

# BUILDINGBLOCKS

Vol. 26 Issue 2

February 2022



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**FEBRUARY IS  
BUILDER  
APPRECIATION  
MONTH**

**A BIG THANK YOU!** to all our Builder Members for their contribution to the American Dream that allows citizens to own their own home!

**THE REWARDS YOU GET FROM YOUR SICBA MEMBERSHIP ARE EQUALLY PROPORTIONAL TO YOUR INVOLVEMENT IN THE ASSOCIATION.**  
**GET INVOLVED AND GROW YOUR BUSINESS AND PRESENCE IN YOUR COMMUNITY**

PROJECT OF THE YEAR PACKETS ARE BEING ACCEPTED NOW THROUGH MARCH 15<sup>TH</sup> 2022. PROJECTS FINISHED IN 2021 ARE ELIGIBLE FOR THIS COMPETITION. PACKETS ARE AVAILABLE AT SICBA FOR YOUR USE WHILE SUBMITTING YOUR ENTRIES FOR THE 2021 PROJECT OF THE YEAR COMPETITION. CALL THE OFFICE AT 360 757-6916 AND LET US KNOW HOW MANY YOU NEED.  
[OR CLICK HERE FOR THE APPLICATION](#)

**SICBA and SWHB Scholarship Applications for School Year 2022/2023 and Project of the Year Applications for 2021 are Inside this issue.**



## SOUTH WHIDBEY HOME BUILDERS 2022 OFFICERS

President - Dave Johnson  
Vice President - Jim Thelen  
Secretary - Sally Paul

## 2022 BOARD OF DIRECTORS

Builder Member – Bill Criswell  
Builder Member - Charles Locke (CGP, CAPS)  
Associate Member - Tiane White  
Associate Member - Matt Kukuk

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**"Founded in 1979, we are your neighbors and community leaders, providing education and support for building industry professionals. We promote jobs for local people by encouraging homeownership, sustainable growth, environmentally conscious building practices and community stewardship for Skagit and Island Counties."**

### SICBA Member Discounts & Rebate Programs: "Members Do Business With Members"

- [Les Schwab Tire Center, Burlington](#) - 10% discount on products & services to all SICBA members!
- [NAHB Member Advantage](#) - Through GM, additional \$500 off new vehicle, \$1000 off fleet: NAHB Member Advantage \$500 off new vehicle purchase.  
**Redeem at: [Blade Chevrolet](#) and/or [Dwayne Lane's Auto Family](#).**  
Additionally, 15% off Service, Labor & Parts.
- [Craft Stove of Western Washington Inc.](#) - SICBA members receive 10% off all your purchases & services at Craft Stove "Let our Family warm your family"!
- [Burlington Automotive](#) – 10% off Parts and Labor on your vehicle repairs.
- [Mister T's Awards & Embroidery](#) – Free set up of design for embroidery up to 30K stitches, a \$75 savings!

List your company here, too. Call or email SICBA 360-757-6916 or [info@sicba.org](mailto:info@sicba.org) for details

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### GRADUATE DESIGNATIONS

SICBA recognizes these SICBA members for their commitment to professional growth.

**They have earned and renewed the following NAHB and BIAW Designations:**

Certified Graduate Associate (CGA)  
Certified Graduate Builder (CGB)  
Certified Graduate Remodeler (CGR)  
Certified Aging-in-Place Specialist (CAPS)  
Graduate Master Builder (GMB)  
Certified Green Professional (CGP)  
Certified New Home Sales Professional (CSP)  
Certified Builder (BIAW Designation)

**Paul Woodmansee**, Cert Builder; BYK Construction Inc  
**Tim Woodmansee**, Cert Builder; BYK Construction Inc  
**Jay Roberts**, CGB, CGP; Cert Builder Cascade Custom Homes & Design  
**Ted Clifton**, CGB, CGP, Master CGP; CVH Inc  
**Jim Hall**, CGP; James Hall and Associates, Inc  
**Matt Kuehn**, Cert Builder; No. 7 Development  
**Bob Moe**, CAPS; Triple R Framing and Drywall  
**Bob Johnson**, CGP, CAPS; Ward-Johnson Masonry & Tile  
**Ron Wright**, CGP; Wright Construction & Design Inc  
**Scott Yonkman**, CAPS, CGP; Cert Builder, Yonkman Cons Inc  
**Curtis Banta**, CGB, Cert Builder; Yonkman Construction Inc  
**John Piazza Jr.**, Cert Builder, John Piazza Jr Construction and Remodeling Inc.

**Dawna Bennett**, CGP, Lexar Homes

Many more SICBA members are currently in the process of renewing or earning their designations!

