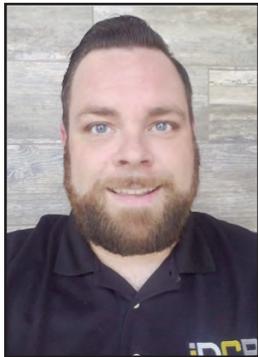


# contractor

THE MONTHLY PUBLICATION OF THE BUILDING CONTRACTORS ASSOCIATION OF SOUTHWESTERN IDAHO

*"Every man owes part of his time and money to the business or industry to which he is engaged. No man has a moral right to withhold his support from an organization that is striving to improve conditions within his sphere."  
- Theodore Roosevelt -*

## Associate *OF THE MONTH*



Eric Holmes  
Design Center of Boise

See page 6

## Spike of the Month



Karen Ellis  
Coldwell Banker TG

See page 7 for Spike list

## ***WATCH FOR THESE UPCOMING GENERAL MEMBERSHIP MEETINGS***

**October 18, 2018, 5:30 p.m., Building Products  
Showcase** In addition to the  
**2019 Spring Parade Drawing, Contract Signing &  
Magazine Cover Auction**  
At The Revolution Concert House (Chinden/Glenwood)

**November 13, 2018, 11:30 a.m., Annual Meeting of the  
Members & Board Elections**  
The Riverside Hotel

**December 7, 2018, 5:30 p.m., Winter Masquerade Ball  
& Industry Awards**  
The Riverside Hotel

***FOR MORE INFORMATION CALL 208-377-3550***

**NEW & RENEWAL MEMBERS  
PAGES 4 & 5**

**GOVERNMENT AFFAIRS  
PAGE 10**

**NAHB'S PLEDGE TO TRAIN  
WORKERS  
PAGE 5**

**IN NEW HOME SALES,  
PROCESS EQUALS GROWTH  
PAGE 8**

# BOARD OF DIRECTORS

## **EXECUTIVE COMMITTEE OFFICERS**

Craig Hammett, RMB, President '18-19'  
Dan Richter, First VP '17-18'  
Heather Echevarria, VP/Secretary '17-18'  
Patrick R. Minegar, Associate VP  
Jason Peery, VP/Treasurer '18-19'  
Juston Hall, Immediate Past President  
Steve Weeks, Immediate Past Treasurer  
Jon Hastings, RMB, Member at Large

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Joe Atalla, RMB '18-19'  
John Asbury, RMB '18-19'  
Dan Foutz '17-18'  
Rod Givens '17-18'  
Lance Snyder '18-19'  
Mark Tate '18-19'

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Sam Castillo '18-19'  
Barb McDermott '17-18'  
Mark Wilkins '18-19'

## **ACTIVE LIFE DIRECTORS**

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Bob Barnes, Jr.  
Chris Conner, RMB  
Tracy Dixon  
Zach Evans  
Steve Martinez, RMB  
Ted Martinez  
Ted Mason  
Chuck Miller  
Patrick R. Minegar  
Dave Mortensen  
Kent Mortensen  
Dennis Schaffner  
John Seidl  
Burt Smith  
Eric Smith  
Wayne Stacy  
Jeff Thompson, RMB

Larry Van Hees  
Steve Weeks  
Ron Whitney  
Dave Yorgason  
Jon Yorgason

## **LIFE DIRECTORS**

Ray Behrman  
Keith Borup  
Bill Davis  
Marie Hanson  
Terry Heffner  
Jerry Nemecc  
Dwayne Speegle  
Dale Sullivan  
Frank Varriale  
Ray Westmoreland  
Ramon Yorgason



## *President's Perspective*

by Craig Hammett, RMB, Hammett Homes

**Two things for you to get ready for now!!!**

### **1. September - Associate Appreciation Month**

Since 1981, September has been designated as NAHB's Associate Member Appreciation Month — an annual celebration of Associate member contributions to the NAHB Federation and the home building industry. Designating September as Associate Appreciation Month is just one way of providing the much-deserved visibility and recognition to our invaluable Associate members.

