



Oregon Hearth, Patio & Barbecue Association
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Annual Report 2014

At that time of year where OHPBA send out its membership renewal, this is a time to reflect on our accomplishments in 2014 and the challenges facing OHPBA in the next year.

Your board of directors thanks you for supporting OHPBA. Without your dues income and support of our events, Oregon would not be nearly as hospitable of a place to do business. Consumer choice would be dramatically limited and the right of people to heat their homes would be in jeopardy. While OHPBA and HPBA continue to have success promoting our products and defending them from government regulations we do have real challenges ahead. *Your membership helps us fight these battles so you can remain in business in this state!*

Oregon Government Affairs

Government affairs efforts by OHPBA go beyond the Capitol building. OHPBA has been involved in expanding the administrative rules related to the Oregon **Residential Energy Tax Credit (RETC)**. Starting in January 2015, **direct vent gas fireplaces will be eligible for a tax credit**. This year, OHPBA was instrumental in the advisory committee and in hearings to make sure the language in the rules makes sense. For units at 70 percent efficiency or greater, the tax credit is **\$300**. Those 75 percent or greater are **\$500**. This program, when combined with Energy Trust of Oregon and factory incentives, will really help sell appliances. For more information on this program, visit www.ohpba.org and see the Tax Credits/incentives page.



The **Heat Smart Law passed with OHPBA's involvement in 2009**. The law requires all uncertified stoves to be removed when homes are sold in Oregon. But, along with removals are service calls, stove replacements and inspection work which is all good for our business. These laws continue in 2015.

In February 2015 the Environmental Protection Agency will officially release the so called **"NSPS" rules**. Get ready folks - *dramatic changes are coming our way for emissions requirements for wood and pellet stoves*. HPBA is deeply involved in the many negotiations, meetings and communication challenges posed by these rule changes. Of course, this work takes dedicated efforts by HPBA staff, industry experts and members. Your membership dues are critical to help fund these efforts because a portion of your dues go to HPBA to fund their operations.

Other challenges face HPBA including revising the **U.S. Department of Energy's** (federal) definition of "heating appliances." Unless decorative gas logs are removed from the definition, they may be subject to limitations because they are not "efficient" enough. They aren't heating devices so why do they need to be efficient? This sounds crazy, but that's how the government thinks!

Air Quality



Oregon continues to face air quality regulations. However, pressure on regulating these areas is on the increase. Due to weather related air inversions in the fall and early winter last year, **Klamath Falls** has entered back into the regulatory radar. Environmental Protection Agency officials met with Klamath County officials and ODEQ staff in September to come up with a strategy to help the area avoid further regulations. They violated the federal standard for PM 2.5 last year and if the weather and too much use of uncertified stoves combine this year they could find themselves in hot water next year. Lately, **Hillsboro** has been seeing some regulatory pressure that may include voluntary burn bans. Other cities that continue to be on the air quality radar for particulates include Medford, Grants Pass, Oakridge, Lakeview, Springfield and La Grande. OHPBA must spend resources monitoring these programs and working with local governments to ensure their programs are reasonable.

Also, in some cases, **air quality mitigation programs** may provide funds to support changeout programs. This is the case in Lakeview where a biofuels plant has been proposed. In order to build the plant that makes bio diesel and jet fuel from biomass, the company must “offset” their emissions by supporting woodstove changeout programs.

OHPBA dues support **Harvey Gail**, OHPBA’s lobbyist to monitor these programs which are expected to increase in the next few years.

OHPBA Spring Conference 2015

Mark your calendar: we are planning our next spring Conference for **Monday, May 18, 2015**, at **Holiday Inn Portland South** in Wilsonville.

In 2014 the conference was held at the Red Lion in Olympia, Wash. OHPBA and NWPBA partnered to hold the event. We had about 75 people in attendance, which was a little short of expectations. Odds are you did not attend, which is too bad, it was a great (and fun) conference. But regardless, we want everyone to support our generous **sponsors**. This year they included:



Coffee by Blaze King, Welcome Amenity by **Travis Industries**
Name Badges by **AES & ICC**
NWPBA Annual Membership Breakfast Meeting, sponsored by **Wing Sales & Wiseway Pellet Stoves**
Coffee & Water Break, sponsored by **Blaze King**
Catching the Wave of the Building Industry, Sponsored by **Hearth & Home Technologies**
Challenges & Government Affairs, Sponsored by **M&G DuraVent**
Pop & Popcorn Break, Sponsored by **Amantii Electric Fireplaces**
Challenges & Manufacturers, Sponsored by **Lightning Nuggets**
Catching the Remodeling Wave, Sponsored by **Valor Fireplaces**
Surf Party Reception, Sponsored by **Wing Sales & Lucky Supply**
Continental Breakfast, Sponsored by **Olympia Chimney Supply**
Espresso Break, Sponsored by **Vermont Castings Group**
Catching the Social Media Wave, Sponsored by **Lauren Ridge Ventures**
Take-Away Snack Sack Break, Sponsored by **Tri State Distributors**



OHPBA Breakfast Meetings

This January we are planning a breakfast meeting to review the tax credit changes with the Oregon Dept. of Energy and with Energy Trust of Oregon. Mark your calendars for **Jan. 13, 2015** at the Shilo Inn Portland Airport.

