The Remodelers Connection

A monthly publication of the Central Ohio Chapter of NARI

September 2008

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New Members
NARI Seminars/General Meetings
Roundtables
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UPCOMING EVENTS

September 10th—Wednesday
Lunch Roundtable
Mold Prevention & Remediation/Building Envelope
NARI Offices
$20 each

September 18th—Thursday
General Meeting
Kitchen & Bath Design Trends
At Ferguson Enterprises

October 4 & 5—Saturday & Sunday
Home Improvement Showcase

October 8th—Wednesday
Lunch Roundtable
Getting Paid
NARI Offices
$20 each

October 16—Thursday
General Meeting
Dr. Ted Sun
Humanistic Marketing
At Buckeye Hall of Fame

Ferguson Enterprises To Host a Joint Meeting of NARI and NKBA.

Ferguson Enterprises is hosting the September meeting in their new showroom on Lyman Drive. Come and see the latest in kitchen and bath essentials.

Topic: Trends in the Kitchen and Bath Industry
Join us to learn the latest trends in kitchen and baths. Chris Andrews of Seeno Associates Marketing will speak to the trends in terms of design, popular styles, finishes, green issues and marketing of kitchen and bath cabinetry as it relates to remodelers.

Chris has 25 years in the kitchen and bath industry as a manufacturers representative for several different cabinet manufacturers selling to the wholesale and retail channel of distribution in Ohio.

When: Thursday, September 18th
5:30—6:30 Browsing the Showroom & Networking with Heavy Hors d’ oeuvres
6:30—8 p.m. Meeting and Presentation

Where: Ferguson Enterprises Showroom
4363 Lyman Dr., Hilliard OH 43026

Cost: $15/person

Call and make your reservations now. Reservation deadline Friday, September 13.
614-895-3080 or email Joyce Falk at naristaff@sbcglobal.net
Our President’s Message

Fellow Members,

Where has the time gone? The kids are back in school, football season has begun and it’s time to get back into the groove—education, networking and business better than usual.

Be sure to check out the many education and networking opportunities that are available this fall; all added value to your membership. Speaking of membership, have you thought of any prospects to help us reach our goal of 300 members this year?

The General Meeting at Ferguson Enterprises on the 18th would be a great meeting to invite a prospective member. It is a joint meeting with The National Kitchen and Bath Association. We’ll hear from Chris Andrews about the trends in kitchen and bath design; popular styles and finishes, green issues and marketing of kitchen and bath cabinetry as it relates to remodelers. Ferguson’s staff is excited about hosting and having the opportunity to show off their new showroom. Let’s support them with a big turn out at this meeting.

Other opportunities for education and networking include the Green Class starting on September 18th, the September Roundtable on Mold Prevention and Remediation, Ed Fest sponsored by Pella Window and Doors and don’t forget the Remodelers Showcase the first weekend in October. Look for more information elsewhere in this newsletter.

Before I close, I want to thank all those who worked on the golf outing, sponsored a hole, the dinner or the beverages, donated door prizes and of course all of you who played. You helped to make it a great day. What a wonderful group of people you are.

See you on the 18th.

Regards,
Doug Brownfield, Lowe’s Companies
President, NARI of Central Ohio
614-403-9399
dougbrownfield@yahoo.com

NARI of Central Ohio

Vision Statement
To be the primary resource for the Remodeling Industry and its consumers.

Mission Statement
To develop the premiere organization with integrity, that advances remodeling professional’s knowledge through education and industry involvement and serves as a trusted resource for consumers.

Our Values
The Remodelers Connection

NARI Wins Prestigious 2008 Gold Circle Award

The National Association of the Remodeling Industry has been recognized by the American Society of Association Executives (ASAE) & The Center for Association Leadership with a 2008 Gold Circle Award for excellence in communications in its Website Category.

Selected from a record 373 entries, award recipients were chosen for demonstrating excellence in communications in the categories of print publishing, writing, electronic publishing, media relations and emerging communication vehicles.

COTY AWARDS

Local Entry Deadline is November 10, 2008

Why enter the Contractor of the Year Awards?

Publicity
Winning a local, regional or national CotY Award gives you great reason to reach out to the local media and remind them of your superiority in the marketplace.

Raise Awareness Among Current & Prospective Clients
Remind your current and past clients how good you are at your profession by notifying them of your award. Include award information in your sales calls to increase credibility with prospective clients, and feature photos of your winning project at local home shows.

Boost Morale in Your Company
Winning a CotY gives everyone in your company a sense of pride in what they helped accomplish.