### **What are the Goals of Associate Member Appreciation Month?**

- To honor and thank Associate members for their contributions to the association
- To increase awareness and appreciation among our general membership and leadership of the unique contributions Associate members have made to the association
- To encourage programs, services and education for Associate members as tools to increase Associate member retention
- To increase visibility of successful Associate members, Associate member programs, state and local Associate councils and Builder- Associate partnerships and to share those successes with other associations

### **2. Sleigh bells ring – are you listening!**

BCASWI Christmas Party date is - December 7th, 2018, Calendar it!! Yep! the Riverside Hotel is where it will all be happening on December 7th 5:30 p.m. You will be able to hang out with your friends and family in the foyer/fireplace area while nibbling on finger foods. This is a great time to sign up for Sponsorship opportunities! The committee usually gets really creative with some special pricing and really good exposure. What fun! **AND, back by popular demand: the dress code will be Formal or Masquerade attire. Sapphire DJ Mobile will play Christmas through-out the evening. Annual Awards and Installing of the leadership and board of directors will be part of the evening agenda along with the dancing and food. All about fun. Watch for details later but calendar the date-time-location**

Of course, there is still golfing, clay shoot, Halloween, IBCA board, Building Products showcase, Fall Parade, Thanksgiving, but we'll cover all that next month.

Have a great August!

# Executive Overview

by Frankie Hickman-Rice, Executive Vice-President

## DID YOU KNOW THIS ABOUT FAMILY ROOMS?

### Family Rooms — Born in the 19th Century

Common knowledge has it that the “family room” came into being during the latter half of the 20th century when families outgrew the tiny ranch houses built immediately after World War II and began seeking larger, more luxurious homes. Well, common knowledge is off by more than a century. That relaxed, informal space for families actually emerged in the 1870s (if not before).

Plans for the vintage home were first published in the December 1877 issue of *Manufacturer and Builder*, a New York City-based building industry news magazine. The plans clearly included a separate family room in addition to the more formal parlor. The visionary architect who — almost 130 years ago — anticipated one of the most important home design trends of the late 20th century was Lawrence V. Valk. He worked out of offices at 229 Broadway.

According to the magazine, the frame-built house sat on a stone foundation, **sold for \$3,600** and included a parlor and “*a family or sitting room*” on the first floor. Also on the first floor were a kitchen and pantry off the home’s dining room. Upstairs were “*five good-sized bedrooms.*”

### Beautifully Finished — For Less

The home’s interior was “*finished in pine — no painting; but filled and varnished, a beautiful and inexpensive way of interior finish.*” The home also featured brick fireplaces with flues made of “*new fire-proof composition pipe, plastered over the same as brick.*” A note on the floor plan also indicated that the home did have a bathroom on the second floor.

### Cisterns, Indoor Plumbing — and More Savings

It is also worth noting, that both versions of the home “*have shingle roofs, and cellars under nearly the whole house, also a cistern, and plumbing in bath-room, water closet, etc.*” Following a new trend in home building, the design dispenses with setting kitchen ranges in brick, “*for the new patterns lately introduced do not require brick-work, which is a great saving.*”

Even though our contemporary home building industry can no longer lay claim to having originated the concept of the family room, we can take comfort in the sure knowledge that the home’s single bathroom WAS NOT equipped with a whirlpool tub, a handheld shower massage or a dual-sink vanity. And, of course, Valk’s design did NOT include a *low flow toilet*.

## A Look Ahead September

Members Only Meetings - For membership information call 208-377-3550.

- 3 Labor Day - Office Closed
- 6 • Membership Committee & Spike Club, Noon BCA, RSVP for lunch.  
• Membership Drive, 1 p.m., BCA
- 7 Clay Shoot, 8 a.m., Black Dog Clays
- 11 Builders-Codes Council/Developers Council/Government Affairs, 3 p.m., BCA
- 12 Associates Council, Noon, BCA, RSVP for lunch.
- 18 Executive Committee, 11:30 a.m.
- 19 Sales & Marketing Council, Noon, BCA - RSVP for Lunch
- 20 Board of Directors, 4 p.m., BCA
- 28 Fall Parade of Homes Starts, 11 a.m.

