

BJ&R

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frame all-year around. We all look forward to the point where we can get a couple nice days back-to-back and don't have to deal with it. Other than that, we're very fortunate to be building in 20-mile radius."

Are there things that are often overlooked by less scrupulous builders?

"I try not to pay attention to what anyone else is doing. We try to do the best job we possibly can from the ground up because it does show when you get to the finish and you know you have a quality house."

What things should a customer consider when selecting a contractor?

"Referrals and experience would probably be the number one thing. I think they should consider someone that's local too because there are different practices that are done in Portland or Vancouver that really don't work here as well. Weatherization is big."

How do you distinguish your business among others (that may offer similar services)?

"We try to be really efficient. I'm on the job 40 hours a week too. I work side-by-side with my crew, that's one of our strongest points along with quality."

What is your outlook for the future of the business?

"I'm planning on working another 10 years solid, then I will slow down to where I'm managing a couple guys. As far as the business goes, it will be here as long as I'm here."

Do you have specific goals for the business?

"We're not trying to meet any quota. We try to fit everyone in that's ready to build. I'm asked all the time about my schedule. We tell people that, if you're ready to go, we'll work you in. You might have to wait a couple months, but we keep up with the workload because we're a layered business. I work on the framing, exterior and finish side and my brother works on the trim side. I have a couple guys who do really good

finish work. We can layer and take more jobs."

Who are some of the local businesses you count on?

"I've had the same subs I've had forever — Nichols Concrete, Active Enterprises, Diamond Heating. Once you have a relationship and know they do quality work, you stick with what works."

Is there a building or project you're particularly proud of?

"The Lost Roo remodel. I worked with the owner from the design through what kind of wood to use on the bar. There are many homes I think are fantastic too. We're just starting The Breakers pool building. I enjoy bigger jobs. I'm actually more relaxed on big commercial things than on smaller projects. They can be more challenging depending on what type of manpower you have, but I think that's my favorite thing to do."

How is the building industry and materials changing or evolving?

"Everything has pretty much leveled off to new design. The OSBs (Oriented Strand Board) are the same. I think you're seeing more change in code issues. Things like granite are now Pental Quartz, there's evolution in man-made products. Overall it's pretty much the same process."

Have there been any trends that have come and gone?

"I had one request for an elevator three years ago, then we did two more this year. As more retired people plan for the future, they're willing to spend another \$20,000 to \$40,000 for an elevator because they plan on being there. Colors and surfaces are often trends. Carpeting is just about gone, it has evolved to wood products. Pergo (a laminate flooring) used to be the thing 15 years ago. There's products like that change and get better and smarter. Thirty years ago we did a lot of custom welding and made our own things."

What part gives you the most satisfaction?

"At the end of the day when I get to drive by all the jobs and check on everything on my way home."

Plumbing, Clatsop Concrete, Coastal Alarm Systems."

What is your outlook for the future of the business?

"Continued growth challenged by demand for land."

Do you have specific goals for the business?

"Keep the good employees we have to continue to support their families. Maintain our standard of construction."

What part brings you the greatest satisfaction?

"The people we interact with."

FAGERLAND

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How difficult is the weather to deal with?

"It's probably the driving factor in every decision we make. Every product or process we use, we consider how it's going to keep out the weather. It's all about keep that drop of rain going down and out instead of down and in."

What things should a customer consider when selecting a contractor?

"Communication, references and trust."

How do you distinguish your business among others (that may offer similar services)?

"We have designated staff to definitely look after a customer's specific needs, not one person 'wearing all the hats'. All of our construction elements are 'developed' to work together as a resolved form. Anyone can cover things with wood. Knowing why something is resolved can add beauty to function, save



Erik Fagerland has seen trends such as tall ceiling and hard surfaces stabilize over the past 20 years. "Everybody wants a wood floor, hard tile or granite countertops," he said.

time and money, last longer, better define a character or be more pleasing. Construction is expensive — do it better."

What is your outlook for the future of the business?

"Continuing to grow as more people take more careful decision-making steps before spending thousands of dollars."

Do you have specific goals for the business?

"To continue being part of providing a respectful service in this community. To us it's about the long-term effects — good people, good wages and good services."

What part brings you the greatest satisfaction?

"Seeing a customer's pride or satisfaction with a completed product."

Is there a building or project you're particularly proud of?

"Whichever one we just finished. Each was an important building block to the next. Each has its own particular story, so I couldn't pick one without referring to one before or after."

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ELSTROM

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"Around 10, it varies up and down. A lot of companies use subcontractors, but we perform most of the tasks with our direct employees. It's a little different model — it's an older, more traditional way to do things. A lot of builders have gotten away from that. I think that differentiates us from a lot of the other builders in the area."

Who are some of the local businesses you count on?

"JJ Electric Service in Seaside, Patriot