



President's Message
Dan Pahlisch
 Pahlisch Homes
["Email The President"](#)

Greetings,

Our mission at COBA is to represent the building industry before government and the community, to promote high ethical standards within the building industry, to provide service to its membership and to defend the opportunities of home ownership for all.

This month I want to motivate all of you

Continued on page 4

CENTRAL OREGON BUILDERS ASSOCIATION

HOMES & GARDEN

TWENTIETH ANNUAL SHOW

New Auto Show Teams up with the Spring Home & Garden show!

Info Page 16

Why not set yourself up for Success? May 4th will be here sooner than you think!

Info Page 16

NW Green Building Industry Summit

NW GREENBIS

SAVE THE DATE: OCTOBER 11, 2012

Earn continuing education credits at this all day summit!

More info on page 7

2012 Tour of Remodeled Homes
 May 12, 2012




Entry deadline is April 13th

Call 541-389-1058 and see page 13 for more information

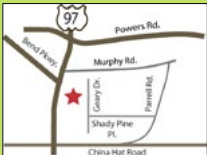
first story
 A Cause Worth Building

Help First Story Raise Walls and Hope for a Local Family!

Join First Story, Woodhill Homes and COBA for a ceremony & BBQ lunch celebrating the groundbreaking for a home being built in partnership for The Tran Family.

Thursday, May 3rd - 11:30am
 61374 Geary Drive, Bend, Oregon
 RSVP to info@firststory.org or 541.728.0830 xt. 6

For more information or to find out how you can be a partner, visit www.firststory.org.



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For more information contact:

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 Email: DeannaM@swipenow.com

member + benefits.

"SwipeNow has saved COBA thousands of dollars in credit card processing fees and they guarantee they will beat any rate and they did. Their service and response time to customer issues have been excellent."

Tim Knopp
 Executive Vice President
 Central Oregon Builders Association

More Info Available on page 18

A BIG Welcome To Our New Members!

Company	Member Name	Phone #	Address	City
Above All Surface Solutions	Scott Morrison	(541) 420-9889	53080 Bridge Dr	Lapine
Cavallaro & Co	Bode Cavallaro	(541) 589-0746	PO Box 935	Bend
Crisafi's Concrete & Carpentry	Silas Crisafi	(541) 390-5929	61425 Ward Road	Bend
Cutrite Concrete	Benjamin Cross	(541) 771-4223	1460 NW Albany	Bend
David Brown Construction	David Brown	(541) 330-0984	18639 Riverwoods Dr	Bend
Dream Home Building & Design	Mike Ardeljan	(541) 406-0672	63034 Tourmaline Lane	Bend
Earth Logic Landscaping	Brad Reiter	(541) 771-9875	63345 Lavacrest St	Bend
Farmers Insurance	Leslie Scheppegegrell	(541) 550-9531	64792 Starwood Drive	Bend
High Grade Electric	Curt Jenö	(541) 330-1672	25451 Alfalfa	Bend
Newberry Habitat for Humanity	Randy Heise	(541) 593-5005	PO Box 3364	Sunriver
Reconstruction Plus	Nathan Glass	(541) 419-7505	20657 Hummingbird Ln	Bend
Redmond Heating & Air	Joe Curci	(541) 923-9984	PO Box 1835	Redmond
Sleep Country USA	Joyce Kesteloot	(916) 742-1326	2205 Plaza Drive	Rocklin

Thanks To Our Renewing Members!

Company	Member Name	Phone #	Address	City
All Systems Electric, LLC	Jake T. Ralston	(541) 306-8854	61535 S HWY 97	Bend OR
American Painting	Rob Conard	(541) 382-4585	P.O. Box 8010	Bend OR
Balzer Painting	Dennis Balzer	(541) 330-0756	20676 SE Carmen Lp	Bend OR
Bend Heating & Sheet Metal	Wayne Murray	(541) 382-1231	61540 American Lane	Bend OR
Bend Plumbing and Heating	Brian Turner	(541) 382-8577	PO Box 5203	Bend OR
CUTCO	Michael Southard	(716) 790-7181	322 Houghton Ave	Olean NY
Central Oregon Garage Door, Inc.	TJ Toney	(541) 593-5700	PO Box 4012	Sunriver OR
Central Oregon Water Treatment	Gregory Evans	(541) 330-6721	PO Box 8161	Bend OR
Century Insurance Group	Jason Epple	(541) 382-4211	695 SW Mill View Way	Bend OR
Choice One Builders	Karrie Bomstad	(541) 508-8180	22155 Rickard Road	Bend OR
Comfort Insulation/ Gale Contractor Services	Max Mills	(541) 389-4780	202 SE 9th Street	Bend OR
Copperline Homes	Josh Wilhite	(541) 330-8700	PO Box 9	Bend OR
Daley Construction Co., Inc.	Dan Daley	(541) 383-7135	61071 Ladera Road	Bend OR
Deschutes County Title Co.	Steve C. McDonald	(541) 389-2120	397 SW Upper Terr	Bend OR
Dimar Siding Company	Dimitri Sanarov	(541) 693-3270	PO Box 8582	Bend OR
Fontana Wood Products	Natalie Gravitt	(909) 823-9950	PO Box 1030	Fontana CA
Of Oregon Inc	Neil Ripsch	(541) 948-0469	9015 SE Flavel St	Portland OR
Gary's Vacuflor, Inc.	Robert Hamerly	(541) 330-8767	4 NW Franklin Ave	Bend OR
Green Savers	Bret Matteis	(541) 388-9898	730 SW Bonnett Way	Bend OR
HSW Builders	Mike Moore	(541) 504-8566	PO Box 1929	Redmond OR
High Desert Aggregate & Paving	Thomas Christensen	(541) 385-0837	200 SE Bridgeford #2	Bend OR
Keller Supply	Luke Morley	(541) 382-3693	10600 SW Sherwood	Tualatin OR
Lakeside Lumber Company	Fred Nicoll	(541) 382-8267	84 SE 5th Street	Bend OR
Latham Excavation, Inc.	Darla Naugher	(541) 322-4853	965 SW Emkay Drive	Bend OR
Lumbermens Insurance	Murray Perkins	(541) 280-7586	2082 NW Pinot Ct	Bend OR
MWP Construction	Mike Kaonis	(503) 887-4946	0789 SW 115th Ave	Tualatin OR
Milgard Manufacturing Inc	Charley Miller	(541) 382-2022	110 NE Greenwood	Bend OR
Miller Lumber Company	Chuck Schermerhorn	(541) 382-7580	190 NE Irving Avenue	Bend OR
Neil Kelly Design/ Build Remodeling	Eric Rowe	(253) 841-4150	PO Box 770	Puyallup WA
PNW International	Daniel J. Parker	(541) 410-7343	3792 SW Salmon Ave	Redmond OR
Parker Northwest LLC	Nate & Janey Powell	(541) 815-3066	PO Box 1569	Redmond OR
Powell Builders	Brett Guyatt	(541) 389-0621	615 SE Glenwood Dr.	Bend OR
Quality Builders Electric	Bill Boos	(541) 318-0735	22522 Rickard Road	Bend OR
Ridgeline Custom Homes	Elaine Severson	(541) 382-3720	220 SE Davis Ave	Bend OR
Severson Plumbing & Mechanical, Inc.	Rich Cook	(541) 388-4708	400 SE 2nd Street	Bend OR
Sierra Pacific Windows	Sonny Rychard	(541) 536-3905	15580 Federal Rd.	LaPine OR
Sonny's High Mountain Heating	Kay McGrath	(541) 312-7171	803 Main Street	Klamath Falls
South Valley Bank & Trust	Steve Fox	(541) 548-5444	2323 NW Ice Ave	Terrebonne
Steve Fox Construction	Kelly Ritz	(503) 387-7577	4230 Galewood	Lake Oswego
Stone Bridge Homes NW	Matthew Silvey	(541) 504-9555	12365 SW Herman Rd	Tualatin OR
Suburban Door Company	Kathy Temple	(541) 330-8356	PO Box 7437	Bend OR
Supervised Fuels	Ron Wanless	(541) 948-5095	2851 SW 58th	Redmond OR
Technology Design Associates	Jeff Curl	(541) 526-5800	PO Box 1621	Redmond OR
Tri County Paving, LLC				