All dates, times and locations are subject to change. Please call for confirmation - 208-377-3550.

### BCASWI ASSOCIATION STAFF

Frankie Hickman-Rice,  
Executive Vice-President

Autumn Gestrin-Blume,  
Communications Projects Director &  
Website Manager

Heather Hooglander, Membership Director,  
Sales/Marketing, & Associates Council

Emily Covington, Receptionist &  
Social Media Administrator



## Membership The Foundation

Heather Hooglander,  
BCASWI Membership Director

August is the 8th month of the year. It's hard to believe, only 4 months, that's 120 days away, until we say "Hello" to a New Year. And what comes before the New Year? Christmas!! Mark your calendars! The BCASWI Christmas Party is already scheduled! Friday, December 7th at the Riverside Hotel. The Christmas Committee has been working hard, planning this year's party. Rumor has it, it will be a masquerade party!

This month, another successful BCASWI Membership Golf Tournament was held at the beautiful Shadow Valley Golf Course. Net proceeds from this event, went to The Ronald McDonald House. Thank you to all who volunteered to chair, sponsor and play in the tournament. Go to the BCASWI Facebook page, to take a peek at the fun had by all!

Are you a new member and would like to learn more about our association and meet the Board of Directors? You will also be able to meet some of the committee chair volunteers who will discuss different events they are currently working on. Come join us

on Thursday, August 16th at noon for our new member, Meet & Greet & Eat for FREE! This is being held at the BCA office. Lunch will be provided and sponsored by Academy Mortgage. Be sure to reserve your seat, as they are limited! Call the BCASWI office at 208-377-3550 and ask to speak to Heather. Or send an email to: [Hsciola@heritagewifi.com](mailto:Hsciola@heritagewifi.com). While you're here, please feel free to say "Hi" to me. My door is always open!

On a personal note, some of you may or may not know, my family is in the process of having a home built. I wanted to take the time to give a "Thank you", to our builder and all of their subcontractors. It's been an amazing experiencing, stopping by the property every few days and see how much progress has been made. I am truly amazed. You're not only home builders, you are dream builders.

In closing, sadly, August is back to school month. I have a little back to school humor for you.

Q: What kind of school do you go to if you're an ice cream server?

A: Sundae School!!

Have a wonderful rest of your summer!

### *New Membership and Renewals*

The BCASWI wishes to thank the following new member companies and membership renewal companies. "Without Your Membership, We'd Be Lost!" If you have comments regarding any of these memberships, please direct them in writing to the Membership Committee, 6206 N. Discovery Way, Suite A, Boise, ID 83713. (Per the By-Laws, Art. 1, Sec. 2)

For a full list of members please go to the Classified Directory on our website at [bcaswi.org](http://bcaswi.org).

