of homes. We anticipate participation in additional service projects. I have enjoyed the opportunity to be of service to all of you this year. I will be BIAW Remodeler's Council Chair next year as well as BIAW National Director. I am currently part of a working group for NAHB Green Remodeling committee. Please let me represent you well at the state and national levels by sharing your challenges with these organizations.



Proudly presents



The Membership Defenders Unite in Las Vegas contest has just wrapped, and the following members or their designee are headed to the International Builders Show in January as a reward for their efforts in recruiting. Watch the February Overview for pictures...oops, I forgot, "what happens in Vegas" ...You know the rest... **CONGRATULATIONS!!!** Watch the January Overview to see where we might be going next!

Recruiter Name

- Leonard Terzenbach
- Greg Stirn
- Garth Trimble
- Corey Condron
- Jeff Selden
- Bruce Georgen
- Phil Folyer
- Jay Alderson
- Shaun Bleecker
- Darin Swan

Company Name

- Pacific Insurance Agency
- Lindsey Construction
- KAVU Fox28 TV
- Condron Homes
- Country Homes Supply
- Bruce Georgen Homes
- Morse Western Homes
- Alderson Homes
- Bonded Adjustment
- Wilbert Precast



SHBA Focus on Member Chapters

The Spokane Home Builders Association proudly serves the counties of Grant, Whitman, Spokane, Lincoln, Ferry, Stevens and Pend Oreille



For the first time in recent years, the members of the Tri-County Chapter met for a Holiday Dinner at Stephanie's Oak Street Grill on December 4th. Members exchanged white elephant gifts and shared a great time with outstanding food. Stephanie's just expanded their facility to have a meeting room, which was great timing for the Chapter as they were looking for a place to meet. Starting in January, the Chapter will meet the 4th Tuesday of the month at Stephanie's Oak Street Grill in Colville unless otherwise listed.

At the November General Membership Dinner, nominations were taken for executive officer positions. Bruce Preston, of Bruce Preston Homes, and Ben Justesen, of Just Right Cleaning & Construction, were nominated and re-elected for 2010 as president and vice-president, respectively. Congratulations goes out to them, and the Association thanks them for their continued support.

The Grant County Festival of Homes Committee, chaired by Aaron Gimmeson, of United Rentals, met November 10. With the overwhelming success of the 2009 Festival, members have been contacting sponsors to gauge interest for the 2010 Festival. Gene Davis, of Smart Finishes, said he sold the home he built that was included in the 2009 Festival. With that type of success, builders are being contacted to determine the home inventory for a 2010 show. The Committee could use help. If you'd like to volunteer, please contact Gimmeson at (509) 793-6974 or Membership Director Bill Taylor (800) 216-1733.

We Know Home Loans As Well As We Know Spokane.

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Spokane Real Estate Loan Center
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www.marriott.com/ykmi



Kim Waseca-Love
Education Director
CGA, CGP

Don't Get Nailed

Nail gun injuries are becoming common on today's construction jobsites. The tools are so fast, sometimes safety and the brain have a tough time keeping up, moving hands and feet out of harm's way.

Numerous cases of nail gun injuries have been documented involving injuries not only to the extremities (such as the hands or fingers) but also more-serious injuries to the head, heart, neck and eyes. The U.S. Consumer Product Safety Commission estimates that treating nail gun injuries costs at least \$338 million per year nationally in emergency medical care, rehabilitation, and workers' compensation.

According to a report from the National Institute for Occupational Safety and Health (NIOSH), between 2001 and 2005, an average of 37,000 patients a year were treated in hospital emergency rooms for injuries related to nail gun use. Of these injuries, approximately 22,200 were work-related.

This same report concluded that while training on safe work practices might reduce nail gun injuries, the use of sequential-trip triggers is likely to be more effective. These triggers require the nose of the nail gun to be pressed against the wood before the manual trigger can be pressed, making unintentional discharge of nails less likely.

Trigger Selection

There are two types of triggers that are used on nail guns.