Membership Memo



By Debbie Baldwin, Membership/PR Chair

- Accept who you are: you are human and you will have setbacks.
 - Pick your battles: prioritize what is really important to you.
 - Rethink your environment: when your surroundings stay the same, so do your habits.
 - Take "baby steps": start with achievable goals and "up the ante" each week.
 - Envision how you will achieve your goals: visualization boosts your odds of success.
 - Track your efforts: the simple act of monitoring your behavior actually encourages you to move forward towards success.
 - Ask for support: surround yourself with people and organizations who encourage your efforts.
 - Be kind to yourself: criticizing yourself leads to less motivation and self-control. On the other hand, supporting yourself leads to more motivation and better self-control. Self-forgiveness and self-compassion is all about remembering what it is you really want.
 - Be patient with yourself: the good news is that over time your resolutions will start to require less effort. Remember: "It's how you recover from a setback that counts. If you splurge or miss a day, just get right back on track."
- You have only used a portion of your 365 days – 8,760 hours – 525,600 minutes – 31,536,000 seconds so far this year. You have lots of time to work towards achieving your goals, so don't give up!
- COBA is committed to helping you! One of COBA's goals is to provide the services, support, education, member benefits, and much more to help you achieve your goals and become a winner. Plus, don't forget COBA CX- our up and running plan center. All you need to do is call or stop by for a list of all of our events, contact information for board members and directors, plus, most importantly meet the staff members that are there to help you. They are awesome!
- Also, please attend our Membership/PR committee meetings. We meet the 2nd Tuesday of every month, 11:00 am to 12:00 pm at COBA'S office. It's a great chance to network, learn more about membership benefits, plus you can help us retain existing members and recruit new members. Everyone is welcome!
- Get Involved-Stay Involved Remember- YOU ARE COBA! Sincerely, Debbie Baldwin, Membership/PR Chair Century 21 Gold Country Realty

STILL THINKING ABOUT YOUR NEW YEAR'S RESOLUTIONS?

If you are like all the rest of us, you woke up on January 1st and vowed to turn over a new leaf; lose weight and get into shape, stop smoking, save money, build your business or whatever! You earnestly imagined a better you. Probably for a short period of time it seemed to work. But then, come February or March, you probably slipped back into your old habits. It doesn't have to be that way. It's now time to go back and reaffirm your goals. Here are a few tips that will help you make real and lasting change:

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COBA Mission Statement

To represent the building industry before government and the community, to promote high ethical standards within the building industry, to provide service to its membership and to defend the opportunities of home ownership for all.

COBA Brand Promise

The Central Oregon Builders Association (COBA) is the region's leading authority and driving force behind the promotion, protection and improvement of the building industry.

This role is important because the building industry as a whole makes up a significant percentage of our region's economy, and a wide variety and large number of stakeholders are affected by the industry's health and success.

COBA is committed to supporting quality craftsmanship and community stewardship. We promise our members that we will always provide responsive service and a solid value for their investment, and that we will represent their interests to the best of our ability. We promise the general public that we will always encourage and support best practices and ethical behavior by our members when doing business within this association and with the public.

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Pahlisch Homes

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The Roofer More Contractor's Choose

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Our Amazing COBA Staff!



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Andy High
VP - Govt. Affairs/Membership



Gretchen Palmer
Dir. Education & Councils



Nick Shein
VP Admin & Finance



Sheri Terry
Sales/Business Development



Leslie Rodgers
COBACX Proj Coordinator



COBA launched its newest addition to the COBA family, COBACx, in the fall of 2011. COBACx stands for Central Oregon Builders Association Connect, and it does just that. COBACx streamlines the often time consuming bidding process by putting local bidding opportunities at the fingertips of our members. Members can search hundreds of bidding opportunities with only a few clicks of a mouse. Gone are the days when trying to find projects to bid involved countless phone calls often resulting in phone tag, driving around town wasting fuel and valuable time, frustration, and guesswork. In times like these, it never hurts to have a helping hand, and that's what COBACx is here for!

COBACx also gives General Contractors and homeowners the ability to post their projects on the cx website and collect bids directly through the website. Several local General Contractors are encouraging their subs to join and letting them know that if they aren't cx members, they are missing out on the opportunity to bid on that Generals project. Don't miss out on chances for work! Private bids are being sent out to COBACx members for local jobs here in Central Oregon every week. We have everything you need, from the complete bidding information to the ability to quickly and affordably print plans up to 36'x48'. In addition to the online bidding center, cx members also have the benefit

COBACX Plan & Bid Center



of receiving weekly permit information for over 70 Oregon cities, discounted printing prices and access to our plan room complete with wireless internet access and large screen monitors. At any given time, there are an average of 100 projects out for bid in our database throughout Oregon, Southern Washington, Northern California and Idaho. We have

bidding opportunities for every trade, craft and skill, from landscaping to apartment complexes and tenant improvements. Our online program is completely developed by local people, which gives us the ability to respond to user feedback. Being a non-profit, COBA is here to support our members and make your experience the best possible.

Come to our office at 1051 NE 4th and we would be happy to give you a tour and explain COBACx in more detail. We also hold COBACx instructional classes every month that are free and you will earn an hour of CCB elective credit! Give us a call at 541-389-1058 to learn more. We look forward to hearing from you!

Leslie Rodgers
COBACX Proj Coordinator

President's message from page 1

to encourage your sphere of influence to register as an Oregon voter and to cast their votes this fall. I know this seems like a small request and I'm sure most of you have already done so and are prepared to vote this year. However, many of us know friends, co-workers and acquaintances that are not prepared and ready. It's part of our mission and what better time to encourage everyone we know to be more involved; so please help me spread the encouraging word

to vote this year. It is a right our ancestors fought and died for!

Are things looking a little brighter this spring for your company? We are not out of the woods by any stretch but there is also no doubting that market improvement is imminent. Here's a quick glance at some of the news from the last couple of months:

From DSNews – "Capital Economics expects the housing crisis to end this year, according to a report released Tuesday. One of the

reasons: loosening credit..."

From the Business Insider – "The latest data from Fiserv Case Shiller shows that national home prices are expected to grow at an annualized rate of 3.2% between 2011 and Q2 2016..." Bend is #1 on this publications list of best housing markets for the next five years.

From the NuWire-Investor – "Bank of America (BoA) Merrill Lynch analysts have announced the bottom

Continued on page PB

President's Message from page 1 of the U.S. real estate market has been found and that gains should be expected as soon as 2014. This is a revision of a previous forecast that saw price falls continuing into 2013, but a larger-than-anticipated decline in the inventory of distressed properties is prompting experts to move the marker."

We are a month away from the Spring Home and Garden Show; It is exciting to see our association broaden the reach for this show by

adding a car show in tandem with the Home and Garden. Traffic should be way up and I am looking forward to seeing you there.