### *NEW MEMBERS*

**ACTIVE WORKFORCE**  
RANDY REESE

**CABLE ONE**  
CELYNDA ROACH

**DOUG LASHER CONST., INC.**  
DOUG LASHER

**ROCKY MOUNTAIN PORTABLE  
TOILETS LLC**  
JAMES HOPE



**FRANKLIN BUILDING SUPPLY**  
STEVE CLOYD

**FERGUSON'S BATH KITCHEN &  
LIGHTING GALLERY**  
LONNY BARR

**THE RIVERSIDE HOTEL**  
KATHY PIDGEON

**GENSCO**  
TROY CZAPIEWSKI



**TAHOE HOMES, LLC**  
AMY KELLEY

**SCRIPPS**  
VICTORIA DEGROOT

**AGGREGATE CONSTRUCTION, INC.**  
BILL WINTERBURN



**SILVERCREEK REALTY GROUP**  
AARON DOUGHTY

**BILTMORE COMPANY**  
LISA CLAYTON

**HALLMARK HOMES**  
BRAD DILDINE

**SUNRISE HOMES**  
LANCE SNYDER

**DESIGN CENTER OF BOISE**  
MATT SAUNDERS



**PFB CUSTOM HOMES GROUP LLC**

**THE SUNDANCE COMPANY**  
CHRISTOPHER ANDERSON

**WATERSTONE MORTGAGE**  
NICK BARBER  
**LEGENDS MECHANICAL LLC**  
AMY MCGINNIS

**SIGNATURE ROOFING**  
JOEL CANO

**SILVER CREEK SUPPLY**  
TERRY HAMMONS

**SHEILA SMITH REAL ESTATE**  
SHEILA SMITH

**CORE GROUP REALTY**  
THOMAS DALLMAN

**TUF FLOORING INC**  
JEREMY MCCALL

## **NAHB, HBI Pledge to Train 50,000 Workers Over Next 5 Years**

Filed in Labor, Safety and Health, July 19, 2018

Attending a White House event on workforce development, NAHB Chairman Randy Noel pledged that NAHB and the Home Builders Institute (HBI) will educate and train 50,000 new workers over the next five years for careers in the construction trades.

President Trump signed an executive order that establishes the National Council for the American Worker, which will develop a national strategy for training and retraining workers for high-demand industries.

As part of this initiative, the administration is asking companies and associations to sign a pledge committing them to expanding apprenticeships, increasing on-the-job training and providing students and workers the training and opportunities they need to succeed in the American workforce.

In a statement commending the White House plan to expand workforce development, Noel said:

“NAHB applauds President Trump’s leadership for signing an executive order that will develop a national strategy to expand job-training and apprenticeship opportunities for students and workers and give them the proper tools to succeed in the American workforce.

“Given the chronic labor shortages in the home building industry, I am especially pleased to attend this important White House event. NAHB will help do its part to invest in the future workforce by pledging to train 50,000 new workers over the next five years for a career in the construction trades.

“The Home Builders Institute, our workforce development arm, is a national leader for career training in the home building industry. To honor the administration’s important commitment to America’s workers, we will expand our training, certification and job placement programs for underserved and at-risk youth, transitioning military, veterans, ex-offenders and displaced workers.”

## ***Associate of the Month***

Eric Holmes, Design Center of Boise

I am an outside sales associate with the Design Center of Boise located in downtown Boise. Design Center of Boise is your #1 interior superstore for appliances, cabinetry, cabinet hardware, countertops, tile, hardwood, plumbing fixtures, electrical fixtures, door hardware and much more. With the building community on the rise, we understand that time and cost are key for any business to succeed. That's why we offer all these products under one roof. I specialize in assisting builders, sub-contractors, architects, designers and realtors by consolidating all your interior purchasing needs into one store. When consolidating your interior needs, you're not only saving time by purchasing under one roof, but you're eliminating multiple locations, multiple sales reps, multiple daily follow-up calls, excessive driving between locations, and much more. With more time = more profits, better pricing for your clients and overall satisfaction.

We also offer the same builder's programs and brands you'd receive elsewhere, we also have exclusive brands, allowing more choices to meet everyone's needs. With building only going up, allow me to handle your interior needs. Take back your lost time and profits, and focus it where it matters most, your family and friends.

Outside of work, I enjoy spending my time with my beautiful family. I have three children, Ryan 10, Jackson 6, and Aubri 4, and an amazing wife Jasmine. We enjoy camping, hiking, hot springs, snowboarding, and BBQing. One of our favorite hobbies is loading up and taking random trips over the weekends. We have created the best memories by going where the road takes us. When we can break away from the kids, Jasmine and I enjoy going to concerts.

My background includes 15 years in the building industry working throughout different trades. I also spent 8 years in the Marine Corps and served in Fallujah, Iraq.

