

## FOCUS ON FAMILY BUSINESS



### Blain Homes

Conducting business based on safe practices, strong values

For more than 50 years, Blain Homes in Tulare has based its family business on a system of values and strategic moves.

Even though the housing market has been wildly unpredictable the past few years, Blain has continued to grow. And they plan on growing well into the future.

William Blain, builder of single-family homes, started the company in 1959. As the company grew, property management was added to the company's list of services as Blain Property Management, Inc.

These days, Blain Homes builds semi-custom, single-family homes in neighborhoods the company itself develops, focusing on cutting-edge design with quality materials.

"Our business has evolved in many ways since its inception 50 years ago," said Allan Blain, president and CEO of Blain Homes. "Today we are much more sophisticated, automated and organized. Also, the qual-

ity of our work, although in the upper end of construction practices all along, continues to improve and set Blain Homes apart from many of the other builders in the marketplace."

Blain Homes has continued to grow — even during the current troubled market — by continuing what it refers to as a "very fiscally sound and conservative mode of operation." The company admits it didn't expect the housing market to collapse, but its business model is such that it helped Blain Homes to adapt and thrive, so much so that the number of employees nearly doubled in the last two years. One third of its staff is comprised of family.

The family's core values have been with the company all along through every generation, even as Blain Homes changed hands.

Allan said those values include holding things such as professionalism, fairness,

integrity, teamwork and positive attitudes in high regard. He went on to say the company's belief in productivity, accuracy and follow-through are integral to achieving excellence.

William Blain started the company with those same core beliefs, and, though he's now retired, the tradition continues. His sons, Ron and Warren Blain, took over the business in the 1970s. And their sons, Allan and Kevin Blain, are preparing to take the reins of the family business.

Communication is key for any family that works together, Allan said.

"With exceptional communications and love and care for each family member, any and all situations can be (worked) out much more effectively and efficiently, limiting the risk of damage that can occur among family members by misunderstandings and subsequent hard feelings," Allan said.