The most common is the Contact Trigger. This type will allow a nail to be fired anytime the nose element and trigger are depressed simultaneously, and it does not

matter which is depressed first. The nose may be depressed on accident when an employee bumps the nose against himself or another person, especially when climbing up or down. Double fire can occur when the energy and recoil of the gun lifts the nosepiece after firing, and the downward directed force of the employee pushes the nose back down and makes contact, re-firing the gun unexpectedly.

The other design of trigger on nail guns is called a Sequential Trigger. The two types of triggers look exactly alike, and you cannot tell the difference between them except by the way the gun fires. The nose element on the sequential trigger must be depressed first, then the trigger second, for the nail to fire. The sequential trigger will require the user to completely release the trigger and lift the nosepiece from the surface before re-firing. The trigger cannot be locked into fire mode and it will not accidentally discharge if the nose bumps a surface or worker. They also prevent against double fires. Most injuries, especially those due to accidental misfire can be prevented, in large part, by the use of a sequential trigger.

Certain jobsite situations or work practices increase the exposure to injury for anyone using a nail gun. Overhead positions, working at heights, awkward postures, and nailing tasks that involved through-nailing with beams, studs, blocks, and trusses, along with toe nailing are all situations that increase the risk of nail gun injuries. In addition, most nail guns are connected to a compressed air supply by a long hose, which is a tripping hazard as workers move and climb around the site. Construction workers are the victims of almost 70 percent of all nail gun accidents. Carpenters, 54.3%, are most commonly involved in nail gun accidents. Other occupations included construction laborers, 9.9%; non-construction laborers, 5.6%; construction supervisors, 3.3%; assemblers, 2.7%; roofers, 2.3%; cabinetmakers and bench carpenters,

1.6%; and construction helpers, 1.1%. Injuries included being shot by a nail from a gun, being struck by the nail gun or the hose from a compressor, and reporting either a musculoskeletal injury or an eye injury associated with use of the nail gun.

Pneumatic nailer accidents continue to be a major source of jobsite injuries. Tool companies are doing what they can to make pneumatic nailers as safe as possible, but they can only do so much – the rest is up to you.

Safe Work Practices

- Do not attempt to use a nail gun unless you have first received instructions on safe use and have been properly trained.
- Read printed instructions provided with the tool for its safe use. Remember the rules and stick to them.
- Wear safety glasses with side shields and hearing protection.
- Do not point the tool towards yourself or others, no matter how far away they are.
- Clearly display one or more warning signs.
- When leaving the tool unattended, turn off the air supply and disconnect the air hose.
- Do not use the nailer in a congested area.
- Do not use a nailer that is defective or has been modified - ensure all nailers are regularly maintained.
- Maintain a safe, well-balanced position to prevent misalignment of the nailer during use.
- Do not work above other trades. Always be aware of the possible danger to yourself and others.
- Do not use any nail that is not of a type suited to the nailer and the specific application you need it for.
- Keep your finger off the trigger when you're not firing the gun.

Focus On Education

December 2009

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TBA	CGB 'BAR' Testing & CGR 'PREP' Testing

Business Management for Building Professionals

February 11, 2010—8:00 a.m.-5:00 p.m..

\$155.00 Member—\$205.00 Non-Member

CGA, CGB, CGR, CGP, CAPS, Master CSP Designation Credit, 6 AIA/CES CE Hours

Whether you are starting a new business or want to improve your current business, this course can provide you with a variety of essential "tools" for your business. Learn the management skills that give industry leaders the edge. This course will give you a solid foundation in those best business practices so valuable to smaller businesses: planning, organizing, staffing/directing and controlling. By using case studies and sample forms, your instructors give you practical and applicable tools for management success.

This one-day seminar discusses:

- ◆ The components of a business plan,
- ◆ Defining and staffing your business,
- ◆ Performance tools for managing and monitoring
 - ◆ Administration,
 - ◆ Sales and,
 - ◆ Production
- ◆ Strategies for managing common challenges in experienced and startup businesses.

Certified Aging-in-Place Specialist (CAPS) Series

February 9-11, 2010—8:00 a.m.-5:00 p.m.