Have a great month.

Dan Pahlisch



Bend
740 NE 1st St.
541.312.6709
restorebend.org

La Pine
52684 Hwy. 97
541.536.3234
newberryhabitat.org

Madras
84 SW K St.
541.475.9722

Prineville
1427 NW Murphy Ct.
541.447.6934
crookcountyhabitat.org

Redmond
1242 South Hwy. 97
541.548.1406
redmondhf.org

Sisters
150 N Fir St.
541.549.1621
sistershabitat.org



The Post Family - 2010 Habitat Homeowners

Recycle your used building materials, furniture and appliances into funding for Habitat for Humanity homes.

50-75% OFF RETAIL PRICES

April GMM

COBA members are in for a treat on Thursday April 19th! Join your fellow COBA members at Three Creeks Brewing Company for the April GMM!



Your \$20 registration will include 2 pints or glasses of wine as well as hearty appetizers.

YOU MUST RSVP BY APRIL 12 to attend!

BEST and Building Codes - CCB Required Classes

Dates & Times
 Tuesday, April 3, 2012, 9:00 AM - 3:00 PM
 OR
 Tuesday, April 24, 2012, 9:00 AM - 3:00 PM
 Location/Venue New COBA Office
 1051 NE 4th St, Bend, OR 97701 [Map]



REQUIRED CCB CLASSES OFFERED IN BEND

Building Shell Envelope Training (BEST) - required by CCB
 Join us as we go through the video with Mark LaLiberte, a leading industry expert, as he provides state of the art information on building better homes. This program presents real world ways to prevent the most common construction errors. Practical checklists and guidelines on a variety of building topics are available through this class. This course meets the Oregon Construction Contractors Board continuing education requirement for Building Exterior Shell Training. HBU will report the completion of this course directly to Oregon CCB. You will also receive a certificate of completion for your records.

Building Codes R703.1 - CORE hours
 This course explains the changes to the Oregon Residential Specialty Code R703.1 and the new requirements for constructing an enhanced drainage plane. The course reviews building practices that comply with the revised code language. Potential challenges along with recommended methods to overcome these obstacles are also discussed as are reasons behind these code changes. The Oregon CCB has approved the course for two Continuing Education Core Credits.

Item Name	Description	Member Cost	Non-member
BEST and Codes Classes			
Combined Registration for both classes on the same day.			
This registration includes lunch.			
*No refunds will be made for No-Shows			
*A fee of \$25 will be assessed for all cancellations or transfers 48 hours prior to the event			
		\$129.00	\$169.00



ARE YOU WAITING FOR CCB TO TELL YOU YOU NEED TO BE CERTIFIED?

All Contractors: You may not legally contract to or perform work on pre-1978 homes unless you are certified. APRIL 22, 2010 WAS THE EPA DEADLINE TO BE CERTIFIED. If you are not certified you face CCB fines up to \$5,000 per incident per day and they are actively enforcing.



LEAD BASED PAINT CERTIFICATION
 In 2008, the Environmental Protection Agency issued a new rule under the Toxic Substances Control Act regarding "lead-based paint hazards created by renovation, repair, and painting activities that disturb lead-based paint in target housing and child-occupied facilities." The rule, which had an effective date of April 22, 2010, directly affects general and specialty contractors by requiring them to be certified if they are performing work on a targeted facility and to provide warnings to let people know of the hazards.

What projects are covered?
 The rule generally applies to renovation of any housing constructed prior to 1978 and any public or commercial facility constructed prior to 1978 where children are present on a regular basis, such as a day care center or school. Exemptions include minor repair or maintenance work involving an area no larger than 6 sq. ft. of interior painted surface (20 sq. ft. for exterior), renovations by an owner to their own residence or a certification that the work area is free of lead-based paint (as determined using an EPA recognized test kit).
 Who does the rule apply to?
 Not only does the rule affect general contractors who subcontract the work, but it also applies to any specialty contractor that work on pre-1978 homes. This would include plumbing, painting, HVAC, electrical, finish carpentry, drywall, insulation, siding, tile, glass and glazing, as well as others. (It would be advisable for general contractors to verify compliance by their subcontractors by obtaining a copy of their certification.)
 After April 22, 2010 you can't perform renovations to a targeted project unless you are certified or an exemption applies. Certifications must be renewed every five years.

Sponsored By



EPA Lead based paint Certification Class
 Wednesday, February 1, 2012,
 8:00 AM - 4:00 PM
 1051 NE 4th St.,
 Bend, OR 97701

NW Green Building Industry Summit
NWGREENBIS

SAVE THE DATE: OCTOBER 11, 2012

- Contractors:** Want to know about the latest in sustainable building and remodeling?
- Homeowners:** Need to know more about what to upgrade or put in your next home?
- Designers & Architects:** Looking to incorporate the next best thing sustainability?
- Suppliers:** Get your word out about what you bring to the world of green building.
- Realtors and Contractors:** Earn continuing education credits at this all day summit!



The NW Green Building Industry Summit is a cost effective convention that focuses on education and networking with others in green and sustainable building. Thanks to OrePac Building Products, the keynote address as well as some courses will be delivered by Mark LaLiberte, of Building Knowledge, Inc., a nationally renowned building scientist.

A full day of presentations to build on your knowledge of technology and best practices while fulfilling 8 elective hours of CCB and REA continuing education.

Save the date: **October 11, 2012** 7:30am-4:30pm
 Where: **West Side Campus**, 2051 NW Shevlin Park Road, Bend, OR 97701
 Early birds: \$50 (\$65 at the door)

Brought to you by

April GMM at 3 Creeks Brewery in Sisters!
 Your \$20 registration will include 2 pints or glasses of wine as well as hearty appetizers.
 RSVP by April 12th



Is Your Website Ready For "Bikini" Season?

Okay, funny name for the title of an article, but it caught your eye didn't it?

Just like every man and woman over a "certain" age gets a bit worrisome about fitting in to a swimsuit for the summer trips to the lake, river, pool or coast, each of us should be equally concerned about whether our website is ready for "Bikini" season. What I mean by that is that time of the year when your business is as it's busiest and you should be cranking out the work!

Okay, enough with the silly comparisons, let's have a straight talk

about your site. Your website is your business' online brochure. I've talked at length about the need for all kinds of things on your site and many of you trust your webmaster or yourselves to take care of these tasks.

One of the first things out of a new clients mouth is usually "How can I get on the 1st page of Google?"

So, here's a small checklist of things you can look for on your site, ask your webmaster, or call me and ask me for a no cost eval of your site!

- Write a Keyword-Rich Page Title. Write a descriptive

title for each page -- rich in keywords you want people to find you with -- using 5 to 8 words.

Remove as many "filler" words from the title (such as "the," "and," etc.) as possible, while still making it readable.

• Write a Description META Tag. Some search engines include this description below your hyperlinked title in the search results. The description should be a sentence or two describing the content of the webpage, using the main keywords and keyphrases on this page. Don't include keywords that don't appear on the webpage.

• Include Your Keywords in Headers (H1, H2, H3).

• Position Your Keywords in the First Paragraph of Your Body Text.

• Include Descriptive Keywords in the ALT Attribute of Image Tags.

• Make Your Navigation System Search Engine Friendly. You want search engine robots to find all the pages in your site. JavaScript and Flash navigation menus that appear when you hover are great for humans, but search engines don't read JavaScript and Flash very well. Therefore, supplement JavaScript and Flash

menus with regular HTML links at the bottom of the page, ensuring that a chain of hyperlinks exists that take a search engine spider from your home page to every page in your site. I try to do this on every site I build.