# **BCASWI FEATURED TRADES OF THE MONTH**

### TRADE:

### MEMBER COMPANIES:

Electrical:

Boise Basin Electric  
B&B Electric  
Smart Wiring

Dylan Chayse Electrical  
Better Homes Electric Energy  
Robertson Electric

Portable Restrooms:

A Company Portable Restrooms Inc.

Excavation:

Solid Earth LLC

Wrad Earthworx

Concrete Flatwork:

A Core of Boise Inc.  
Atlas  
Construction Unlimited  
Hawaii Concrete

Aggregate Construction Inc.  
Cal's Concrete  
G&B Redi Mix  
SunRoc Corporation

Each month the Membership Committee randomly draws BCASWI trades to list and feature in the newsletter. The goal is to show members who they can do business with as well as encourage signing up members used but not showing under the trade. For questions contact Heather Hooglander - 208-377-3550.



<i>Status</i>	<i>Name</i>	<i>Members</i>
<b>STATESMAN SPIKE - 500</b>	Larry Van Hees	613.0
	Jerry Nemeč	584.0
<b>SUPER SPIKES - 250</b>	Steve Martinez	296.0
	Dave Mortensen	285.0
	Ted Martinez	268.5
	Chuck Miller	267.5
	Jay Clow	262.5
<b>ROYAL SPIKES - 150</b>	Todd Amyx	219.5
	Chris Conner	215.5
	Bob Barnes Jr.	194.5
	Burt Smith	189.0
	Kent Mortensen	178.0
	John Seidl	166.5
	Pat Minegar	158.0
<b>RED SPIKES - 100</b>	Jeni Sexton	144.0
	Juston Hall	136.0
	Wayne Stacy	127.5
	Frank Varriale	126.0
	Tracy Dixon	127.5
	Dave Yorgason	127.5
	Bill Davis	119.0
	Ron Whitney	117.5
	Marie Hanson	111.0
<b>GREEN SPIKES - 50</b>	Dale Sullivan	97.5
	Dennis Schaffner	92.5
	Billy Mahan	85.0
	Eric Smith	77.0
	Doug Keller	73.5
	Bob Barnes Sr.	71.25
	Zach Evans	70.5
	Eric Stunz	63.5
	Vicki White	60.0
	Sarah Seidl	58.5
	Milford Terrell	57.5
Ray Rice	57.0	
Ramon Yorgason	52.5	
<b>LIFE SPIKES - 25</b>	Steve Weeks	49.0
	Joe Atalla	44.0
	Dale Conrad	42.5
	Craig Groves	40.5
	Russ VanWagenen	40.0
	Ted Mason	38.0
	Jake Centers	36.0
	Erick Wadsworth	32.0
	Dwayne Speegle	31.5
	Dick Lierz	31.0
	Jon Hastings	29.0
	Karen Ellis	27.5
	Trey Langford	27.5
	Cody Weight	26.5
	Bud Fisher	26.0
	Jeff Thompson	25.0

### BLUE SPIKES - 6

Cade Coltrin	24.0
Craig Hammett	18.5
Dan Richter	18.0
Steve Edwards	14.5
Barb McDermott	13.75
Shaun Urwin	13.0
Clay Conner	12.5
Thomas Coleman	12.0
Dan Foutz	12.0
Tammy Schacher	12.0
Reata Conner	11.5
Matt Knickrehm	11.5
Mike LaRue	11.0
Mark Wilkins	11.0
Bud Browne	10.5
Jason Peery	10.5
Heather Echeverria	10.0
Kirby Robertson	9.5
Clay Boyce	8.5
Lars Hansen	8.0
Jeff Martell	8.0
Daniel Cullip	7.0
Rod Givens	6.5
Kevin Howell	6.5
Don Flynn	6.0
Rob Pearce	6.0

### Candidates

Spike candidates are called "Tacks." Tacks must earn 6 credits to become a "Spike"