**REMEMBER TO ALWAYS DO BUSINESS WITH A SICBA MEMBER. THEY ARE ALL REGISTERED, LICENSED, INSURED AND BONDED AS REQUIRED.**

**NAHB**  
National Association of Home Builders

**NAHB Member SAVINGS**  
Put your membership to work.

GENERAL MOTORS FLEET  
Dell Technologies Budget GEICO MEMBER DISCOUNT  
LOWE'S PROS Heartland Office DEPOT  
HotelPlanner ascentium amazonbusiness  
UPS Member Deals sam's club IBS

Exclusive discounts that benefit you, your business and your family  
[nahb.org/Savings](http://nahb.org/Savings)

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## 2022 OFFICERS

President – Curtis Banta  
1st Vice President – Lisa Munson  
2nd Vice President – Dee Dee Swartz  
Secretary – Kelly Fox  
Treasurer – Kim Piazza

## 2022 BOARD OF DIRECTORS

Builder Member – Martha Rose  
Builder Member – Jay Roberts  
Associate Member – Allie Sanchez  
Associate Member – Kathy Sanchez  
Associate Member – Jay Oakes  
Associate Member – Robert Desmarais  
So. Whidbey Home Builders Rep. – Sally Paul and/or  
Bill Criswell and/or  
Charles Locke

## 2022 STATE DIRECTORS

John Piazza (Life), Dottie Piazza (Life), Rick Tremaine (Life), Bob Moe (CAPS, Life), Scott Rainwater (Life), Bob Johnson (Life, CGP, CAPS), Ted Clifton (Life, CGB, MCGP), Patrick Hayes (Life), Kim Piazza, Jay Roberts, Curtis Banrta (CBB, CGB), Chris Deasy, Charles Locke (CGP, CAPS), Lisa Munson, Dee Dee Swartz, Kelly Fox

## 2022 NATIONAL DELEGATES

Dottie Piazza (Senior Life.), John Piazza (Senior Life), Bob Moe (Life, CAPS), Ted Clifton (Life MCGP, CAPS), Bob Johnson (CGB, CGP)

## SICBA LIFE MEMBERS

The late Gordon Koetje Sr., Joe Souza, the late Ben Westberg, Marlene Westberg, Ann Brooks, Bruce Johnson, Don Wetsch, Dottie Piazza, The late Dennis Taylor, The late Rick Wibbens, Ed Stanton, John Piazza Sr, the late John Whitney and Patrick Hayes

## SICBA OFFICE STAFF

Executive Officer - Wayne Crider  
Membership / Service Coordinator – Shannon Henderson  
Events/Marketing Coordinator – Pamela Sheedy

## DON'T FORGET YOUR NAHB MEMBER BENEFITS!

Are you familiar with how to use your benefits as a member of NAHB? We want to make sure all of our members are getting the full value of their membership, including savings on over 20 national brands through NAHB's affinity program.

To access your benefits, go to the NAHB website [www.nahb.org](http://www.nahb.org), log in using your unique member PIN, and go to [nahb.org/savings](http://nahb.org/savings).

If you need your PIN, or if you need to update your member of record to get a new PIN, contact Shannon at the SICBA office at (360) 757-6916.

## WELCOME NEW MEMBERS

Join us in welcoming the following new member in the month of January

### **Saltchuck Mercantile, Inc (Ace Hardware)**

ASSOCIATE – *Building Materials*  
1720 "Q" Avenue  
Anacortes, WA 98221  
(360) 293-3535  
Contact – Randall Burgess  
Sponsor – Brynn Riggins

### **Square Foot Construction**

*BUILDER – Residential Remodeling & Renovation*  
2010 Park Lane  
Burlington, WA 98233  
(360) 404-4048  
Contact – Kelly Shephard  
Sponsor – Kathy Sanchez

### **The Burgeon Company Inc.**

ASSOCIATE – *Siding / Exterior Renovation*  
2982 Taylor Road  
Oak Harbor, WA 98277  
(360) 320-9222  
Contact – Hector Plata  
Sponsor – Jason Joiner

### **Trico Heating**

ASSOCIATE – *Heating*  
2780 NE Goldie Street  
Oak Harbor, WA 98277  
(360) 675-2700  
Contact – Bill Heiserman  
Sponsor – Gary Wray

## COMMITTEE REPORTS

### **Membership Committee:** *Chair is Lisa Munson*

Happy 2022! Membership has continued to grow, and the membership committee participants have each created a recruitment goal for the year. Have you created a recruitment goal on how many people you would like to recruit to SICBA this year?

Our monthly mixers are growing in attendance, we hope to see you at the next one doing some networking!

### **Home Tour Committee:** *Chair is Curtis Banta*

Do you have a home for the September 2022 Home Tour? Do you have ideas to make this next one the best? Our goal is to have homes across the total cost spectrum so we can provide examples of what is available to those in our communities who could afford a home in whatever financial category they might be a part of. We are always open to adding people to our committee.

### **Marketing Committee update:** *Chair is open*

Are you keeping your Company information updated on the SICBA Website so people can find you? The Membership Directory Goldmine is in process. This is an amazing Marketing tool to other members so make sure you are keeping everything updated. Tag and share on social media! If you have any social media content that you want shared to members, email [pam@sicba.org](mailto:pam@sicba.org)! The content can be videos, pictures, recent projects finished, COVID-19 updates, any specials you are offering, etc.! Email Pam your content with a photo caption that you want her to copy and paste with it.

### **Events Committee update:** *Chair Jay Oakes*

A BIG thank you to ServPro of Skagit County for hosting a fabulous Member Mixer Tuesday, January 18<sup>th</sup>. We had a full house with a lot of new faces! February is Builder Appreciation Month! Come celebrate our builders with us on Tuesday, February 15<sup>th</sup> at the beautiful home of Kim and John Piazza Jr! See the flyer in this newsletter to register. We have availability if you are interested in hosting future Member Mixers at your place of business email [pam@sicba.org](mailto:pam@sicba.org) to discuss. Make sure to go to the SICBA website and check our events calendar for all event updates.