• Promote Your Local Business on the Internet. These days many people search for local businesses on the Internet.

To make sure they find you, include on every page of your website the street address, zip code, phone number, and the five or 10 other local community place names your business serves. If you can, include place names in the title tag, too.

• Promote Your Video, Images, and Audio Content.

Google's "universal search" displays not only webpage content, but also often displays near the top of the page relevant listings for images, videos, local businesses.

• Submit Your Site to Trade Organization Sites and Specialized Directories. Some directories focused on particular industries, such as education or finance. You probably belong to various trade associations that feature member directories. COBA offers this as a part of their membership.

• Publish an E-Mail Newsletter. While

it requires a commitment of time, creating a monthly e-mail publication is one of the most important promotion techniques. It could be a newsletter ("ezine"), list of tips, industry updates, or new product information -- whatever you believe your customers will appreciate. This is a great way to keep in touch with your prospects, generate trust, develop brand awareness, and build future business. It also helps you collect e-mail addresses from those who visit your site, but aren't yet ready to make a purchase. I bet I receive about a

dozen of these from COBA members every month.

• Send Offers to Your Visitors and Customers. Don't just send them a bunch of great info about your company. Give them a reason to call you!

• Purchase Pay Per Click (PPC) ads with Google AdWords (adwords.google.com/select/), Yahoo! Search Marketing (www.wilsonweb.com/afd/overture.htm), or Microsoft AdCenter (adcenter.microsoft.com).

This strategy is way down the list, but it is vitally important. Most Internet businesses will want to explore using Google AdWords

to drive targeted traffic to their websites.

• Create a Site Map. A site map page with links to all your pages can help search engines (and visitors) find all your pages, particularly if you have a larger site. You can use a free tools, XML-Sitemaps.com (www.wilsonweb.com/afd/xml-sitemaps.htm) to create XML sitemaps that are used by the major search engines to index your webpages accurately. Upload your sitemap to your website.

Then submit your XML sitemap to Google, Yahoo!, and Bing (formerly MSN), following

instructions on their sites. By the way, Google Webmaster Central (www.google.com/webmasters/) has lots of tools to help you get ranked higher. Be sure to set up a free account and explore what they have to offer. I do this for every site I develop.

It's Your Website!

Whether you hire a professional web designer like me, or build your own website, or take the Wordpress approach (as mentioned in last month's article), this is your website! You have to own the responsibility for making sure it has the right content on it. If you hire it out, call them

to schedule a meeting to review your site to make sure you are ready for "Bikini" season.

When I build a site, the SEO (Search Engine Optimization) is the last thing I do before I submit the site to the search engines. Then it typically takes about 3 weeks to propagate out in the internet. So, if you're reading this in early April and your busy season usually starts in May...It's time to get busy!

Money's always an issue, and I'm always happy to work with a client's payment needs, but don't let a pinched penny come between you and a busy "Bikini" season, or worse than that...forced retirement!

As always, feel free to give me a call if you have any questions.

By Mike Jensen, President/CEO of JensenOne Marketing & Photography

JensenOne specializes in AFFORDABLY serving small businesses with their marketing, web design, and photography needs.

Marketing, Photography and Internet Solutions 541-610-8683 info@jensenone.com

With over 33 years in marketing, & over 17 years in web product development, Mike Jensen is uniquely qualified as an expert in the field of providing complete business solutions for your company.

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Office 541-536-8888
Cell 541-610-8683

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Parr's Commitment

Parr Lumber is committed to providing not only the highest quality in products, but also the best service in the industry. For over 80 years we have directed our energies, talents and resources towards solutions that increase our customer's success.

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- **Electronic Billing** – Parr offers weekly, nightly, or monthly electronic billing options, allowing you to avoid accounting bottlenecks at the end of the month. It also provides instant verification and visibility over deliveries.
- **Material Take-Offs** – We retain your take-off history on file, optimize the list, provide whole-house material list and estimation, increased turnaround and accuracy (profit).
- **Moffett Deliveries** – Allows you precise delivery specifications, ease of access, reduction in labor and convenience.
- **Guaranteed delivery** within hours of receiving an order on products in stock.
- **Centralized Logistics** – provides optimum buying power and distribution capabilities with full access to more than 20 local distribution facilities and over 200 trucks in the Parr fleet.
- **Individual(s) Assigned to Your Account** – Your salesperson has the autonomy to provide solutions to most challenges that may arise.

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Oregon Update
April 2012
News from the Oregon
Home Builders Association



By Jon Chandler - OHBA

without doing much damage to state services and the Governor got most of what he wanted with regard to changes in Oregon's education and health care delivery systems.

And there were some other good things that happened. For example, we had one bill this session that made it through the House before dying – HB 4090, which would have allowed land in the metro area that was inside the UGB but outside a city limit, where the city refused or couldn't provide water and sewer service, to either compel the city to provide the service or obtain it from a special service district. This would address a serious problem of land that is essentially useless for lack of water and sewer (which isn't fair to the property owner), but which is counted for purposes of the 20 year land supply requirement as though it's fully urbanizable (which isn't fair to the rest of us). Although the bill didn't pass, we raised the profile of the issue and set up the discussion of a statewide fix for the regular session in 2013...even our opponents conceded that there was a real problem, even though they didn't think much of our bill, and that's a much stronger position than when the other side says that there isn't a problem worth talking about.

There was a good little wetlands bill passed

also, SB 1582, which changes the way wetlands decisions are made and how challenges to wetland determinations and delineations can be handled.

Otherwise on the job creation front, though, the legislature didn't do much at all. The regional land use bill, HB 4095, bogged down late in the session but may live on through negotiations with the Governor and the state land use agency. Similarly, bills that would have increased the harvest on state timber land and increased water withdrawals from the Columbia River – both of which ideas that would have made an impact on employment in Oregon – died, although both will be back in some form in 2013.

And this is a shame, because while health care and education reforms are important, they aren't – in my opinion – as critical to the state's immediate future as getting people back to work, but that isn't what happened this session. Granted, both the timber and water bills were complicated and were going to be difficult to advance with the limited time of the short session, getting them worked and passed wasn't impossible and should have happened. At least, the Rs had a jobs agenda which included these bills amongst others...the Ds were critical of it, which is their right, but they

didn't have a jobs agenda of their own to put forward, which was their obligation to do.

So I'd give the 2012 legislature a C. Not horrid, but not noteworthy either...and, at least on the jobs front, it probably deserved a lower grade than that, but with at least 1/2 of one chamber of the legislature trying to promote economic development in Oregon, that is enough to qualify the effort for a middling grade.

On a much more interesting and beneficial note, one of our own has decided to return to the political wars. Tim Knopp, CEO of the Central Oregon Builders Association, has filed to run as a Republican candidate for the state Senate in SD 27. The seat is currently occupied by Senator Chris Telfer (R-Bend), and it's an R district, so the election will likely be decided in the primary.

Prior to taking the job with COBA, Tim was in the state legislature as a Representative from Bend, serving from 1999 to 2005; he ended the first chapter of his legislative career as House Majority Leader and was a stalwart supporter of property rights, free enterprise and smaller government. We're looking forward to getting him back in Salem and will be doing everything we can do to make sure that happens.

Congratulations and thanks, Tim!