\$155.00 Member—\$205.00 Non-Member; Each Course

\$425.00 Member—\$475.00 Non-Member; Full Series (3-Days)

CGA, CGB & CGR CE Credit; 8 Appraiser CE Hours, 8 RE Clock Hours

Aging-in-place means remaining in one's home safely, independently, and comfortably, regardless of age, income, or ability level. It means the pleasure of living in a familiar environment throughout one's maturing years, and the ability to enjoy the familiar daily rituals and the special events that enrich all our lives. It means the reassurance of being able to call a house a "home" for a lifetime.

Developed in collaboration with the AARP and the NAHB 50+ Housing Council, this three-day program teaches the strategies and techniques for marketing, designing, and building aesthetically enriching, barrier-free living environments. Going beyond just universal design, CAPS also addresses the communication and technical needs of the older adult market. The CAPS designation program adds value to that knowledge by providing insights into marketing and working with this demographic group.

Day 1—Marketing and Communication Strategies for Aging and Accessibility (CAPS I): background on the older adult population; communication techniques; common remodeling expenditures and projects; accessing the aging-in-place remodeling market.

Day 2—Design/Build Solutions for Aging and Accessibility (CAPS II): codes and standards; common barriers and solutions; product ideas and resources.

Day 3—Business Management for Building Professionals: strategies and techniques for building a competitive, sustainable remodeling business; case studies and interactive exercises.

(Holders of certain certifications are exempt from this course)

First-Aid/CPR Certification

January 27, 2010—6:00 p.m.

\$36.00 Members



Did you know that all employers in Washington State, regardless of size, are required to have first-aid trained employees at their worksite?

WAC 296-24-060 requires all job sites to have available a person or persons holding a valid certificate of first-aid training. Additionally, all forepersons, supervisors, or persons in direct charge of crews, must have a valid first-aid certificate.

In an emergency, time is measured in split seconds. Proper immediate response is crucial, and knowing what to do can make the difference between life and death, temporary disability or lifelong disability for the victim.

If there was an injury or medical emergency in your workplace—would someone be able to respond promptly?

To register, fax to 532-4980 or call 532-4990

Name: _____

Company: _____

Address: _____

City, State, Zip: _____

Phone: _____

Fax: _____

Course(s): _____

Or e-mail info to kimw@shba.com

Green Building for Building Professionals

February 16-17, 2010—8:00 a.m.-5:00 p.m.

\$245.00 Member—\$295.00 Non-Member

CGA, CGB, CGP, GMR Designation Credit, 16 Appraiser CE Hours; 16 Real Estate CE Hours; 12 AIA/CES

Learn how green homes provide buyers with lower energy costs and higher value. This 2-day course for building professionals discusses strategies for incorporating green-building principles into homes without driving up the cost of construction. You will learn how green homes provide buyers with enhanced value, quality and better long-term value. Techniques are also discussed for competitively differentiating your home products with increased indoor environmental quality as well as energy and resource efficiency. As a graduate of this course, you will be able to:

- Locate and design green building development sites.
- Control moisture and durability for each component of the building envelope effectively.
- Employ resource-efficient materials to achieve comfortable, safe and sustainable buildings.
- Strategize ways to meet, exceed and verify green building energy efficiency requirements.
- Implement indoor and outdoor water conservation practices.
- Achieve indoor air quality.
- Consider green building objectives in a remodeling project.
- Explain a homeowner's and builder's role in effective operation and maintenance of a green home.
- Apply successful business management, marketing and sales strategies to sell green.

Certified Graduate Builder BAR Testing

Date and Time to be Arranged around Your Schedule

\$195.00 Members

Are you ready to join the elite ranks of the nation's top building industry professionals? The Builder Assessment Review (BAR) is your first step towards obtaining this prestigious designation. This comprehensive assessment will measure your expertise in the four key areas of the building industry: Building Technology, Business and Finance, Project Management, and Sales and Marketing.

