

# SOUTHEAST WYOMING BUILDERS ASSOCIATION NEWSLETTER

Volume 2, Issue 12

June 2011

## President's Message

Hello All-

Well summer is finally here. Hope all of you have had the opportunity to get out and enjoy the nice weather.

First, this month's General Membership Meeting is a presentation from Cheyenne Light, Fuel and Power to discuss Green Building credits. Please join us Tuesday, June 21, 2011, at Poor Richards for dinner and some new information on ways to save energy as well as maybe a little money.

The Parade of Homes will be on August 14th and 15th and August 21st and 22nd. Mark your calendars for this year's Parade of Homes. It will be a great opportunity to see many new building and decorating ideas. It is also a great way to get out and support many of our fellow members. The deadline for ad sales is this Friday, June 17th. If you have not purchased an ad for this year's brochure, please call Carrisa at 256-1037. The next Parade meeting will be at noon on June 23, 2011 at Uncle Charlies.

Thank you to Bob Jensen from the Wyoming Business

Council for last month's meeting about all of the encouraging signs of growth and activity in Cheyenne. It is an exciting time for our community.

The golf tournament was last Friday, June 10th. The beautiful weather was a great way for 21 teams consisting of 84 golfers to spend the day. Thank you to Paul Fleming and all of his helpers and all of the golf tournament sponsors for making this event a success.

Our annual picnic will be in August so make plans to invite your family and/or employees to this very fun event. We are looking for volunteers to help with the picnic planning and set up. Please call Paul Fleming at 630-6306 if you would like to participate.

There was a brief meeting last Friday morning prior to the golf tournament with Dave Nichols, Regional Manager from the ICC. Several members met with Mr. Nichols to express concerns that the ICC look at costs and the impact of those costs on builders and the building industry before making changes to the code.

To provide a brief update,

the County is currently looking at implementing a new fee schedule for County Building Permits. Marc Woods with Horizon Homes and me are meeting with Gary Kranse, Planning Director, at 9am Thursday, June 16, 2011, at the County Planning Department at 310 West 19th Street, 4th Floor to discuss what the County is proposing for the new county fee structure. Anyone is welcome to attend. This has the potential of significantly impacting the cost of building in the county.

If you have any feedback and/or suggestions about any of the happenings in our Organization, please feel free to call me at 630-0690. Remember, the Board of Director's meeting is held at 5:30 pm on the first Thursday of every month. The July Board of Director's Meeting will be held on July 7, 2011, at the Airport Golf Course restaurant. Remember, you are all always invited to attend.

As always; do business with a member.

Paul Frauendienst,  
President

### Inside this issue:

The Value of Systems by: Dennis DuRoff	2
SEWBA Golf Tournament Results	3
Cheyenne Light Incentives Program	3
Calendar of Events/Meetings	3
New Members and Renewals	3
Northern Colo. HBA Golf Tournament	4
Build Pac and Action & Advocacy	4

Paul Frauendienst, President  
Phone: 307-630-0690  
Email: frauendienst@bresnan.net

SEWBA  
PO Box 2066  
Cheyenne, WY  
82003

For Newsletter call 630-6805  
Email: arla@dalmachomes.com

## From All Star Performance – To Company Wide Practice

By: Dennis DuRoff, NAHB Consultant



**Dennis DuRoff**

Very few business owners or managers will argue against systems. They understand their value.

Effective systems help maximize revenues, eliminate waste and improve margins. Systems can help any business be more consistent and predictable.

While the value of systems is common knowledge, effective implementation and execution eludes most small businesses.

Why do most systems remain good ideas, relegated to the back-burner?

Systems take time to write. In today's business climate, what resource is more precious than time?

Most small businesses lack the manpower to invest resources into documented systems.

There are few tasks more daunting than facing a blank sheet of paper and documenting company processes and procedures.

Here is an approach I've used with clients that eliminates the need to start from scratch and development time is minimized.

- Identify company best practices and transform them into systems.
- Identify a task that one of your employees does better than anyone else in the company.
- Perhaps one of three superintendents manages to keep his job site impeccably clean.
- A receptionist who answers the phone with just the right tone, using just the right words that makes callers feel welcome and gets messages out promptly and effectively.
- It could be the company bookkeeper who is always on time and consistent in providing accurate company reports.

These are examples of best practice already being performed by someone in the company. Now the trick is to capture and document the activity step-by-step, turning one employee's standard practice into a company-wide system.

### **Step-by-Step Strategy:**

- Identify a task, process, or procedure that one of your employee's performs consistently and efficiently.
- While the task is being performed, document the steps and actions. If it is practical, have your champion document his/her own actions. If it is not practical, bring in another employee to 'shadow' the employee and document the activity. This can take many forms including detailed notes, a digital recorder that captures the activity in real time, photographs or video.
- Have the activity transcribed into a list of action steps with comments.
- Review and revise the system draft and ensure the steps are clear enough so they can be followed by others.
- Have a less experienced or less successful employee perform the task, process, or procedure by following the steps in the system.
- Assess the results and correct or expand the steps in the system as needed.
- Approve, file, and rollout the system to staff.

This system becomes the new company standard. Train the rest of the staff on the process and manage the process to make sure everyone is operating per the new company standards.

Sound simple? It is. Improving business processes is not difficult. A little focus, a little direction and a little time working strategically on the business are all it takes.

**Thank You for  
Renewing in May 2011**

First Interstate Bank  
- Kevin Burkett

Guardian Development Company

Laramie County Abstract

McGee, Hearne & Paiz

McRady's Well Drilling, Inc.