Green Building
Michael Freels

Energy Trust of Oregon's New Homes program changes

In 2012, Energy Trust introduced new program specifications and incentives for new homes receiving Energy Performance Scores (EPS). Changes to the New Homes EPS are due to the increases in the 2011 Oregon Residential Specialty Code and ENERGY STAR® program modifications. The opportunity to receive EPS for existing homes should be available later this year.

EPS gives builders and buyers a measurement tool that helps define a home's energy consumption, utility costs and carbon emissions based on energy use. More than 1,700 homes have received the score throughout Oregon. Newly built homes must be sited within Energy Trust's territory to receive an EPS.

Beginning in 2012, program verifiers will now provide builders with estimates of projected incentives and a home's EPS. This process replaces the preliminary EPS emails that Energy Trust provided in 2011. The Oregon Department of Energy has also aligned their Premium Performance Home tax credits with EPS and NW ENERGY STAR paths, so make sure you are taking

advantage of all of the benefits of building an energy-efficient home.

The new EPS specifications and incentives are posted on Energy Trust's website. Visit www.energytrust.org/epsforbuilders to view the updated incentive options chart. Participating builders are encouraged to contact their local program verifiers for details. If you are new to these programs and are interested in participating, please contact Michael Freels mfreels@oregonhba.com or 503-378-9066 ext.4 for more information.

Jim Irvine Statewide Scholarship funds are again available to students pursuing a career in residential construction.

- Funds available in 2012: \$7000.
- The number of awards varies year to year, however, the dollar amount will be no less than \$1500.
- Application & instructions can be downloaded from HBF website: <http://buildhopepdx.org/scholarships>

Deadline for applications is May 11, 2012. Minimum Requirements:

- Oregon resident attending college (2 or 4 year program) in the state of Oregon
- Full time student; currently studying a field in residential construction.
- Minimum GPA of 3.0 (or equivalent)

For more details about

Remodeler's Monthly Forum

SOCIAL MEDIA MARKETING Part II
Tuesday, April 3, 2012, 4:00 PM - 5:00 PM
Black Bear Diner
1465 NE Third St., Bend, OR 97701



Join the Remodelers for a lively presentation at the Black Bear Diner from 4-5 pm and earn an hour of CCB Continuing Education while learning how to improve your business and homes for your customers!

Cost: \$15 or Free for Remodelers Council members. (Want to join the Remodelers Council? Call COBA for more information!)

Tuesday, April 3, 2012, 4:00 PM - 5:00 PM
Black Bear Diner
1465 NE Third St., Bend, OR 97701



the Home Builders Foundation and Workforce Development programs, or how you can contribute to its development, feel free to contact Mel Duncan at 503-684-1880 or mel@hbapdx.org.

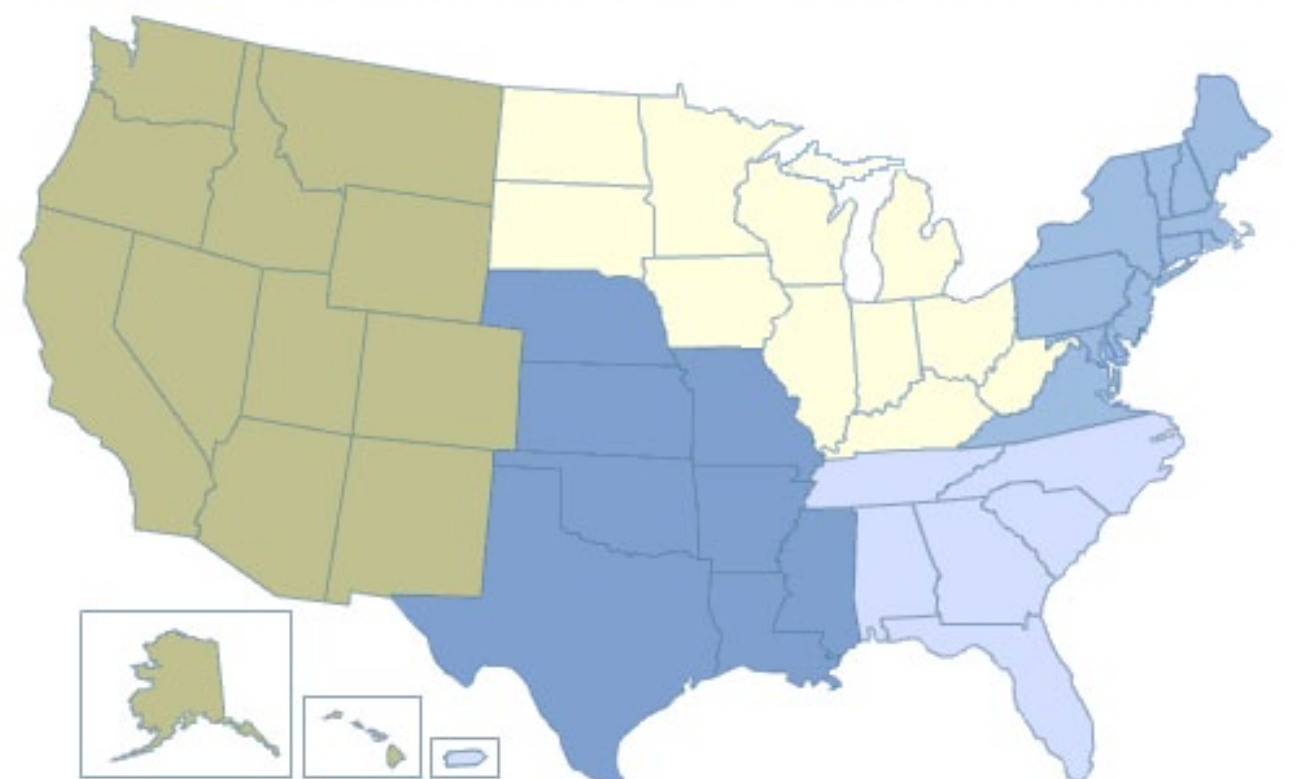
Email: info@hbarebates.com

NAHB Estimates Remodeling Value By County

The National Association of Home Builders (NAHB) has produced estimates on remodeling undertaken by home owners in every county in the country. Estimates are produced by the Economics and Housing Policy Group from a statistical model based on the variables shown in the table below and the American Housing Survey (AHS, U.S. Department of Housing and Urban Development and U.S. Census Bureau) applied to county-level data from the American Community Survey (U.S. Census Bureau) collected over the period 2006-2010.

Continued on page 17

Search the directory by state or county to find remodeling expenditures by county.



Able Boasts Largest Inventory of Soils, Fill Material, Clay, Sand, Aggregate You May Need

By Mike Jensen

Last year was a good year for Kevin Peterman and Able Supply! Trucks came in, filled up with a selection of the largest variety's of fill material, gravel, boulders, clay, sand etc. You name it!

Able's 50+ acre quarry is conveniently located in Deschutes County. In Deschutes River Woods on Cinder Butte Road. Easily accessible from Hwy 97 and then off to Bend, Redmond, Sunriver, La Pine etc.

Kevin senses that this will be another good year for builders, remodelers and developers. Many of them have been building through the winter thanks to the temperate conditions.

Kevin and Able Supply have been around for years and Able's been a COBA member for many years. You may know Kevin and Able as the refrigerator magnet guy. One goes in every shoppers bag which is issued at the annual Spring Home & Garden Show.

So, how much more can we tell you about a company that sells rocks, gravel and dirt!

Fill Material

Well, we could tell you about the wide variety of fill material available from Premium Soil Blend, #1 & #2 fill dirt, Berm Material, Bentonite (used for pond liners and sealers) and 1/8" Concrete Sand used under pavers and pools.