Now is the time to start thinking about entering.

Take Those Photos and Call NARI at (614) 895-3080 or visit www.trustnari.org for more details.

Call for Nominations
The 2008 NARI of Central Ohio Nominating Committee is pleased to call for nominations to the 2009 Board of Directors. Any members in good standing may nominate themselves, or another member for service on the board.

Nominations must be received by Monday, September 8th. Call 614-895-3080 or email narishari@sbcglobal.net. The slate of nominations will be published 30 days prior to the election meeting on Thursday, November 20th.

What is a Customer?
“A customer is a person who brings us his wants. It is our job to handle them profitably, to him and ourselves.”

www.businesstips.org

The following companies have applied for membership in NARI of Central Ohio.

ELMS Software, LLC
1501 Candlewood Drive
Columbus, Ohio 43235
(614)203-2698
F (614)885-9505
Represented by: Scott Gerold, Sponsored by Gary Demos, Dave Fox Remodeling, Inc.

Sequent
4700 Lakehurst Ct., Suite 200
Dublin, Ohio 43016
(614)318-0257
F(614-436-5881
Represented by Brian Zak

From the of NARI

Congratulations to Steve and Cara Hesson on their new arrival.
Cohen Thomas Hesson arrived August 18th.
Cohen weighed in at 6 lbs. 13 oz.
Mom and baby are doing great!
Roundtable Luncheon

September 10th

Topic:  
*Mold Prevention & Remediation*

If you are remodeling, you are most likely seeing mold. Consumers want to trust that you are familiar with how to handle their situation. Come listen and ask questions from a mold expert and feel comfortable with mold and remodeling.

**Discussion Facilitator:**

*Ed, Meyer, Mold Specialist*  
*J&D Basement Systems*

**Location:**

*NARI Offices*  
285 N. State Street  
Suite 102  
Westerville, OH 43081

**Cost:**

$20/per person

Registration Deadline is Friday, September 5. Please call the NARI Office (614) 895-3080 or via email at naristaff@sbcglobal.net

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ARE YOU USING YOUR LOGO?

Using your logo can create an opportunity to share the benefits and values you receive from your participation in your organization. Sharing this information can lead to money in your pocket as well as strengthening your association. The Chapter has a goal of 300 members by the end of this year. To date we have 243 active members. You can help us recruit new members and receive $100 when

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NARI Commercial Insurance Program  
A Program Endorsed by Your Association

Benchmark Insurance, LLC

- Payroll capped at $20,000/Employee  
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- Special Pricing - NARI Members  

Lisa Dawson-Knight  
614-891-7791  
lisa@benchmarkinsurance.com

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614.358.7800

DELAWARE LOCATION  
188 EAST WILLIAM ST.  
740.363.1196

www.hamiltonparker.com
Green remodeling is one of the hottest (and hotly debated) topics in the industry. The National Association of the Remodeling Industry (NARI) has rolled out a green remodeling education program. NARI’s green remodeling program is multi-faceted, focusing on energy efficiency and conservation, indoor air quality, efficient use of resources, recycling of demolition material and renewable energy sources among other topics.

When is the next Green Education Course?  
The next Green Education Series will begin on September 18, 2008 and enrollment is now open. This class can be the first step in moving your company into the business of green remodeling. The course is designed to provide you with a solid foundation in Green Remodeling and allow you to start practicing today.

Classes are 2 hours weekly 3:00 – 5:00 p.m. on Thursdays and will run for 12 weeks. The class will not meet on Thursday, November 27 (Thanksgiving).

Location of class:  APCO Wholesale Company, 777 Michigan Ave., Columbus 43215

What is covered in the class? Each class will address specific topics such as building science application, green remodeling guidelines, solar applications, appliance selection and marketing a green business. The primary texts will be included as part of the course materials along with a CD-ROM that contains links to additional references and resource materials as well as links to green product suppliers.

What is the cost of the series? The cost of this program is $295 for NARI Members and $595 for Non-Members. Registration and payment (check or credit card) is required by September 10, when course materials will be ordered.

Call NARI at 614-895-3080, fax 614-895-3085 or email to naristaff@sbcglobal.net.
OH WHAT A BEAUTIFUL DAY!!
Sun shine, low humidity and friends made it a great day for 92 golfers at the NARI of Central Ohio Golf Outing, August 15th at Oakhaven Golf Course in Delaware, Ohio. Thanks to one and all for making this event a huge success.