Certified Graduate Remodeler PREP Testing

Date and Time to be Arranged around Your Schedule

\$195.00 Members

The PREP is the required first step in the process of becoming a Certified Graduate Remodeler™ (CGR). It is a 3-hour 130 multiple-choice question assessment that measures the candidate's knowledge in five core areas of remodeling business management: Marketing and Sales, Business Administration, Design, Estimating and Job Costing, Contracts, Liability and Risk Management and Project Management.



Join us in welcoming the following companies to the Spokane Home Builders Association

AA SIGN & SCREEN

Billy McLendon
1811 E Sprague Ave
Spokane, WA 99202-3118
(509) 924-5219
Spike: Garth Trimble

Screenprinting, Embroidery, Promotional Products, Signs

AAA ACCURATE PLUMBING

Chad Hemminger
4517 W Elderberry Ave
Spokane, WA 99208-9400
(509) 768-1416
Spike: Jay Alderson
Plumber

ACCURATE ELECTRIC

Clint Keely
PO Box 30003
Spokane, WA 99223-3000
(509) 921-9473
Spike: Darin Swan
Electrical

ACES VALLEY POWER TOOL

Hollie Nemitz
7311 E Sprague Ave
Spokane Valley, WA 99212-0632
(509) 535-1055
Spike: Corey Condron
Small Engines Sales & Repair

AJ HEATING & AIR CONDITIONING

Ajit Khinda
1322 S Park Rd
Spokane Valley, WA 99212-3020
(509) 838-6223
Spike: Greg Stirn
HVAC

ALEXANDRIA MOULDING

Jeff Clark
101 Grant Way
Moxee, WA 98936-9787
(509) 248-2120
Spike: Jeff Selden
Moulding Supplier

ALL PHASE CONCRETE

James Dehamer
PO Box 1598
Medical Lake, WA 99022-1598
(509) 499-4082
Spike: Greg Stirn
Footings & Foundations

AMERICANWEST BANK

Patrice Genschorck
9019 E Appleway Blvd
Spokane Valley, WA 99212-2943
(509) 435-1507
Spike: Leonard Terzenbach
Bank, Construction Financing, Mortgage Lender

ANDERSON FRAMING

John Anderson
5822 Vickery Ave E
Tacoma, WA 98443-2038
(253) 232-4006
Spike: Fred Hauelsen
Framing Subcontractor

ASPEN SOUND

Brian Lombard
7316 N Division St
Spokane, WA 99208-6528
(509) 484-1516
Spike: Ron Barnes
Custom Electronics/Home Theater

B & Z PAINTING & DECORATING

Boris Kukharskiy
15121 N Wilson Ct
Mead, WA 99021-9630
(509) 467-2973
Spike: Greg Stirn
Painting & Decorating

BATTERIES PLUS

John Keegan
7704 N Division St
Spokane, WA 99208-5623
(509) 489-4226
Spike: Jeff Selden
Batteries

BEBOUT PAINTING

Rick Bebout
PO Box 7159
Spokane, WA 99207-0159
(509) 953-8389
Spike: Tim Ayers
Painting Contractor

BICYCLE BUTLER

Tim Arnold
16520 N Ash St Ste D
Spokane, WA 99208-4322
(509) 220-1615
Spike: Shaun Bleecker
Bicycle Sales & Repair

BONDED DATA RESEARCH, LLC

Dennis Dillin
1229 W 1st Ave
Spokane, WA 99201-4101
(509) 755-8200
Spike: Shaun Bleecker
Background & Tenancy Screening

BRUNETTE TROPHY

Larry Brunette
130 N Lee St
Spokane, WA 99202-3013
(509) 534-0878
Spike: Darin Swan
Apparel Embroidery/Logo Items

C & K PLUMBING, INC.

Kelly Littell
PO Box 18620
Spokane, WA 99228-0620
(509) 489-3427
Spike: Phil Folyer
Plumbing

C & T DRYWALL & INTERIORS, INC.