### **Home and Garden Show:** *Chair Robert Desmarais*

Yes, we are on! Booths are filling up for the 40<sup>th</sup> Annual SICBA Home and Garden Show on March 25<sup>th</sup>, 26<sup>th</sup>, 27<sup>th</sup> 2022 and we are busy getting this in person show planned! Visit [www.HomeShowVendors.com](http://www.HomeShowVendors.com) to register. There are booths available, sponsorship opportunities open only to SICBA Members and HGS Book advertising opportunities even if you don't want a booth this year! **Copyright deadline for advertising in the book is February 14<sup>th</sup>.** We need committee members, and volunteers so save the date for March 25<sup>h</sup>, 26<sup>th</sup> and 27<sup>th</sup> at the Skagit County Fairgrounds! If you're interested contact [pam@sicba.org](mailto:pam@sicba.org).

### **Golf Committee update:** *Chair Joel Pasek*

Save the Date!! The 38th annual SICBA Golf Tournament will be on July 29th, 2022 at Avalon.

\*\*\*If you are interested in joining a committee, let us know! We are always looking for more SICBA members to join and give their input, your voice matters. Email [pam@sicba.org](mailto:pam@sicba.org) to find out which committee is right for you! \*\*\* If you are interested in the Membership Committee, email Shannon at [shannon@sicba.org](mailto:shannon@sicba.org).

## Thank you for Renewing

January 1<sup>st</sup> - January 31<sup>st</sup>

### **One Year Plus:**

G&S Heating, Cooling & Electrical  
Justus for Your Home  
Moseler Concrete LLC  
Orca Masonry Northwest  
Servpro of Skagit County

### **Five Years Plus:**

Northwest Drywall  
Welch Brothers Construction

### **Ten Years Plus:**

Craft Stove of W. Wa Inc  
Lawn Salon Landscaping Services LLC  
Skagit County Planning & Development Services  
Wallace & Associates

### **Fifteen Years Plus:**

C Johnson Construction Inc  
Cedar Country Lumber LLC  
LangCo NW Inc  
RE/MAX Territory NW

### **Twenty Years Plus**

The Miracle Mudder

### **Twenty-Five Years Plus**

Barron Heating AC Electrical & Plumbing  
Crawford Garage Doors Inc

### **Thirty Years Plus**

Dahlman Pump & Well Drilling Inc  
Port of Skagit County

### **Thirty-Five Years Plus**

Mount Vernon Building Center  
Whitney Construction Inc  
Woodcraft Wood Floors Inc\

### **Forty Years Plus**

Puget Sound Energy

IF YOU HAVE EMPLOYMENT OPPORTUNITIES OR HAVE EQUIPMENT TO SELL, PLEASE KEEP IN MIND SICBA WILL POST THE JOB OPENINGS AND EQUIPMENT ON OUR WEBSITE AND IN THIS NEWSLETTER FREE OF CHARGE FOR SICBA MEMBERS.

## INSTRUCTIONS FOR SUBMITTING PROJECT OF THE YEAR ENTRIES.

To: Project of the Year Applicants

In an effort to standardize entries for Project of the Year, the following has been adopted to help make entries for this award easier for our members and for the judging panel to choose the winner in each group.

SICBA will provide you with a folder to be utilized for your entry into the Project of the Year competition. It is made up of 4 inner pages available for your use. Should you choose not to use this folder, please provide your own set up in the same manner.

On the inside cover: This page is for your application as attached.

Page 2: Glue the photographs of your project on this page. These photos may also be enclosed in document protectors and attached to the proper page if you desire.

Page 3: More photographs, plot plan, floor plan or other pertinent material.

Page 4: Your narrative of the project from start to finish. This can be more than one page and is your chance to "sell" your project.

You may send more information than what is listed above but please keep in mind that what is listed is what will be looked at the most for selection by the panel.

Do not include any information you will want returned to you. Once your entry has been received at the SICBA office, it becomes the property of SICBA and will not be returned to you. The only exception would be any additional information you might choose to provide for the competition. In this case, it will be your responsibility to pick this up after the awards are given to the winners in May.

All entries are sent to another builders association in the state for adjudication. This rotates through the other 14 associations annually and is not disclosed until after the selections are made

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# PROJECT OF THE YEAR

## SUBMISSIONS MUST BE IN THE FORMAT SPECIFIED BY THE COVER LETTER FOR STANDARDIZATION AND CONTINUITY.

**CATEGORIES:** Project *completed* by December 31, 2021. (Regardless of start date)

Entries are for Island and Skagit Counties.

The Grand Prize selected from winners of all categories submitted.

1. Commercial New Construction
2. Commercial Remodel
3. Single Family Residential 0 - 1999 square feet.
4. Single Family Residential 2000 - 3000 square feet.
5. Single Family Residential 3001 square feet and above.
6. Residential Remodel
7. Multi Family Residential up to 9 units.
8. Multi Family Residential 10 and more units.
9. Accessory Building 0 – 1999 square feet.
10. Accessory Building 2000 square feet and above.
11. Playhouse
12. Energy Efficiency and/or Built Green®
13. Site Improvement/Landscaping/Outdoor Structure
14. Subcontractor Contribution to overall project (must be nominated by GC.)

*GRAND PRIZE FOR OVERALL PROJECT OF THE YEAR*

### **CRITERIA**

1. SICBA member in good standing.
2. Building design.
3. Area enhancement (neighborhood contribution/landscaping).
4. Craftsmanship.