Cinders/Boulders

We could tell you about the local selection of cinders, decorative driveway cinders, and a HUGE variety of Gray Slate, Red Cinder, Brown/Gray Lava Boulders used for landscaping and security.

River-Crushed Rock

And we could tell you about the extensive variety of River and Crushed Rock used in almost every construction job known to man. The variety ranges from 3/4 minus for driveways & concrete to decorative Crushed

Brown Taffy Rock and Crushed Salmon Rock used for pathways.

Able Supply also carries a great supply of River Rock in every size imaginable!

Pricing

Able Supply is committed to provide the most competitive pricing available on all products. The price of

each product and deliver charges are listed on the newly renovated website at www.ablesupply.biz.

Kevin is almost always reachable at 541-383-2253. Kevin and Able Supply invite you to consider a local COBA member for all your fill and rock material needs this building season!



The Central Oregon Builders Association (COBA) Remodelers Council is pleased to bring you the REVISED and REMODELED

2012 Tour of Remodeled Homes™ Saturday, MAY 12, 2012.

The deadline for entry is April 13, 2012. Just ask for the tour packet to find everything that you need to sign up and take advantage of all the benefits that the *Tour* can provide to you and your company, such as....

- A professional *Tour of Remodeled Homes™* promotion and marketing campaign to ensure that the public knows about and attends the *Tour*.
- Promotion of the *Tour* included in the Spring Show Guide, local news coverage, and other means of promoting your home by promoting the *Tour of Remodeled Homes™*.
- Promotion and marketing exposure during the 2012 Spring Home and Garden show May 4-6.
- Inclusion in the official guide produced by The Bulletin newspaper. Over 40,000 copies of the guide are produced and distributed all across Central Oregon, and additional copies will be available at each home. Each participating home receives a full-page feature and a builder profile article in the guide.

For many years, builders and remodelers throughout Central Oregon have reaped the benefits of participating in the *Tour of Remodeled Homes™*.

Share your creations with new potential customers!

Central Oregon Builders Association
 1051 NE 4th St. Bend Oregon 97701
 541-389-1058 tel. 541-389-1545 fax.
www.coba.org



Live Continuing Education Courses Offered through COBA April 2012

Date	Course	Member Cost	Non-Member	Time	Credits:
Apr 3 Tuesday	BEST / Codes (inc. lunch)	\$129	\$169	9am – 4pm	3 CORE, 2 CORE
Apr 4 Wednesday	Electives – 8 hrs (inc lunch)	\$ 99	\$129	8am – 4pm	8 hours elective
Apr 4 Wednesday	Social Media Marketing	\$15	\$ 20	4pm – 5pm	1 hour elective
Apr 12 Thursday	Stormwater Compliance	FREE	\$ 15	9am- 11am	2 hours elective
Apr 10 Tuesday	Lead Based Paint (inc lunch)	\$189	\$229	8am – 4pm	8 hours elective
Apr 24 Tuesday	BEST / Codes (inc. lunch)	\$129	\$169	9am – 4pm	3 CORE, 2 CORE

Pre-registration required, by phone or online at our website.
Classes have been scheduled for 2012: see us at www.coba.org

The other 3 CORE HOURS OF CCB LAW, BUSINESS PRACTICES AND REGULATIONS are **only** available at www.oregon.gov/ccb. COBA offers use of our computer and help with CCB login for FREE!

Are you getting the most out of your investment?

You've taken the time to commit to COBA but have you taken the time to SAVE yourself some money too? You've heard about the member to member discounts. The Insurance program, Supervised Fuel's discounts, Verizon & AT & T's substantial discounts, but have you done anything about it?



***Cellular Phone Plans** through AT & T and Verizon. The discounts vary from 8% to 22%.

***Commercial Fueling** at Pacific Pride and CFN through Supervised Fuels.

Supervised Fuels aggregates the purchases of all participating member companies and gives each member the bulk fuel rate based on the total gallons purchased under the plan. The rates and savings vary based on overall program volume and retail pricing however the account administration is top notch. A credit screening is required to participate.

***Credit Card Processing** through SwipeNow. SwipeNow offers a low rate guarantee and customizable service and technology options to make accepting credit cards an affordable option.

***Health Insurance** through Pacific Source. Our plan with Pacific Source is combined with two other associations in Portland to create a bigger client pool and offer more stable and cost effective rates. There are a variety of plan and coverage options to choose from and no qualifying company will be turned down. Each company must have 2 employees to qualify.

***Workers Compensation Insurance** through SAIF. Our members that have an excellent safety records and programs in place will qualify for the discount program that varies each year from 7%-22%.

***Member to Member Discounts.** Many of our members offer discounts and specialized programs exclusively to the COBA membership. The Athletic Club of Bend, Brilliant Environmental Building Products and Carl's JR are just a few. Please see the complete list at www.coba.org.



THE CENTRAL OREGON HOUSING MARKET LETTER™ A Monthly Publication of Cascade Central Business Consultants

Sales & Starts:

New SFD sales for January were down 0.9% from December; but 3.5% better than a year earlier. The West was down 10.6%. Inventory was at 5.6 months and the median price was \$217K; the average sales price was \$262K. Existing home sales rose 4.3% in January; the highest level since May 2010. Distressed sales have made up the greater lot of this market since April of 2011; investors are buying 1 of every 4 homes.

Starts: New starts overall rose 1.5% in January, making the 9th straight month of improvements. New SFD's increased 1%, also the best since April 2010. Permits for new SFD's crept up 0.9%, matching April 2010; multifamily starts increased 8.5% and permits were up 0.4%. The South had the greatest upsurge of 18.3%; the West jumped a respectable 11.9%.

Auto News:

Strong auto sales continued into January from December, sales were up over 11% from a year ago. Small car sales jumped almost 20%, while truck sales increased less than 4%. The industries benchmark is 14M units per year which has fallen below that mark the past four years. Economists are optimistic that sales will hit the 14M in 2012!

STATE AND LOCAL:

Signs of another state wide recession were the topic of discussion early last fall; but that no longer appears to be the case according to economic indicators rising to the highest level since last July.

Bend is now listed as one of the best 25 ski communities in the world according to National Geographic Adventure; it is the only city in Oregon listed.

Last month it was mentioned that the Ameri-

tel Inn had joined the Hilton hotel family; I forgot to mention that the lodge at Eagle Crest is now associated with Holiday Inn and that Pronghorn has been acquired by a Resort group from Hawaii. These arrangements will assist the region by tapping into world-wide resort systems, thus extended the areas circle of influence.

A nice complement to the hospitality upgrades, is the fact that Apple is coming to Prineville; a big plus for the region.

Everyone is now aware that direct flights to Las Vegas by Allegiant Air will terminate April 9th due to a decline in passenger traffic; where is the backlash for this cancellation?

Housing News: Here is a breakdown of the housing market for the Tri-County in January. Bend: The median price was \$186K, up 2% from December; there were 114 sales, a 19% decrease; price per sq. ft. was up 3.7% to \$108; days on the market 111; 27% of the sales was in the \$100 - \$150 range; had one in the \$900K - \$950K range. Looking back to 07', Bends median price was \$345K; it settled at \$190K in 11'. Redmond: The median price was down 22% to \$100K; there were 47 sales, down 25%;

price per sq. ft. slid 20% to \$64; days listed on the market was 99; 51% of the sales was in the \$100K- range; two sold in the \$350 - \$400 range. In 07' for Redmond, the median price was \$250K; it leveled at \$116K in 11'. Sisters: The median price was \$225K; had 4 sales; 231 days on the market. Sunriver: The median price was \$312K; had 7 sales; 171 days on the market.