#### 4.5 - 5.75 Credits

Dan Clark  
Mike Brown  
Todd Campbell  
Justin Mai  
Alicia Rodman  
Stephen Sengelmann  
Lance Snyder  
Ray Westmoreland  
David Wipper

#### 3 - 4.0 Credits

Chad Aland  
Corey Barton  
Corey Elitharp  
Nate Fehrenbacher  
John Flaherty  
Bryant Forrester  
Matthew Gardner  
Terry Hammons

Justin Hubble  
Jim Hunter  
Spencer Kofoed  
Christine Langhorst  
Tim Mallon  
Trudy Mallon  
Brian Morkid  
Abram Neider  
Stan Ray  
Jaclyn Roberts  
Clint Rogers  
Tracy Skidmore  
Ingo Stroup  
Marvin Ward  
Steve Warren  
Roger Wilson

#### 1.5 - 2.5 Credits

Dennis Baker  
Brent Belveal  
Alan Berman  
Dave Buich  
Chad Christensen  
Rick Garret  
Terri Harvey  
Mark Hixon

Don Hubble  
Greg Johnson  
Jason Lloyd  
Jackie Metzger  
Chad Smith  
Christal Smith  
Jake Tunison

#### .5 - 1.0 Credits

Liz Amar  
Josh Anderson  
Paul Anderson  
Kami Brant  
Teri Campbell  
Joel Cano  
Bob DeBolt  
Aaron Doughty  
Dave Evans  
Ryan Jennings  
Hans Lohse  
Don Massey  
Kris Miller  
Bob Moffat  
Jason Ramsey  
Brad Zollinger

According to the rules of the Spike Club program to become a Spike member, an individual must sign up 6 new members - which earns 6 Spike Credits - within two consecutive years. To retain that Spike status a minimum of one new member - which earns 1 credit (new or retention) - must be earned each year until a total of 25 credits have been earned - which triggers Life Spike status.

## **In New Home Sales, Process Equals Growth**

Filed in Business Management, Councils & Committees, Home Building, Sales & Marketing, July 19, 2018

If you want to freak out certain personality types, just start throwing around words like process, systems, tracking and accountability — words that might invoke a few “four-letter-word” responses.

However, everyone can master these properties, but some of us require more support than others to get there.

My 19-year-old son recently got into the toughest sales business of all: Door-to-door sales. He has no preset appointments. However, his team leader is teaching him to measure key metrics and, in doing so, he has seen a 50% improvement in his conversions in just two short weeks.

My son knows exactly how many doors he must knock on and how many people he must speak with and sit down with to make a sale. He now understands his “critical path” and what happens when he varies from his consistent process. If a sale doesn’t happen, he can tell you why it didn’t.

If a 19-year-old on his first sales job can learn this, we all can. Yet I wonder how many of us truly understand the key metrics to measure and track them fully to improve and grow.

For instance, in the new-home sales process, conversion rate is not a straight-line formula between the amount of reported traffic to the number of sales. Are you getting the right kind of traffic? Are they ready, willing and able to buy your homes, or anything at all, for that matter? Where are the qualified ones coming from?

Does your sales team understand that “drive by” doesn’t really mean drive by? What made them pay attention to your sign and turn into your community?

Then, once your sales team does get in front of a qualified prospect, are they asking the right questions to build the rapport that builds trust? If they can’t close the sale, are they scheduling specific follow-up appointments? Or are they simply waiting on the prospect to come back to them?

This is all about tracking the process of both the sale and the sales funnel. There is a process here, and when each of your sales team members are following it, the buyer is the one who wins because they will have a great and consistent customer experience right from the beginning.

All the items listed above — and many other key metrics — can be measured on a one-page planned encounter form or incorporated right into your CRM to give you the visual reporting tools you need to grow your business.

It’s not about being complicated. It’s about simplifying. Once you realize you can create a process, you can let go. Your team will have the tools they need to soar. You remove the guesswork and you remove the clogs in your funnel of only a few people being able to make decisions because the process will have already guided them in the direction of success.