### **SUBMISSION**

1. Category of Submission \_\_\_\_\_
2. Project name and location \_\_\_\_\_
3. General Contractor \_\_\_\_\_
4. Designer \_\_\_\_\_
5. Owner \_\_\_\_\_
6. Submitted by \_\_\_\_\_
7. Reason for submission \_\_\_\_\_  
\_\_\_\_\_
8. \$45 fee for each submission \_\_\_\_\_
9. Minimum 3 photographs per submission \_\_\_\_\_  
(May also include floor plan, plot plan or other pertinent material).

### **DEADLINES**

1. Submission to the SICBA office by **March 31, 2022**
2. Awards will be presented at the 2022 SICBA Awards Dinner.

\*\*Awards committee reserves the right to withhold awarding a grand prize during any competition period.

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## SICBA SCHOLARSHIP APPLICATION

**SICBA's annual scholarship program is accepting applications until April 7.** Nominees will be reviewed in late April or early May and the winner(s) will be announced in the June SICBA newsletter. The actual scholarship(s) will be awarded in late August for the beginning of the Fall term. SICBA mails checks directly to the educational institution. As a minimum, one son or daughter of a SICBA member or a SICBA member employee, who is in or entering higher education can compete to secure a scholarship up to \$2500. Students that are not related to a SICBA member may also compete for this same award as long as they are pursuing a career within the construction industry. Please include an email address so we can acknowledge receipt of your application.

**APPLICATION: PLEASE PRINT CLEARLY so we can acknowledge receipt via email**

Name \_\_\_\_\_

Address \_\_\_\_\_

Email \_\_\_\_\_

Telephone \_\_\_\_\_ Grade entering \_\_\_\_\_

Parent's name \_\_\_\_\_

Is Parent an owner or employee of SICBA company? \_\_\_\_\_

Include the following: \_\_\_\_\_ (company name)

1. Letters of Recommendation: at least two.

2. List scholarships applied for.

3. List scholarships you will receive this year.

What is your grade point average? \_\_\_\_\_ Please include official transcript.

Name of college or university at which you are now registered or will attend:

College major \_\_\_\_\_ Proposed occupation \_\_\_\_\_

How does your chosen major relate to the building industry? \_\_\_\_\_

Are you currently working? \_\_\_\_\_ Hours per week: \_\_\_\_\_

Where do you work? \_\_\_\_\_

Number of brothers or sisters supported by your parents \_\_\_\_\_

How much financial help will you receive from your immediate family? \_\_\_\_\_

In what school or community activities have you participated? \_\_\_\_\_

Please attach a paragraph or two telling your reasons for applying for this scholarship. Include your education objectives and any circumstances that might make this financial assistance important for the completion of your education.

This application will be reviewed only by the SICBA Executive Officer and the Scholarship Review committee and will be held in confidence.

Return this application (or a copy), plus transcript and attachments to:  
\*SICBA Scholarship\*\*15571A Peterson Rd\*\*Burlington, WA 98233-0671

DEADLINE FOR SUBMISSION: April 7 at the SICBA office.

## **SWHB SCHOLARSHIP APPLICATION**

**SICBA's annual scholarship program is accepting applications until April 7.** Nominees will be reviewed in late April or early May and the winner(s) will be announced in the June SICBA newsletter. The actual scholarship(s) will be awarded in late August for the beginning of the Fall term. SICBA mails checks directly to the educational institution. As a minimum, one son or daughter of a SICBA member who is in or entering higher education can compete to secure a scholarship of up to \$1000. Another scholarship of up to \$1000 may be awarded to a worthy student within construction-related curriculum at Skagit Valley College or other institution of higher education. **Please include an email address so we can acknowledge receipt of your scholarship application.**

**APPLICATION: PLEASE PRINT CLEARLY so we can acknowledge receipt via email.**

Name \_\_\_\_\_

Address \_\_\_\_\_

Email \_\_\_\_\_

Telephone \_\_\_\_\_ Grade entering \_\_\_\_\_

Parent's name \_\_\_\_\_

Is Parent an owner or employee of SICBA company? \_\_\_\_\_

List the following on a separate paper: \_\_\_\_\_ (company name)

1. References: (name & address) at least two.
2. Scholarships applied for.
3. Scholarships you will receive this year.

What is your grade point average? \_\_\_\_\_ **Please include official transcript.**

Name of college or university at which you are now registered or will attend:

College major \_\_\_\_\_ Proposed occupation \_\_\_\_\_

How does your chosen major relate to the building industry? \_\_\_\_\_

Are you currently working? \_\_\_\_\_ Hours per week: \_\_\_\_\_

Where are you currently working? \_\_\_\_\_

Number of brothers or sisters supported by your parents \_\_\_\_\_

How much financial help will you receive from your immediate family? \_\_\_\_\_

In what school or community activities have you participated? \_\_\_\_\_

Please attach a paragraph or two telling your reasons for applying for this scholarship. Include your education objectives and any circumstances that might make this financial assistance important for the completion of your education.

This application will be reviewed only by the SICBA Executive Officer and the Scholarship Review committee and will be held in confidence.

**Return this application (or a copy), plus transcript and attachments to:**  
**\*SWHB Scholarship\*\*\*15571A Peterson Rd\*\*\*Burlington, WA 98233-0671**

**DEADLINE FOR SUBMISSION: April 7 at the SICBA office.**

JOIN US TO CELEBRATE  
BUILDERS  
APPRECIATION MONTH!

