

## Made in the Mid-Willamette Valley: Kaufman Homes

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Company Name: Kaufman Homes Inc.

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Business description: Residential and light Commercial Construction Company

Employees: 10

Business specialties: Residential and light commercial remodeling, repair and maintenance, custom homes and light commercial buildings.

Business history: In business since 1975.

What is biggest advantage of doing business in the Mid-Willamette Valley? This is a very good place to do business as the city of Salem and Marion County are very helpful and easy to work with in the permitting process. SEDCOR and the Salem Area Chamber of Commerce are always striving for ways to help construction companies and the small businesses. They also work to bring in new larger businesses which can create more jobs.

Essential business philosophy: Kaufman Homes has a commitment to service with our experienced staff gently helping the Customer through the entire building process. We especially delight in creating a building process that is an enjoyable experience.

Best way to stay competitive: A strong commitment from Kaufman Homes and our employees to work with our customers efficiently to create added-value with their skills and helpful presence.

What is most challenging in work? To provide a high-quality job for a competitive price. In this economic environment there is always someone willing to do it for less, but either is not qualified or is operating without the proper requirements set by the state or jurisdiction (such as a business license, registered and bonded as a contractor, liability insurance, workers compensation and the required annual education hours). This is usually indicative of a company that will not be in business long, may not finish the job and will not be able to come back and service what they have done. The job may not be done to industry standards or to your expectations!

Best business decision: As the custom home market began to decrease in 2009, we



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Kaufman Homes is a residential and light commercial construction company.

SEDCOR, the lead economic development agency for Marion and Polk counties, is pleased to offer you a glimpse of the multitude of products and services being manufactured and provided by local area companies. SEDCOR's membership is composed of more than 500 business and community leaders who support our mission to enhance and diversify the economy of the Mid-Willamette Valley.

transitioned into more remodeling, repair and maintenance work. We recently extended the state mandated 1-year warranty for Kaufman Homes customers to 5-years at no extra cost. This is the confidence we have in what we build!

Toughest business decision: To do the above. We were known as a quality custom homebuilder who also did remodeling, repair and maintenance work.

What trends do you see happening in your industry? More people are staying in their homes and remodeling and making the home into what they want. They realize it is difficult to sell their home and new construction will cost them more than if they stayed in place or bought an existing home and did a remodel. Cost of new construction is not going down, rather the cost of materials and government new regulations (energy codes, clean water act, lead paint laws, new OSHA requirements) are increasing the cost of new homes. Older existing homes do not have the cost of these items in them, as well as many do not have the substantial system development charges that were implemented a number of years ago.

Company affiliations: Salem Homebuilders Association, National Homebuilders Association, The Committee (a business networking group), SEDCOR, Salem Area Chamber of Commerce, Oregon Remodelers Association, National Association of Remodelers, Certified Remodeler designation and Certified Master Builder designation,

Major clients: Many custom remodeling and custom new home clients in Salem and outlying communities, dental offices, mortuaries, nine Learning Tree day care centers, Christian Community Placement Center and VIPS restaurants.

Kaufman Homes is very proud and wholly committed to being a part of the Salem community since 1975. We also are really committed to our 10 employees and families to provide a good income and benefits. We have also hired two new workers in 2011 to meet the demands for our services.

For additional information contact SEDCOR at (503) 584-7303 or email [sappleby@sedcor.com](mailto:sappleby@sedcor.com).