Why not set yourself up for Success?



It's coming up and will be here quicker than you think. May 4th is the First day of the Spring Home and Garden show. It's our 20th year as a COBA event and some of you have been exhibitors almost just as long. So, how do you make it fresh, and exciting? Maybe something here will ring true, spark a genius new plan or inspire something perfectly crazy, they're just ideas, and they just might help.

Prior to the spring show you should invest in your own promotional campaign to drive customers to YOU, so let them know how to find you. First and foremost, promote time, dates, locations, YOUR booth number, [hyperlink to the show website](#); update your website with show details, promos and do an e mail campaign promoting your presence at the show. Make a poster for your shop, office or store. Or host a seminar at the show, and we'll get listed in the show guide calendar.

Continued on page 16

Building Green Council General Membership Meeting

Wednesday, April 11, 2012, 4:00 PM - 5:00 PM

COBA Classroom Address 1051 NE 4th St., Bend, OR 97701



The Building Green Council meets every second Wednesday from 4-5 pm in the COBA classroom.

CHALLENGE:

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Business

Cascade Central Business Consultants Don Patton

New Housing & Commercial Information

CENTRAL OREGON HOUSING MARKET LETTER
CENTRAL OREGON PERMIT REPORT (INCLUDING MKT SHARE REPORT)
NEW COMMERCIAL CONSTRUCTION REPORTS
REMODEL & ADDITION PERMIT REPORTS
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YOUR TIME IS VALUABLE.
ALLOW US TO DO THE RESEARCH!

1924 NW NICKERNUT AVE, REDMOND, OR 97756
(541) 548-1519
ccbc@bendbroadband.com

Update on the 2012 Spring Home & Garden Show

From page 15
Those are all cheap and easy, you just have to do it. Do a fun sales promotion prior to the show; call it your Big Save the Date Promo, or do a Geo Caching Event, you can even do a good ol' fashioned Scavenger hunt. All of which culminate at the show, at your booth.

Write an article to go out in the COBA newsletter, the official Show Guide, Cascade Business News, or your local Chambers newsletter. Run some ads or promotions in the Bulletin, The Nugget or the Spokesman. Reach out to other markets you're already in; Medford, Madras, Prineville, Eugene, Portland, the Oregon Coast, wherever you've worked, you've got a reputation and brand recognition use it to your advantage. Market yourself, and don't forget Facebook, twitter and Linked In.



Get creative, be yourself, have fun and promote Your Booth at Your show!



If I can help, call me, we can brainstorm together to find the best fit. It's not too late to book a show booth so if you haven't already; get you application filled out and sent back to me as soon as possible. Go to: www.centraloregonshow.com

541-389-1058
Sheri Terry
Event Sales & Business Development

New Auto Show Teams up with the Spring Home & Garden Show!



COBA has partnered up with the three Big Dogs in the local Auto industry to bring a unique opportunity to Central Oregonians May 4-6, 2012. This auto show should have the latest and greatest cars and trucks available to the market today. Test drives right there on site while your significant other browses the home shows home, remodel, garden, garage and more!

The shows will be held at the Hooker Creek Event Center and you can still afford to take the whole family, Kids 16 and under are free, Adults are \$7.00 with the \$2.00 DISCOUNT coupons, you can save for everyone. In honor of our Veterans and seniors we have a reduced rate and they too can save with the coupon.

If you're looking for a seminar on paver installation, gardening tips, or if you want a new hot tub, sauna or some lotions and candles we've got it all! Come down one day, or all three days with one paid admission and have fun.

Meet the local guys that support your market and take a test drive in a new BMW, Subaru, Chevy or Honda. It couldn't get much easier or convenient!

We're still taking booth reservations, but they've been booking fast, if you want to be an exhibitor at either of these shows call or email Sheri Terry for details. 541-389-1058 or sherit@coba.org

Remodeling Estimates from page 11
The remodeling numbers are thus estimates of average (or typical) annual spending over that 5-year period and will not reflect changes that have taken place within a county very recently. Remodeling is also likely to vary year-to-year, especially in counties with relatively few home owners, in a way not perfectly captured by 5-year averages. All estimates are subject to statistical margins of error, which will also tend to be larger in counties with fewer home owners. Estimates based on the AHS capture spending on some items not included in the Census Bureau's national estimate of improvements in owner-occupied housing.

Deschutes County Remodeling Estimates

Estimates produced by the Economics and Housing Policy Group, National Association of Home Builders, from a statistical model based on the variables shown in the table below and the American Housing Survey (AHS, U.S. Department of Housing and Urban Development and U.S. Census Bureau) applied to county-level data from the American Community Survey (U.S. Census Bureau) collected over the period 2006-2010. The remodeling numbers are thus estimates of average (or typical) annual spending over that 5-year period and will not reflect changes that have taken place within a county very recently. Remodeling is also likely to vary year-to-year, especially in counties with relatively few home owners, in a way not perfectly captured by 5-year averages. All estimates are subject to statistical margins of error, which will also tend to be larger in counties with fewer home owners. Estimates based on the AHS capture spending on some items not included in the Census Bureau's national estimate of improvements in owner-occupied housing.



County:	Deschutes County
State:	OR
# Owner-Occupied Homes:	42,982
Married Couple Share:	67.90%
Average Value of Homes:	385,080
Share Built Before 1980:	32.50%
Typical-Year Remodeling County Total (\$Million):	147
Typical-Year Remodeling Per Home:	\$3,412



Help First Story Raise Walls and Hope for a Local Family!

Join First Story, Woodhill Homes and COBA for a ceremony & BBQ lunch celebrating the groundbreaking for a home being built in partnership for The Tran Family.

Thursday, May 3rd - 11:30am
61374 Geary Drive, Bend, Oregon
RSVP to info@firststory.org or 541.728.0830 xt. 6

For more information or to find out how you can be a partner, visit www.firststory.org.





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Processing transactions reliably and securely is essential to your business. Authorize.Net, the leading Internet Protocol (IP) based payment gateway, provides solutions you can trust. More than 166,000 merchants depend on Authorize.Net to process their transactions, assist in the prevention of fraud, and help their businesses grow. We offer a wide range of services and tools to enhance your business and increase your revenues, regardless of your business model—Web, retail, mail order/telephone order (MOTO) or mobile.

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Tim Holstein
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Tradeshow Night at The Bulletin



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*SwipeNow has saved COBA thousands of dollars in credit card processing fees and they guarantee they will beat any rate and they did. Their service and response time to customer issues have been excellent.

Tim Knopp
Executive Vice President
Central Oregon Builders Association

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*Upgrades & Multiple Products May Have Additional Fees

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Early Return-To-Work Programs

Safety Pages for Owners / Supervisors

When examining on-the-job injuries, studies have consistently shown that the longer an injured person is *off* work, the likelihood of becoming permanently disabled increases. Injured employees who do not return to work within six months have only a 50 percent chance of ever returning to the job held at the time of injury. If absent over one year, the chances of an injured worker returning to work decrease to less than 10 percent.

Once a worker is injured, the key is to return the worker to the job as soon as possible. ERTW programs usually require “modified” duty, not necessarily “light” duty, as a temporary assignment. Many workers can come back to their regular job with only some tasks removed because of their medical restriction. Another alternative is to have the employee perform some of the work every company has that is put off because “no one has the time.” Modified duty is a temporary assignment and is the first step toward the worker’s eventual return to his or her original job.