WE  OUR  
BUILDERS



FEBRUARY MEMBER MIXER  
TUESDAY, FEBRUARY 15TH  
5:00 - 7:00PM

Bonus Draw: \$1150!!! \$10 Online Registration

Sponsored by:

RSVP by Feb. 8th

\$15 after RSVP Date

[www.sicba.org/events](http://www.sicba.org/events)



**Yonkman**  
CONSTRUCTION  
Fine Custom Homes and Remodeling

AT THE HOME OF  
JOHN JR. & KIM PIAZZA  
BURLINGTON



HOME IS WHERE THE  
HEART IS

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# DISCOUNT PRICING for CONSTRUCTION MEMBERS

National Purchasing Partners negotiates discounted rates on products and services, and passes the savings to our many members.

## NPP MEMBERSHIP IS FREE.

Available products include:

Wireless Service  
Office Supplies  
Travel  
Maintenance & Repair

Tech Devices  
Fleet Management  
Remote Surveillance  
and more...



Access the nation's largest and most reliable 4G LTE network.

**Corporate Discount** - 22% discount on eligible wireless calling plans \$34.99 and higher (five line minimum, two corporate lines required).

**\$20 for 3GB data** on 3G/4G devices or **\$30 for 5GB** with Mobile Hotspot on 4G smartphone devices for corporate subscribers.

**Text Message Offer** - 250 per month for free, 500 per month for \$5, or unlimited per month for \$10.

**Employee Discount** - Up to 18% discount on eligible wireless calling plans \$34.99 and higher (15% discount, plus 3% if enrolled in paperless billing and My Verizon).

**Accessories** - 25% discount on select accessories.

\*Eligibility Requirement: Company must be a commercial construction company, home builder, remodeler or other trade craftsman.

All Verizon Wireless offers are for a limited time only and are subject to equipment availability. Verizon Wireless reserves the right to change or modify all offers at any time without notice. All terms and conditions are subject to and governed by Verizon Wireless' Agreement with Customer including, but not limited to, Customer eligibility requirements. Every effort is made to ensure the accuracy of the Verizon Wireless offers, however, Verizon Wireless is not responsible for any errors or omissions.



Exclusive savings on business and leisure travel.

Companies and employees save 5% on hotel bookings—over and above Expedia's industry leading prices.



Discounted, contracted prices on over 30,000 supplies and services.

Free next-day delivery on standard orders over \$30.



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Local products and service at over 2,600 stores.



The nation's leading provider of online legal document services and legal plans to families and small businesses.

15% discount for NPP members.

## HOW TO GET STARTED

Signing up to be an NPP member is free and easy:

- Visit [www.mypp.com](http://www.mypp.com), click on "Join Now."
- Select "Company," then "Construction."
- If applicable, select the appropriate Association from the dropdown menu and complete enrollment.



National  
Purchasing  
Partners

800.810.3909  
[mypp.com](http://mypp.com)  
[customerservice@mypp.com](mailto:customerservice@mypp.com)  
©2014 National Purchasing Partners



# AD RATES & RESERVATIONS

# HOME & Garden Show

**40<sup>th</sup>**  
**Annual**  
March 2022  
25<sup>th</sup> 26<sup>th</sup> 27<sup>th</sup>



Feature your products & services in the official 2022 SICBA Home & Garden Show magazine!

## RESERVATION FORM

Please fill out the information below and include your ad size from the list to the left.

Ad Size/Cost \_\_\_\_\_

Company \_\_\_\_\_

Contact Name \_\_\_\_\_

Phone \_\_\_\_\_

Email \_\_\_\_\_

Other \_\_\_\_\_

Send your Ad Reservation to:

Sharman Burnam  
360-333-9566 | realestateps@aol.com  
COPY DEADLINE: February 14th

### Need help designing your ad?

- Yes, please have your designer contact me.
- No, I will submit print-ready artwork.

Send your print-ready art to sarahnopp2@gmail.com.

### PREMIUM POSITIONS

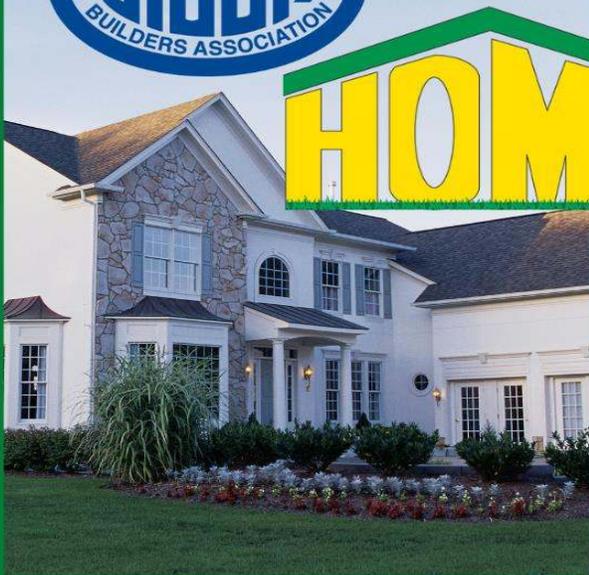
Back Cover - Full Page .....	\$1500
Inside Front Cover - Full Page .....	\$1350
Inside Back Cover - Full Page .....	\$1100
(8.75" wide x 11.25" high, full bleed)	

### ADDED EXPOSURE!

A 'Digital Edition' will be posted on the SICBA website as well as Facebook and other Social Media Websites weeks prior to the show dates.