Tom Clark
PO Box 396
Colbert, WA 99005-0396
(509) 994-5671
Spike: Leonard Terzenbach
Drywall

CASCADE CAPITAL

Gary Bottler
18101 E Euclid Ave
Spokane Valley, WA 99216-1748
(509) 892-9670
Spike: Jeff Selden
Building Materials, Lumber/Plywood

CASSIDY ROOFING

Lucas Cassidy
3329 N Roitz Rd
Valley, WA 99181-9624
(509) 385-7799
Spike: Bruce Georgan
Roofing Contractor

CENTRAL WA CONSTRUCTION SUPPLY, INC. (CWCS)

Greg Berman
801 Prospect St Ste 5
Ellensburg, WA 98926-8380
(509) 933-1800
Spike: Brent Emory
Construction Supplies

COGWHALO CONSTRUCTION

Shawn Phelps
2324 S Vera Crest Dr
Spokane Valley, WA 99037-9031
(509) 939-8519
Spike: Dave Baker
Siding

COLDWELL BANKER N.W. GROUP (KUHLMANN)

Julie Kuhlmann
1403 S Grand Blvd #101N
Spokane, WA 99203-2200
(509) 216-1182
Spike: Leonard Terzenbach
Realtor, GRI

CONNECT ELECTRIC

Dan Fairman
PO Box 7352
Spokane, WA 99207-0352
(509) 484-8084
Spike: Leonard Terzenbach
Electrical Contractor

COUNTRY FINANCIAL

Craig Ambacher
1420 N Mullan Rd Ste 210
Spokane Valley, WA 99206-4333
(509) 444-8813
Spike: Tom Thosath
Financial Services, Insurance, Bonding

CRUMP ROOFING

Steve Crump
11533 N Idaho Rd
Rathdrum, ID 83858-9231
(208) 640-4749
Spike: Leonard Terzenbach
Roofing Contractor

CURB KING

Joe Olds
15516 N Chronicle Ct
Mead, WA 99021-9041
(509) 953-1419
Spike: Bruce Georgen
Curbs

CUSTOM DESIGN CABINETS, LLC

Floyd Person
PO Box 206
Cheney, WA 99004-0206
(509) 236-2448
Spike: Jason Lawrence
Custom Cabinets & Cabinet Finishing

DAWSON TRUCKING, INC./DTI READY MIX

Doug Dawson
PO Box 159
Valley, WA 99181-0159
(509) 937-2155
Spike: Fred Hauelsen
Ready Mix Concrete

DEAN'S DISTRIBUTING, INC.

Dean Hoeck
P O Box 741
Spokane Valley, WA 99037-0741
(509) 893-2849
Spike: Leonard Terzenbach
Food Distributor

DESIGN WORKS

Don Manfred
12111 E Mission Ave
Spokane Valley, WA 99206-4832
(509) 922-9800
Spike: Jim Thompson
Interior Design & Decoration

EASTMAN CONSTRUCTION, INC.

Randy Eastman
6222 S Chester Creek Rd
Spokane, WA 99206-8311
(509) 869-1705
Spike: Leonard Terzenbach
General Contractor/Residential Builder

END PLUMBING

Ed Davis
3309 N Fowler Rd
Spokane Valley, WA 99206-4508
(509) 981-4407
Spike: Greg Stirn
Plumber

ENTERPRISE ELECTRIC, INC.

Doug Weatherly
18207 N Astor Ct
Colbert, WA 99005-9815
(509) 990-3823
Spike: Dave Baker
Electrical Contracting

EVANS HARDWOOD FLOORS

Steve Evans
1312 S Rotchford Dr
Spokane Valley, WA 99037-9227
(509) 928-3101
Spike: Bruce Georgen
Hardwood Floors

EXCELL CONSTRUCTION

Chris Johnson
3842 W Schreiber
Coeur d'Alene, ID 83815-
(208) 666-4080
Spike: Leonard Terzenbach
Drywall/Insulation

FASTSIGNS

Rick Coles
4808 E Sprague Ave Ste 200
Spokane Valley, WA 99212-0817
(509) 536-3278
Spike: Jayson Hunnell
Signs

FINAL CLEAN

Gina Cummings-Noble
PO Box 8436
Spokane, WA 99203-0436
(509) 838-7467
Spike: Pat McHugh
Construction Cleaning/Pressure Washing