Our chair **Gail English** has been working hard to build this program by arranging speakers and topics of interest to our members. Some members have been able to participate on Skype – a fun way to be involved if you can’t be there in person. Meetings have been held at the Shilo Inn Portland Airport.



OHPBA Website - www.ohpba.org

OHPBA's website is updated weekly to make sure our members have the most recent news on industry related events. We would love to get some more ideas and feedback from our members. The website allows for online registration and convenient updates and industry news. There are many resources pages and some "member's only" pages as well. In 2014 these features on the website were expanded or added:

- **Tax Credits and Incentives.** This section was expanded this year. It includes pages on Oregon tax credits, federal tax credits, city and county incentives, wood stove change out programs, and Energy Trust of Oregon rebates.
- **Press Room.** When articles on wood stoves, fireplaces or related topics come in from *Google Alerts*, OHPBA places links on this page of the website. As a member, if you have any news to share, please send it to us!
- **Member Map.** We added a *Google Map* of all our retailers, service companies and distributors in Oregon. Only paid members are on the map. Consumers bring up a map of Oregon and hover over the community where they live. OHPBA's members' information appears including company name, website, address and phone number.

Also, we know the most popular pages are related to consumer information - what kind of stove to buy – and we try to keep that current. There's also a "member map" and only paid members show up there. If you want to know what's going on in the state of Oregon, go to our website at either www.oregonfireplaces.com or www.ohpba.org.

EXPO 2014

OHPBA takes part in EXPO on a level that many members are not aware of. This year in OHPBA partnered with Pacific HPBA to hold a reception at Squatters Pub in Salt Lake City. We had a great showing from Oregon. It was great to see so many people.

Also, **Harvey Gail**, OHPBA's Executive Director attends EXPO to take part in committee meetings including the *HPBA Affiliate Staff Meeting*, *Affiliate Leaders Committee* and various HPBA committees. OHPBA also helps out with the *HPBA Membership Booth* serving on shifts of two hours at a time. At EXPO, drop by and say hello!



Board of Directors

OHPBA held four board meetings in 2014. Much of the discussion concerns OHPBA's role as an affiliate in HPBA. Projects initiated by HPBA's board of directors that impact OHPBA include the *Affiliate-Manufacturer Task Force* and the *Affiliate Accountability Program*.



Among the other key decisions made by the board in 2014 the board chose to leave dues rates at the same level for 2015. Some discussion was held to offer a new dues level for multi store retailer, but it was decided to offer the lower "second store" rate of \$150 to all stores for multi store retailers.

In addition to this official business, OHPA had the privilege of sending two board members to HPBA's **Government Affairs Academy**. Attending representing Oregon are **Daniel Bonham** from Maupin's Stoves in The Dalles and **Richard Ridenour** from Sunset Stoves in Prineville. A big thank you and congratulations is owed to them!

Media Relations

OHPBA's website includes a "media" page. Articles and media events are posted on the page. This is a new feature that has been expanded in the last year. In some cases, articles are sent to the OHPBA office, or they show up on our "Google Alerts." **Harvey Gail**, OHPBA's Executive Director receives calls from reporters on occasion. When appropriate, he comments on behalf of the industry. Other times, a retail member is provided as a contact for the reporter so they can get a local reaction to a story. Media people are not experts on our issues, so it is critical that all OHPBA members are ready to respond if a reporter calls. Harvey Gail can provide advice on how to handle a call from a reporter. If you find yourself in that position, contact OHPBA at 503-585-8254.

Social Media – "Like" us!

OHPBA and HPBA are online! Check out Facebook and Twitter!

- Facebook: Oregon Hearth, Patio and Barbecue Association
- Facebook: HPBABarbecue
- Twitter: @HPBA_Barbecue



NFI Certification



HPBA has invested heavily in certification programs that you use to market your business. **National Fireplace Institute** certification and **Hearth online** are excellent programs. Rick Vlahos at NFI and keeps us informed on many outstanding programs for online education. See www.nificertified.org

HPBA Affinity Benefits

HPBA continues to explore affinity programs that allow you to **leverage your membership** dues for real savings on many valuable services. These include:

- Shipping, UPS Save up to 34 percent, sign up at <http://www.savewithups.com/hpba>
- Business Liability Insurance (Veracity)
- Car Rental Discounts (Hertz)
- Choice Hotels International, sign up at <http://www.choicePrivileges.ca>
- Credit Card Processing Solution (TransFirst) for details go to: <http://www.transfirstassociation.com/hpba>
- HPBA Shipping Program FedEx, UPS and YRC (Yellow/Roadway)
- Health Insurance (MMIC)
- HomeAdvisor (formerly ServiceMagic), Lead Generation program. See <http://www.hpbahomeadvisor.com>



Be Involved!

While we depend on your dues to move Oregon forward, we depend on you even e see glimmers that the economy is improving, but we still face many challenges ahead. Your membership support and personal involvement in OHPBA will allow us to continue the work we do for you!

If you would like to get involved in OHPBA, we are always looking for board and committee members. Contact Harvey Gail, MBA, OHPBA's Executive Director if you are interested at **503-585-8254** or **Harvey@vannattapr.com**.