### INSIDE PAGES

Full Page (8" x 10.25") .....	\$600
2/3 Vertical (5.25" x 10.25") .....	\$425
1/2 Horizontal (8" x 5") .....	\$325
1/2 Vertical (4" x 10.25") .....	\$325
1/3 Square (5.5" x 5.5") .....	\$250
1/4 page (4" x 5") .....	\$175
1/4 Horizontal (2" x 8") .....	\$175
1/4 Vertical (2" x 10.25") .....	\$175
Business Card (3" x 2.25") .....	\$125



# HOME & Garden Show™

**March  
25th, 26th, 27th  
2022**

## VENDORS WANTED!

Time to reserve your booth for our first in person Home and Garden Show in 2 years!  
go to [www.HomeShowVendors.com](http://www.HomeShowVendors.com) to choose a booth and/or pick a Sponsorship today!

## FEATURES

- Exhibitors
- Seminars
- Garden Center
- Make & Take Classes
- Food Trucks
- Live Music & More!



Contact [pame@sicba.org](mailto:pame@sicba.org)  
for more information



**Skagit County Fairgrounds**

501 West Taylor St. Mount Vernon, WA 98273



# HOME & Garden Show™

## 40th Annual SICBA Home & Garden Show Sponsorship Opportunities

### Entrance & Exit Distribution \$1,500 (1 avail.)

- Want to get your product, promotional item or information in the hands of 4,000 customers? Entrance and exit rights are available to Show exhibitors who want to pass out promotional items and information to Show attendees as they enter or exit the Show.

### Make & Take Sponsor \$500 (1 avail.)

One of our most popular additions to the Home & Garden Show are the Make & Take Classes. Paint wood signs, paint a canvas, make a terrarium, decorate cookies.

- Logo/Business name featured in all promotional marketing material for the HGS including Facebook, fliers, website & ticketing website.
- Your banner/signage to be hung in the A building.
- Your logo featured on all promotions in regards to the make & take classes.
- 5 Show Tickets

### Celebrity Sponsor

EXHIBITOR COVERS ALL CELEBRITY CHARGES

- Bring in a celebrity or spokesperson to be sponsored by your company (i.e., HGTV's Joanna Gaines host from Fixer Upper).
- The Show will promote the celebrity and your company within Show advertising and marketing efforts.
- Celebrity will have the opportunity to do media interviews, presentations on seminar stage and sign autographs in your booth location.

### Cisco Sponsor \$700 (2 avail.)

Cisco is our most popular speaker and draws a big crowd. He will speak at 2pm on Sunday, March 29th.

- Logo/Business name featured in all promotional marketing material for the HGS including Facebook, fliers, website & ticketing website.
- Additional banner & promotional handouts provided by the sponsor to be placed in the A Building.
- Opportunity to introduce Cisco
- 5 Show Tickets

### Entertainment Sponsor \$750 (4 avail.)

We will have bands playing on the main stage throughout the day on Friday, Saturday & Sunday.

- Logo/Business name featured in all promotional marketing material for the HGS including Facebook, fliers, website & ticketing website.
- Banner provided by you to hang on back of tent
- 5 Show Tickets

### Gate Sponsor \$500



Over 4,000 people attend the Home & Garden Show over the 3 days.

- Your logo on all bags given to attendees as they enter the gates as they enter
- Option for you to stuff flier or coupon in bags
- 5 Show Tickets

### Hospitality Room \$500



- Set up and stock the vendor hospitality room with water & snacks & promotional material
- Your company promoted to all vendors as the hospitality sponsor
- 5 Show Tickets

### Kick-Off Sponsor \$850 (1 avail.)

Be the presenting sponsor of the Thursday night event that kicks off the Home & Garden Show!

- Free tickets for all vendors to attend kick off.
- Promoted to all vendors as the kick-off sponsor
- Mic time at the kick-off event
- Banners provided by you for the kick-off venue at the Fairgrounds.

### Email Blast \$500 (3 avail.)

- Exhibitor is responsible for supplying verbiage and logo to be included in one of three email blasts sent out to a list of over 1000 past Home Show, Home Tour and SICBA member attendees promoting the current Show.

### Fairy House Scavenger Hunt Sponsor \$200 (3 avail.)

- Each customer will be handed a scavenger hunt card at the gate and will have to find each of the 5 fairy house homes scattered throughout the fairgrounds for a chance to win a prize.
- 1 fairy house that you will visibly place in your booth
- Extra exposure throughout the whole weekend at the home show

## SPONSOR SIGN UP

Please visit [www.HomeShowVendors.com](http://www.HomeShowVendors.com), you will have the option to add on sponsorships when you book a booth, OR you can also be a sponsor without booking a booth. Both of these need to be done online at [www.HomeShowVendors.com](http://www.HomeShowVendors.com). All sponsorships are only open to SICBA Members. If you are interested in becoming a SICBA Member, please contact the SICBA office at 360-757-6916. SICBA Members also receive a \$50 discount on their booths.

