



## 15 WAYS TO USE BIAW NOW

- 1. Prevent costly L&I audits.** Schedule an appointment with Frank Romero to review your time records and risk classifications so they pass L&I muster. He has saved members thousands of dollars by preventing audits and assisting with audits when they happen.
- 2. Make sure you're paying the lowest possible workers' comp premium.** Frank Romero can tell you if your employee and business classifications are correctly assigned to make sure you're not paying L&I too much and how to get a refund if you did.
- 3. Reduce your unemployment taxes.** Amy Brackenbury can tell you if former employees are eligible to collect unemployment insurance benefits.
- 4. Report unregistered contractors.** BIAW has contacts in L&I to get prompt site visits in response to unregistered contractor reports. Call Amy Brackenbury to report an unregistered contractor.
- 5. Update your safety program.** Donovan Quebedeaux travels across the state to provide on-site safety consultations and updates on OSHA and WISHA standards. Members also receive free sample written safety programs.
- 6. Reinvent your business.** BIAW's Green Build and Certified Aging-In-Place classes are wildly popular and helping builders respond to market demands and sell homes. Call Amanda Fields for a list of classes.
- 7. Revise your contract.** BIAW offers regular courses on construction contracts through your local associations. Bring your contract to these classes, and Instructor Larry Linville will review it for changes that will protect your business. Amanda Fields can tell you when Larry will be teaching a class near you.
- 8. Collect unpaid bills.** Timothy Harris, Julie Nichols, or Jodi Slavik can walk you through the lien process or describe how you can go to small claims court without an attorney.
- 9. Reduce unnecessary stormwater fees.** If your lot is sitting idle, you may be eligible to reduce your stormwater permit fee. Call Jodi Slavik to see if you qualify.
- 10. Know more than your competitors.** Eric Lohnes has current economic studies and can track permits and market trends in your area. He can also help answer sales tax questions.
- 11. Find pro-business candidates.** Trent Matson and Julie Nichols can advise promising free market candidates on how to campaign successfully and enroll them in future BIAW candidate schools.
- 12. Answer nagging building code questions.** Brian Minnich regularly helps members with difficult code questions or unruly inspectors.
- 13. Join the New Home Council.** Dedicated to helping builders sell homes, the NHC has a diverse membership of experts in building, selling, and marketing homes. You can use NHC resources, attend events, and network by joining the NHC, which is *free* for a limited time. Call Jan Rohila or go to [www.thenewhomecouncil.com](http://www.thenewhomecouncil.com).

14. **Get BIAW health insurance.** Subscribers take advantage of 20 – 25% premium discounts available through the region’s foremost health insurers, including Regence Blue Shield, Group Health Cooperative, and HMO of Oregon. Call Jenn Wright to get a quote form.
15. **Enroll in BIAW’s Return on Industrial Insurance program.** Members receive an average annual refund of 25% of L&I premiums paid, personalized claims assistance, and a comprehensive safety program. Call Jenn Wright or Cindy Martin to enroll.

## **WHAT ELSE IS BIAW DOING TO HELP YOU?**

- **Economic Benefits of Housing Report, March 2009.** Quantifies the economic impacts of new home construction and the housing industry on the state economy, including output, jobs, and local and state taxes. The report was used with lobbying efforts, quoted by legislators, and generated newspaper articles. It is available at [www.biaw.com](http://www.biaw.com).
- **Building the Economy, One Home at a Time Series.** Designed for legislators and elected officials, these papers show how homebuilding can save the state economy. They were used to prevent harmful bills, such as increased energy code restrictions on new homes. The papers are available at [www.biaw.com](http://www.biaw.com).
- **Survey on Consumer Expectations.** BIAW contracted with Hebert Research to conduct statewide consumer focus groups that gave us key information on how best to design, locate, and market homes that will sell in the current economy. The findings were distributed to members, adopted into education classes, and included in the “Surviving a Challenging Market” Seminar.
- **“Surviving a Challenging Market” Seminar.** Offered in four locations statewide, this seminar provided valuable information on market forecasts, how to get builder and buyer financing, and builder advice on how to survive and sell homes. The seminar is available for free on [www.biaw.com](http://www.biaw.com).
- **Surviving a Down Market Series in the Building Insight.** Designed to answer builders’ most pressing questions in the current economy, the monthly column includes “Do I Need a Written Contract?”, “Business Survival Tips,” “Top Five Ways to Sell a Home,” “Bankruptcy 101,” and “Win in Court Without an Attorney.” All are available at [www.biaw.com](http://www.biaw.com).
- **Education Program Expanded.** The Education Program now includes a real estate school and a range of low-cost courses designed to help builders sell homes, including online training and professional designations. Green Build for Building Professionals has already held 13 classes and certified 68 members.
- **Free Record Review and Audit Assistance.** BIAW hired lifetime L&I employee, Frank Romero, to help members review records to reduce workers comp payments, prevent audits, and assist with audits when they happen.
- **Free Legal Advice.** Three in-house attorneys take daily calls on contract questions, liens, boundary line adjustments, zoning, moratoriums, and more.
- **Ongoing Legislative Protection.** BIAW successfully defended its members against home warranty, vesting, sales tax, RETRObution, and impact fee bills.
- **Getting BIAW’s Name Out.** BIAW consistently promotes affordable housing and the free market through its statewide radio show, the new website, and PR projects such as Extreme Home Makeover.