Panhandle Co-Op

Wyoming Bank and Trust  
- Jason Paiz

Laramie County Planning  
- Gary Kranze

Laramie County Planning  
- Keith Reynolds

**Golf Tournament Results**

The 12th annual SEWBA golf tournament was held June 10th, at the Airport Golf Course. There were 84 golfers that participated in the tournament.

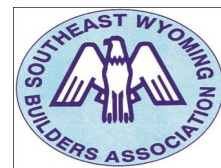
The weather could not have been better, with sunshine throughout the day. The tournament was won by use of a tie breaker by the team of Jon Martel, Jason Cormier, Nathan Riemer, And Brandon Kyes. In second place was the team of Kevin Kisicki, Jeff Teasley, Jeff McKay, and Dallas Johnson. Both teams had tied with a score of 7 under par 63. Money was raised by raffles, and donations for the Christmas for Kids program.



**General Membership Meeting Program**

Cheyenne Light , Fuel & Power is promoting a new Energy Efficient Solutions Program. This program became available to customers on June 9, 2011. Members of the Energy Services Team will present the program features and answer questions you may have on June 21st during this months General Membership Meeting.

The program targets Cheyenne Light's residential, commercial and industrial customers who want to save money on their monthly utility bill. Cheyenne Light's new Energy Efficiency Solutions Program offers eligible customers free home energy audits, coupon incentives for residential lighting, rebates for new construction as well as commercial lighting and more.



**Mark It On Your Calendar!**

<b>General Membership Meetings</b>	<b>SEWBA Board of Director Meetings</b>	<b>City Planning Commission Meetings</b>
(3rd Tuesday of month)	(1st Thursday of month)	(1st & 3rd Mondays)
June 21, 2011	July 7, 2011	June 20, 2011
August 16, 2011	August 4, 2011	July 5, 2011
September 13, 2011	September 1, 2011	July 18, 2011
<b>Location:</b> Poor Richard's	<b>Location:</b> Uncle Charlie's	<b>Location:</b> City Council Chambers
5:30 Social Hour	5:30 PM	6:00 PM
6:30 Dinner Meeting		
\$20.00 per Guest		

**General Membership Meeting**

**June 21, 2011**

**Program:**  
**Cheyenne Light Fuel and Power**  
**New Incentive Programs**

**Poor Richards**  
**\$20.00 per guest**

## The Voice of Southeast Wyoming's Building Industry

### 2011 HBA of Northern Colorado Golf Tournament

The Northern Colorado HBA is having its annual Golf Tournament on Wednesday, June 22, 2011 at the SouthRidge Golf Club. If you are interested in playing you may email Dotti Webber, Executive Officer at [djweber@hbanco.com](mailto:djweber@hbanco.com).

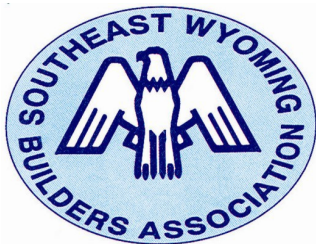


Southridge Golf Course is an 18 hole golf course situated on 128 acres in southeast Fort Collins.

Offering scenic views and challenging tee shots from multiple tee boxes, Southridge is ideal for players of all levels and ages.

Southridge Golf Course: 5750 South Lemay Avenue, Fort Collins, CO 80525 Phone: 970.416.2828

Single Golfers \$125 Foursome Team \$625  
(Includes prizes, drawings and dinner at club)



### Partnering For Success

As a member of the Action and Advocacy Committee for the Greater Cheyenne Area Chamber of Commerce, I have had the opportunity to be involved in discussion about policy and regulations at all levels of government that affect the business community in which we are a part. As part of those involving local issues, the Unified Development Code has been discussed as to how it may affect the business community. As a result of those discussions a joint task force was formed between the Chamber of Commerce and the Southeast Wyoming Builders Association.

Unfortunately I don't have the time or the space to go into the lengthy discussion on the UDC and all of the work that a few members of this association have done on this issue. But I would like to thank them for their work. I would also like to thank the Action and Advocacy committee with the Chamber of Commerce for recognizing that regulations that effect the building industry can also affect the businesses that builders rely on to provide goods and services.

And beyond that, recognizing there is a possibility of additional cost in the construction of the infrastructure and facilities they operate out of and it could have an effect on them.

The goal of the task force is to examine some of the possible impacts, both positive and negative of the proposed UDC. We are approaching it with an open but critical mind.

Dallas Johnson,  
Life Director, NAHB



BUILD-PAC relies on your support to lay the foundation for future success that will continue to benefit our industry for generations to come.

Housing is neither a Democratic nor a Republican issue. It is an American issue. By supporting housing-friendly candidates on both sides of the aisle, BUILD-PAC will continue to open doors on Capitol Hill and will remain one of the most powerful political action committees in Washington, D.C.

Currently, less than 2% of the NAHB membership contributes to BUILD-PAC. In order to guarantee the strongest possible presence in Congress, it is imperative that the NAHB membership unites and supports BUILD-PAC. By contributing even \$20.12 to BUILD-PAC through our newest club level, Club 2012, you are making an impact on the future of the housing industry. Thank you for your continued support as we invite you to "Make BUILD-PAC your Business Partner!"

You may contribute to BUILD-PAC and become a 2012 Club member:

Name \_\_\_\_\_

Address \_\_\_\_\_

E-mail \_\_\_\_\_

Phone \_\_\_\_\_

Personal Checks (Payable to BUILD-PAC)

Checks may be sent to the SEWBA, P. O. Box 2066, Cheyenne, WY 82003 and they will be forwarded to BUILD-PAC at NAHB in Washington, DC.