This NAHBNow guest post is courtesy of NAHB Board Member, NSMC Trustee, and PWB member Kimberly Mackey, founder of New Homes Solutions.

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## *Builder, Developer, Government*

### **Builder and Developer meeting with Jurisdictions:**

**Meridian Building Development** – There was a volume of 195 for Residential, Single family 195, there was 3 multi-family buildings, (72 units) and 4 commercial. Meridian is going to be having a safety letter phase out sometime thru July 2nd – September 30th and also to modify their contract. Meridian is still going thru a transition in the building department and still has some job openings available. They still need to get 3 more building inspectors, needing a total of 6. Still need to fill positions for an Electrical Inspector total of 6 available, and also need to fill in positions for building planning 3 positions available for that.

**Boise City** – Currently there is a 3 week average on building permit reviews and is 11 days out for the flat land lots, and 15 foothills for the flood plain. For June, Single family permits went from 57 to 60.

**Ada County Building Dept.** – Are about a 15 day

preview and on Single Family permits in June there was 41, Additions 30, and 91 mechanical.

**Ada County Survey** – In June there were 23 plats being reviewed, number of lots in Ada - 149, Boise - 54, Eagle - 157, Garden City - 0, Kuna - 206, Meridian - 303, Star - 40.

**ACHD** plans/estimates an 8% increase compared to 2017 and currently have a 7 week turn around for plan reviews. On July 25th, there was a hearing on 1) Impact fees and 2) level of service traffic levels.

**Eagle Building Dept.** Fire impact fees new in Eagle were addressed in July and will be presented in a proposal.

**Plumbing Codes** – Everyone is against this current code language for cleanout placement of location, but we will and still are working on something that everyone can live with.

**Join us each on the second Tuesday at 3pm in the BCASWI Conference Room.**



**Dennis Schaffner**  
Honorary Member of the  
BCASWI

At the July Board of Directors meeting for the Building Contractors Association of Southwestern Idaho, it was voted unanimously to approve recognizing Dennis Schaffner as an Honorary Member of the BCASWI based on his many years of service to the industry at every level, as a local president, as a state president and also as a national director. That doesn't even speak to the committees chaired and served on over the years.

*Quote: "I have been and continue to be humbled by the opportunity to be able to be a part of the Building Contractors Association for past many years. If I had the chance I would do it all again without hesitation...It is the people in an organization that make the experience and journey worthwhile...members and especially staff will always have a special place in my heart. The passing of the guard is always a time for reflection and this is certainly true for me..." Dennis Schaffner*

There are just no appropriate words to thank you. Dennis and Terry have been involved in fun times and serious times. Their personal service to the association has been remarkable and has definitely met the standards set forth in our code of ethics.

We are going to keep putting them to work!

## *BCASWI Mission Statement and Goals*

### **Statement**

The Building Contractors Association of Southwestern Idaho is a nonprofit organization dedicated to promoting the responsible development of our community. Utilizing the collective strengths and talents of our members, we represent the American Dream politically, economically and professionally.

### **Mission Goals**

- To be the respected voice of the building industry.
- To be the deciding factor in political, legislative and regulatory matters.
- To be the leader in protecting and enhancing the quality of

life through effective stewardship of the land.

- To be the resource for members to enhance business opportunities.
- To be the leader in promoting partnerships with the community groups, related industries and governmental entities to accommodate an expanding economy.
- To provide educational opportunities for the professional advancement of its members.

# **IT'S GOOD BUSINESS TO DO BUSINESS WITH A MEMBER.**

## **PLEASE TAKE NOTE OF OUR MEMBER ADVERTISERS WHO SUPPORT OUR PUBLICATIONS.**



**THE BUILDING CONTRACTORS ASSOCIATION OF SOUTHWESTERN IDAHO**

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**Website: [www.bcaswi.org](http://www.bcaswi.org) E-mail: [bca@heritagewifi.com](mailto:bca@heritagewifi.com)**



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