

ANNUAL REPORT



Reflecting on 2018

It's that time of year when OHPBA sends out its membership renewal and reflects on our accomplishments in the past year. First, OHPBA's board members thank you for supporting OHPBA and HPBA. You support us in many ways – by paying dues, attending events and sharing your concerns and observations. The OHPBA board and staff strive to support you by being good advocates for biomass heating in Oregon and helping you be better retailers. We represent you in state agencies, allied organizations, local governments and the legislature. We attend regulatory advisory committee meetings around the state. However, we do have real challenges ahead. The next few years will likely be the most volatile that we have seen in a long time due to the upcoming *New Source Performance Standards* (NSPS) rules. By May 2020, unless the NSPS rule changes (and that's unlikely) only "Step 2" certified wood and pellet stoves will be allowed to be sold.



Your membership provides both financial support and encouragement to our staff and board of directors. Thanks for being a part of OHPBA!

Oregon Government Affairs and Advocacy

In 2018, Oregon held a short session in February and early March. While no bills impacted us, the democratic governor and liberal House and Senate attempted to take a big bite of new policy. For example, taking on climate change seemed a little ambitious for a six-week session, but it will all come up again during the 2019 long session, which runs from February to June.



Tim Reed, left, on the steps of the US Capitol.

Congratulations to **Tim Reed** who attended the HPBA Government Affairs Academy in July. Tim commented in his blog, *It's Fire Time*, that the GAA was one of the best things he ever did in the industry.

OHPBA has been in an advisory role with **Washington County Department of Health** and the **City of Hillsboro** over the last two years as they rolled out their woodstove changeout program and woodstove curtailment rules. The effort appears to be on track to change out over 700 stoves within the five-year timeline. Congratulations to **Tim Davis** for his excellent work on this model changeout program.

OHPBA is proud that one of its long-time members and board members, **Daniel Bonham**, has been re-elected to the Oregon legislature representing House District 59 in The Dalles. If you have any thoughts or concerns, contact Representative Bonham at 503-986-1459 or Rep.DanielBonham@oregonlegislature.gov.



In January, **Multnomah County** instated a “red-yellow” wood smoke advisory rules. OHPBA members attended the public meeting and Harvey Gail and testified at the Multnomah County Commissioners meeting. In recent weeks, both Washington and Multnomah county have issued red days. While the burn ban was largely due to wildfire smoke coming up from California, it is a reminder that there is media bias against wood stove use.



During the summer, the Oregon Department of Energy held several stakeholder meetings to discuss a bill concept that gives ODOE authority to use administrative rules for energy efficiency appliance standards. Harvey Gail attended stakeholder meetings. However, after several meetings including one with legislative officials, ODOE dropped the proposal. This is good news for manufacturers. Many of the proposals were drawn from appliance standards in California.

OHPBA Workshops

In September, OHPBA held a seminar at Broadway Commons in Salem. Tim Reed presented *Selling to Today's Consumer - 7 Steps to radically improve your sales team so they can serve more customers*. Everyone switched roles as “customer” and “sales person.” We also had a live feed from some members in Central Oregon. They were able to watch and ask questions. We had a great time and learned some valuable tips for engaging customers and moving them to the sale.



Tim Reed presents a hands-on retail sales class in September.

OHPBA Spring Conference Brings in National Speakers

OHPBA held its Spring Conference in May at the Antique Truck Museum in Brooks. Thanks to our speakers, **Carter Harkins and Taylor Hill** from the *Blue Collar Proud* show and *Spark Marketer*.



Carter Harkins and Taylor Hill of Spark Marketer present at the Spring Conference.

We also thank **Tim Reed, John Crouch, Erik Falk** with Energy Trust and **John Frankel** from NW Natural for presenting.

We also had a presentation from **Tim Lambert** of Operation Barbecue Relief. The members held a 50-50 raffle and donated the funds. This valuable charity does amazing things and truly comes from the heart of our industry.



Spring Conference, Cont.

Thanks to our **Spring Conference Exhibitors!**

- Jotul Hearth Products
- M&G Duravent
- Napoleon Hearth Products
- Northwest Natural
- Olympia Chimney Supply
- Operation Barbecue Relief
- Energy Trust of Oregon
- Tri-State Distributors



Save the date!

**OHPBA Spring
Conference**

April 20, 2019

Salem, OR

OHPBA Spring Conference, May 2018 attracts over 50 attendees. Plus, the Antique Truck Museum (pictured above) was interesting and the staff was fantastic. Drop by if you get a chance, the museum is in Brooks, OR home of the "Great Oregon Steam Up."

NFI Review and Certification

OHPBA and NW Natural partnered together to host the NFI Gas Certification exam in April that was held in Bend. We had seven people take the test. In 2019, **Matthew Clement**, who has been recently certified as an NFI instructor, plans several NFI review courses and tests throughout the state. The first review and test will be in January. Oregon can be proud that we have **over 25 newly certified NFI technicians in the past year or so!**



OHPBA members gather for a breakfast meeting and NFI Gas test in Bend in April.



HPBA EXPO

OHPBA once again joined in with other west coast affiliates at our West Coast Reception in Nashville. We had over 350 guests. Harvey Gail and all the affiliate executives take turns working the HPBA Membership Booth. This year, Gail also led a tour of the trade show for air quality officials. Gail will be working the HPBA Membership Booth in Dallas, Texas. Drop by and say hello!

National Chimney Sweeps Guild Convention, Portland

This year, the NCSG held the national convention in Portland. **Harvey Gail** as well as several other HPBA executives ran a membership booth for HPBA and assisted with the National Fireplace Institute booth. The meeting was a lot of fun and it was great to catch up with chimney sweeps from the Oregon Chimney Sweeps Association.



L-R: Larry Grogan, CA, Leah Hauer, Cindy Wise and Harvey Gail at the Chimney Sweeps Convention in Portland.

Social Media – Like and Follow Us!

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

- Facebook for OHPBA: OregonHearthPatioAndBarbecueAssociation
- Facebook for HPBA: Hearth-Patio-Barbecue-Association
- Facebook HPBA (Barbecue): HPBABarbecue
- Twitter HPBA: @HPBA_Barbecue

Be Involved!

We depend on your dues to move Oregon forward. Your membership support and personal involvement in OHPBA will allow us to continue the work we do for you! 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.



We are OHPBA. Thanks for Your Support!