Direct Benefits of an ERTW Program

- Qualified employers can receive reimbursement of up to 50 percent of the injured worker’s wages while on light or modified duty. (Contact your insurance carrier for details regarding the Employer-at-Injury Program (EAIP).)
- There is also \$2,500 available for equipment purchases for the light duty job on qualified claims. If there is an equipment purchase that overcomes the obstacles of the injury restrictions, another \$2,500 is available for worksite modification. (Contact your insurance carrier for requirements regarding EAIP)
- Employers will receive production for the wages paid. (When a worker is home drawing time-loss benefits, there is no production.)
- Employers can avoid the replacement and training costs of hiring new workers.
- Employers may be able to identify cross-training opportunities when offering modified work to an injured worker.
- Employers using ERTW may significantly reduce temporary disability payments, one of the most expensive components in workers’ comp.
- Injured workers experience faster recoveries when back at work, psychological as well as physical.
- Medical costs may be reduced.
- Employers will have more control, direction and positive resolution of the claim.
- Legal costs may be reduced.
- The number of fraudulent claims will be reduced.
- Employers will promote better morale among all workers.
- Awareness of safe work practices and injury prevention will increase among all workers.
- Negative financial impact on the injured worker may be reduced.
- The injured worker will maintain social contact with fellow employees, which encourages a faster return to regular work.

Everybody wins with a written return-to-work program. Your company wins by retaining the use of valuable, trained employees while minimizing workers’ compensation costs. Employees win by returning to their workplace and avoiding the negative effects of a long-term absence.

If you’d like assistance in developing and implementing an ERTW program for your firm, contact your workers’ comp carrier. If you are insured with SAIF Corporation you may contact Lyn Zielinski-Mills, Marketing Manager, at (503) 373-8806.



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Employer: _____ Supervisor: _____

Date: _____ Time: _____ Shift: _____

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Follow up on recommendations from last safety meeting:

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Supervisor's remarks: _____

 Supervisor: _____
 (Signature)

Fire Protection Programs

By Doug Plemons

Safety Pages for
Owners / Supervisors

The State of Oregon requires a fire protection plan from all employers in the construction industry. Employers with 10 or fewer employees are required to communicate their plan orally to their employees, and those with 11 or more employees are required to have a *written* plan.

There are general requirements for fire protection plans, as well as specific elements that must be included in written plans. (The OAR sections covering these requirements are cited at the end of this article.)

General Requirements: The employer is responsible for the development of a fire protection program to be followed throughout all phases of the construction or demolition work.

Access to all firefighting equipment shall be maintained at all times.

All firefighting equipment shall be maintained at all times.

All firefighting equipment shall be periodically inspected and maintained in operating condition. Defective equipment shall be immediately replaced.

Regarding fire extinguishers: A fire extinguisher rated not less than 2A shall be provided for each 3,000 sf of the protected building area.

The following five elements must be included in written plans:

1. A list of the major workplace fire hazards and their proper handling and storage procedures, potential ignition sources (such as welding, smoking, etc.) and their control procedures, and the type of fire protection equipment or systems which can control a fire involving them.
2. Names or regular job titles of those personnel responsible for maintenance of equipment or systems installed to prevent or control ignitions of fires; and the names or regular job titles of those personnel responsible for control of fuel source hazards.
3. The housekeeping procedures by which the employer shall control accumulations of flammable and combustible waste material and residues so that they do not contribute to a fire emergency.
4. Employee Training
 - a. The employer shall advise employees of the fire hazards of the materials and processes to which they are exposed.
 - b. The employer shall review with each employee, upon initial assignment, those parts of the fire prevention plan which the employee must know to protect the employee in the event of an emergency. The written plan shall be kept in the workplace and made available for employee review.
5. The maintenance procedures by which the employer regularly and properly maintains, according to established procedures, equipment and systems installed on heat-producing equipment to prevent accidental ignition of combustible materials.

The bottom line is that everyone on your jobsite(s) or in your office or shop needs to know his or her responsibility in case of fire. (And the full plan needs to be written if you have 11 or more employees.) Make your plan *now*—the time you'll save in an emergency could mean fewer injuries!

(Taken from OAR, Div. 3, Subdivision F and section c(1)), and Div. 2, Subdivision E.)

See Also OR-OSHA Fact Sheet #07 – Fire Protection



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SAFETY PAGE MEETING GUIDE

Topic: Fire Protection Programs

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Ground Fault Circuit Interrupters

If you have power tools and/or extension cords on your job sites, you must take steps to ensure that these tools are properly grounded to prevent injury. This Safety Page topic covers the two options available to you to comply with this requirement.

OR-OSHA has written these rules dealing with ground fault circuit interrupter protection. This rule will provide increased safety for construction workers using electrical equipment and tools, and provides uniformity in what is required by Oregon Building Codes. The following is the OAR 437-003-0404 in Division 3/K.

437-003-0404 Branch circuits.

(1) General. Use ground fault circuit interrupters specified in (2) below or an assured equipment grounding conductor program as in (3) below. These requirements are in addition to any other requirements for equipment grounding conductors.

(2) All 125-volt, single-phase, 15-, 20-, and 30-ampere receptacles on construction sites, that are for temporary power and are available for use by employees must have approved ground-fault circuit interrupters.

(a) GFI protection must be at the outlet end of the circuit. Extension cords or other devices with listed ground-fault circuit interrupter protection for personnel identified for portable are acceptable.

(3) Assured equipment grounding conductor program: Receptacles more than 125-volt, single-phase, 30-amperes must have protection that complies with (2) above, or an assured equipment grounding conductor program that complies with the following:

(a) A written description of the program, including the employer's specific procedures. The program must be at the job site for inspection and copying by the Administrator and any affected employee.

(b) The employer must designate one or more competent persons (defined in §1926.32(f)) to implement the program.

(c) Before each day's use, visually inspect each extension cord, or other device, and any equipment connected by cord and plug, for external defects, such as deformed or missing pins or insulation damage, and for signs of possible internal damage. Extension cords, devices and receptacles not exposed to damage are exempt from this inspection. Do not use damaged or defective equipment.

(d) Do these tests on all extension cords, other devices and receptacles that are not part of the permanent wiring of the building or structure, and cord- and plug-connected equipment required to be grounded:

(A) Test all equipment grounding conductors for continuity.

(B) Test each receptacle or plug to assure the equipment grounding conductor is connected to its proper terminal.

(e) Do all required tests:

(A) Before first use;

(B) Before first use after repair;

(C) Before use after any incident that reasonably could cause damage (for example, when a cord set is run over); and

(D) At intervals not longer than 3 months. Inspect fixed extension cords, other devices and receptacles not exposed to damage at least every 6 months.

(f) Record all tests required in this paragraph. This test record must identify each receptacle, cord set, and cord- and plug-connected equipment that passed the test and indicate the last date of testing or the test interval. Keep this record by means of logs, color coding, or other effective means. Keep the record until replaced by a newer record. The record must be available on the job site for inspection by the Administrator and any affected employee.

Employers will have to provide GFCI equipment for the employees, unless the General Contractors supply GFCI-equipped temporary power for the job that will meet these requirements. It would be a good idea for Sub-Contractors to test the electrical supply to ensure it is GFCI equipped. This type of tester is readily available for only a few dollars. If, however, the General Contractor does not supply GFCI-equipped temporary power, then you must supply it for your employees. If you have any questions or need help with this rule call OR-OSHA technical resources at 503-378-3272 or 800-922-2689.



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