FOREMAN CONSTRUCTION

Matt Brock
7736 Jeanne Street Way
Ford, WA 99013-9732
(509) 258-4000
Spike: Jason Lawrence
Concrete, Excavation, Landscaping

FREEZE FURNITURE & MANUFACTURING

John Freeze
10408 E Buckeye Ln
Spokane Valley, WA 99206-4200
(509) 927-3545
Spike: Leonard Terzenbach
Furniture Manufacturing

GERALD MORSE HOMES

Gerry Morse
4616 S Linke Rd
Greenacres, WA 99016-7704
(509) 927-9738
Spike: Phil Folyer
Builder

GRANT COUNTY TITLE

Michael Moberg
607 E Riviera Ave
Moses Lake, WA 98837-1815
(509) 765-8700
Spike: Garth Trimble
Title Insurance & Escrow

HENNESSEY & EDWARDS, PS

Karen Parcher
7307 N Division St Ste 310
Spokane, WA 99208-6559
(509) 468-5952
Spike: Anthony Carollo
Real Estate Closings

HILINE HOMES

Robert Oliver
15320 E Marietta Ave Ste 2
Spokane Valley, WA 99216-1870
(509) 710-0009
Spike: Jim Thompson
General Contractor

IRON DESIGN BY WHEELER

Tim Wheeler
PO Box 822
Athol, ID 83801-0822
(208) 683-0604
Spike: Brad Spears
Wrought Iron Decorative Railings

J. SIMON & SONS ELECTRICAL CONTRACTORS

Brett Cohen
3773 12-Mile Rd
Berkley, WI 48072-1113
(248) 399-4640
Spike: Jay Alderson
Electrical Contractor

JASON KENNY EXCAVATING

Jason Kenny
3226 N Campbell Rd
Otis Orchards, WA 99027-9606
(509) 954-0003
Spike: Darin Swan
Excavation

JEFF THORSON CONSTRUCTION, LLC

Jeff Thorson
6719 S Ashland Ct
Spokane, WA 99224-8809
(509) 280-1898
Spike: Corey Condron
Finish Subcontractor

JEREMIAH CONSTRUCTION LLC

Jeremiah McElfish
40548 Westline Rd
Loon Lake, WA 99148-
(509) 999-2477
Spike: Brad Spears
Decks/Framing/Siding

KUBESH'S SITE MIXED CONCRETE

Justin Kubesh
476 Williams Lake Rd
Colville, WA 99114-8631
(509) 684-1381
Spike: Fred Hauelsen
Produce Concrete, Supply Sand & Gravel, Material Placing

LIGHTNING HARDWARE

Christine Dirks
4207 E 38th Ave
Spokane, WA 99223-6042
(509) 448-6018
Spike: Rondi Anderson
Hardware Supplier

LUCAS INTERIORS

Clint Lucas
2226 W Courtland Ave
Spokane, WA 99205-2513
(509) 220-6335
Spike: Tim Ayers
Framing/Siding/Finish

MADISON HOME FURNISHINGS

Sam Lien Le
2826 N Ruby St
Spokane, WA 99207-2058
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Spike: Willie Maddox
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Spike: Jeff Selden
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Spike: Corey Condron
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Spike: Jim Thompson
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Spike: Lori Henriksen
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Spike: Lori Henriksen
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Spike: John Frye
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Spike: Anthony Carollo
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Spike: Greg Stirn
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Lumber Yard

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Coeur d'Alene, ID 83814-2468
(208) 777-7000
Spike: Lori Henriksen
Builder

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Ford, WA 99013-9558
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Spike: Jay Alderson
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Spike: Dave Baker
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Spike: John Frye
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Tim Wilcox
3030 E Mission Ave
Spokane, WA 99202-3627
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Spike: Brad Spears
Slab Granite & Acrylic Counter Tops

WINSTON & CASHATT LAWYERS

Ryan Yahne
601 W Riverside Ave Ste 1900
Spokane, WA 99201-0627
(509) 838-6131
Spike: Leonard Terzenbach
Attorney



5813 E 4th Ave, Ste 201
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