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## 2022 SICBA Home & Garden Show Magazine DISTRIBUTION SCHEDULE

Early Exposure for Advertisers  
starting March 1st:

**15,000 MAGAZINES HIT THE STREETS!**

**Distribution areas:** Skagit, Island, San Juan,  
Whatcom and Snohomish County as well.

Distribution locations have been specifically  
chosen for foot traffic, so as to reach the consumer  
looking for information on home remodeling  
products, or experts for their home improvement  
and garden needs.

You will find magazines distributed through all  
SAFEWAY stores, 7-11 stores, RED APPLE in Mount  
Vernon & Oak Harbor, and the QFC in Stanwood,  
just to name a few, plus ALL WA STATE FERRIES.

Magazines will be available and picked up by  
consumers at many SICBA businesses as well.  
You can find them at all Real Estate offices in  
Skagit, Island, San Juan, and North Snohomish  
Counties. They also will be available at many high  
traffic 'Take Out' restaurants.

**Copies will be handed out to ALL people  
coming to the Home & Garden show.**

# 40<sup>th</sup> Annual

March 25<sup>th</sup> 26<sup>th</sup> 27<sup>th</sup> 2022



**COPY DEADLINE:** February 14th

Brought to you by the publishers of

THE  
**Real Estate Book**<sup>®</sup>

### ADDED EXPOSURE:

A Digital Magazine will be promoted  
through social media. It will also  
be featured on the SICBA website.  
All advertisers in the magazine will  
receive a 'Digital Link' as well.



*Don't forget to share it with your  
friends and clients on Facebook!*

To advertise, contact  
**Sharman Burnam**  
360-333-9566 | realestateps@aol.com

Send your print-ready art to  
sarahnopp2@gmail.com



# HOME & Garden Show



# SICBA/BIAW EDUCATION CLASSES

## **THE FOLLOWING CLASSES ARE BEING OFFERED THIS DECEMBER AND JANUARY**

- February 3<sup>rd</sup> 9:30-11:30am Online Prime Contractor Liability L&I's 7-part Test (ROII Sponsored)
- February 8<sup>th</sup> 9-11am Online Occupational Health & Safety Course – Noise Exposure
- February 8<sup>th</sup> & 9<sup>th</sup> 8-5pm Online CESCL (Certified Erosion & Sediment Control Lead)
- February 10<sup>th</sup> 8-5pm Online CESCL Recertification
- February 15<sup>th</sup> 9-10:15 Online Anticipating Business & Legal Risks through Preventative Law
- February 16<sup>th</sup> 8:30 - 4:30 pm Online Construction Contracts & Lien Law
- February 17<sup>th</sup> 1-2:30pm Your Marketing Strategy Blueprint: Start with a plan to succeed
- February 21<sup>st</sup> 8-12pm Fall Protection Awareness/Ladder Safety (ROII Sponsored)
- February 21-23<sup>rd</sup> BIAW Winter Board Meeting – Hotel RL - Olympia
- February 24<sup>th</sup> 8-5 pm BIA of WC – Bellingham - Certified Lead Renovator – Initial & Refresher
- February 25<sup>th</sup> 8-2pm BIA of WC Competent Person: Residential Fall Protection (**Spanish**)

All of the above classes are listed on BIAW's Website and are open for registration.  
The If you have any other educational needs,  
contact Shannon at the SICBA Office  
at 360 757-6916



## **ON THE LIGHTER SIDE**

One nice thing about egotists: They don't talk about other people  
To be intoxicated is to feel sophisticated but not be able to say it.  
Never underestimate the power of stupid people in large groups.  
Age is a very high price to pay for maturity.  
Procrastination is the art of keeping up with yesterday.  
Give a man a fish and he will eat for a day. Teach him how to fish and he will sit in a boat and drink beer all day.  
There are 3 kinds of people in this world. Those who can count & those who can't.  
A conclusion is simply the place where you got tired of thinking.  
It's not hard to meet expenses. They're everywhere!  
A bend in the road is not the end of the road unless you fail to make the turn.  
People that are really very weird can get into sensitive positions and have a tremendous impact on history. - Former Vice President Al Gore  
It isn't pollution that's harming the environment. It's the impurities in our air and water that are doing it. - Former Vice President Al Gore  
The propeller is just a big fan in the front of the plane to keep the pilot cool. Want proof? Make it stop; Then watch the pilot break out into a sweat!  
For the last one this time, a little poem:  
Some men buy fine diamonds from a flea market booth.  
"Diamonds are forever," they explain, suave and couth.  
But for this man, honey, these won't do. Cause yor'e too special you sweet thang you.  
I got you a gift without taste nor odor, more useful than diamonds - It's a new trolling motor.  
Happy Valentine's Day!

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# Spike Club Members

NAHB Spike Club

Spikes are the members who are actively recruiting new members and encouraging all members to renew. With 6 credits, you become a spike: You earn 1 spike credit for each new member, 1 credit for the first year they renew and 1/2 credit each renewal thereafter. **Thank you to everyone listed below!** **THE NAMES IN BOLD HAVE RECRUITED**

**A NEW SICBA MEMBER IN 2021**

All Time Big Spike (1,500+):

Kevin Kartak – 2,572\* **Bob Moe, CAPS – 1,613.50**

Grand Spike (1,000 - 1,499):

+Patrick Hayes, CGP – 1336.25\*

Statesman Spike (500 - 999):

Bob Johnson, CAPS, CGP – 893.5 Shelli Lucus-Kennedy – 826.75

Super Spike (250 - 499):

+John Piazza Sr – 498 +Dottie Piazza – 374 Scott Rainwater – 295.5 +Don Wetsch – 263

Scott Yonkman, CAPS – 252.5

Royal Spike (150 - 249):

Ron Wallin – 193 Ted Clifton, CGB, MCGP – 187.50 Cameron Kartak – 158.25\* Kym Kelly – 153.5

Red Spike (100 - 149):

Martha Rose – 133\* +Ed Stanton – 132 Jon Roberts, CGB, CAPS, CGP – 106 Gary Wray – 106

Green Spike (50 - 99):

**Zane Morrison – 99.5** Chris Deasy, CAPS, CGP – 81.5 Keith Swanson – 79 Josh Baldwin – 76.5  
Brian Gentry – 75.5 **Paul Woodmansee, BIAW Certified Builder – 66** Ben Burton – 58

Life Spikes (25 - 49):

Charles Locke – 42 Dave Hillman – 42.5 **Curtis Banta, BIAW Certified Builder – 39** Dee Dee Swartz – 34  
Jim Spane – 33

Spikes (6 - 24):

**Jim Thelen – 24** **Kelly Fox 21.5\*** Brynn Riggins – 22 Tiane White – 21.5 Dave Johnson – 20.5  
**Kim Piazza – 20** Michelle Grovdahl – 19 Kris Tully – 17.5 Sam Brode – 16  
Joe Woodmansee – 15.5 Jim Hall – 15 Peggy Schultz – 14.5 **Jay Roberts, BIAW Certified Builder, CGB, CGP – 14**  
Dan Wickstrom – 13.5 Hans Grovdahl – 13 **Nate Kaplan – 11.5** Chad Fisher – 11.5 Troy Lautenbach – 11  
Bob Shupe – 11 Evan Holz knecht – 10.5 John Piazza Jr. – 10 **John Ravnik – 10** Kathy Sanchez – 10  
Ed Perry – 8 Ed Clark – 7.5 Mike “Oly” Olsen – 7.5 Greg Kreider – 7.5 Ed Olsen – 7.5  
Karen Watson – 7.25\* K. Garl Long – 7 **Kris Yaun – 7** Dave Holmly – 7 Shellie Eubanks – 7  
Russell Hester – 6.5 Tina Cossel-Anderson – 6.5 Don Fenimore – 6 Duke Fisher – 6 Chad Gailey - 6

Spike Candidates with new members in 2021:

**Roger Privett – 4** **Jenny Steiner – 3.5** **Kelly Bailey – 3** **Jay Oakes – 3** **Julia Davenport – 3**  
**Ernie Hernandez – 2** **Lisa Munson – 2** **Manny Rojas – 2** **Leroy Boren – 1**  
**Robert Desmarais – 1** **Ben Sousa – 1** **Arne Svendsen – 1**

Star Recruiters with 5 or more new members in 2021:

**Kim Piazza – 5**

**Also recruits in other local associations. +Life SICBA member**

**PLEASE NOTE THAT THE SPIKE REPORT DOES NOT REFLECT JANUARY RECRUITS AND/OR SPIKE INCREASES. NAHB SENDS THAT REPORT IN MID-FEBRUARY**

As members of your association, we would like to invite you to take advantage of all the programs the association has to offer through SICBA, BIAW and NAHB.

If you have any questions, please feel free to call the office at (360) 757-6916.

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# WANT TO START GETTING MONEY BACK FOR PRODUCTS YOU ALREADY USE?



Free Member Benefit of your State & Local HBA  
[www.BIAWrebates.com](http://www.BIAWrebates.com)



If you use any of these **50+ participating manufacturers**, then it is easy to participate!

- 1 REGISTER
- 2 SUBMIT A REBATE CLAIM
- 3 RECEIVE A REBATE CHECK



THE AVERAGE REBATE PER BUILDER / REMODELER COMPANY WHO PARTICIPATED IN 2020 WAS:

## \$1,495.13



Website: [www.HBArebates.com](http://www.HBArebates.com) | Phone: 866-849-8400  
 Email: [info@HBArebates.com](mailto:info@HBArebates.com) | Facebook: [/MemberRebateProgram](https://www.facebook.com/MemberRebateProgram)

## SICBA's Calendar of Events

February 8 – 4:00 PM SICBA Membership Committee Meeting via Zoom.  
5:00 PM SICBA Board of Directors Meeting via Zoom

February 15 – Member Mixer at Piazza's House. ([click here](#))

February 21 – 23 – BIAW Winter Board of Directors meeting in Olympia

Don't forget we are moving forward with our Home and Garden Show. We can do so and follow all state mandates and guidelines for gatherings of this sort. If you are interested in participating in this event, please let us know here at SICBA and we will make sure your are included.

Please note we are starting to open up so there will be more opportunities for events in person coming in the future. All meetings are virtual unless otherwise addressed. If in person, we ask that everyone mask up per the current guidelines. Guests are welcome virtually only. Let Wayne know if you want to attend a committee or board meeting as a guest and we will be sure to get the link to you for that particular meeting.

**IF YOU HAVE ANYTHING YOU WOULD LIKE FOR SICBA TO TAKE TO THE LEGISLATORS  
AT THE BIAW BOARD MEETING THIS MONTH, PLEASE LET US KNOW  
AND WE WILL MAKE IT HAPPEN.**

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Burlington, WA 98233

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stamp  
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