1st Place
Housetrends Magazine
Randy Webber
Dave Spires
Ron Wingler
Steve Hesson

2nd Place
Scioto Kitchens Sales Corporation
Jason Schlosser
Bernie Grywalski
Stephen Linville
Tim Grywalski

3rd Place
The Columbus Dispatch
Chris Kerr
Jan Hoschak
James Connelly
Jeff Hecht
MANY THANKS TO ALL OUR SPONSORS

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Marble & Granite Works
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Trophies
Marble & Granite Works

Door Prizes
The Columbus Dispatch
Frankenmuth Insurance
Hamilton Parker
Housetrends Magazine
Paslode

Thank you, thank you, thank you.

THANKS TO OUR GOLF COMMITTEE

Frankie Foster, Chapman MDSE Publishing
Doug Brownfield, Lowe’s Companies
Ellen Massuros, The Columbus Dispatch
Nadine Beichler, RSVP Ohio

Jeremy Drewry, Northern Lighting
Randy McGarvey, CR, Newlook Sidings
Matthew Ray, CR, Custom Classic Renovations
Paul Pope, Retired

PASLODE DONATES TOOL

Brian Chalfant of Benchmark Construction (pictured left) is the proud owner of a Paslode Cordless Framing Tool thanks to an impromptu silent auction.

Paslode donated the tool to be used to help raise funds for NARI. At the end of the day Brian was the lucky winner.

Many thanks to Paslode for their support of the Golf Outing and NARI.
ED FEST 2008
Festival of Education

When: September 25-26, 2008
Where: Villa Milano
1930 Schrock Rd
Columbus, OH 43229
Register online at:
www.guntonpella.com/EdFestColumbus
Any questions please contact:
Carol Meyer at 614.898.1313

Event Purpose:
The most respected of building industry suppliers have joined
together to offer facility managers, architects, and contractors
a two day Festival of Education. Architects will have the unique
opportunity to achieve up to 14 Continuing Education Learning
Units, most of which are Health Safety and Welfare. EVERYONE
will learn about best industry practices, without listening
to a sales pitch.

NARI —
300 Partnerships
—The Right People
—The Right Place
—The Right Time
HR CONNECTION

ISSUE 4 – HEALTHY FAMILIES ACT

It’s official; there were enough signatures on the petitions to put the Healthy Families Act (HFA) on the ballot for the November election. The Act will require Ohio employers with 25 or more employees to provide a minimum of seven (7) paid sick days per year to all employees. Pro-rated sick leave benefits must be made available to part-time employees.

On its surface, this doesn’t sound like a bad idea. Who wouldn’t want paid sick time? However, the general consensus is that the HFA will do more harm than good. First, Ohio will be the only state that has mandatory sick leave if the law passes, which is predicted to result in job losses. Second, the proposed legislation is poorly written. There are many sections that are unclear, and the sections that are clear are burdensome for employers. For example, an employee could leave one-hour early every Friday, without giving advance notice, and the employer would have no recourse.

Governor Strickland urged the business community to work with the proponents of the HFA to draft compromise language. If a compromise can be signed into law by September 5, 2008, Issue 4 can be removed from the ballot. Unfortunately, this doesn’t seem likely.

If it is passed, the law will be effective 30 days after the election results are certified.

Businesses need to take action now. Suggestions include:

- Educate your employees on the pros and cons of the Healthy Families Act so they can be fully informed when they cast their votes. You can find additional information at [http://www.sickdaysohio.org/](http://www.sickdaysohio.org/) (pros) and [http://www.ohiobusinessvotes.org/Mandates08/Home.htm](http://www.ohiobusinessvotes.org/Mandates08/Home.htm) (cons).

- Hope for the best, but plan for the worst. Look at your current policies and procedures and determine what changes, if any, will need to be made to be in compliance if this passes. Employers will be prohibited from reducing other leave benefits to comply with this law. Therefore, if you are considering reducing vacation days in order to provide the mandatory seven paid sick days, this action must be taken before the effective date.

- Consult with your attorney before implementing any changes.

This monthly HR Tidbit is sponsored by Employers Resource Association:
Employers Resource Association
921 Chatham Lane, Suite 111
Columbus, OH 43221
PH: 614-538-9410
www.hrxperts.org

2009
Are you interested in hosting a meeting in 2009? Call Joyce Falk at the NARI office at 614-895-3080.

It’s a great way to show off your facility and open your doors to fellow professionals in the Remodeling Industry.

Get Recognized

Great client feedback is the best compliment a company can get!

After you finish a project, don’t forget to give your client an ACE Survey.

The ACE Logo—Consumers are looking for it!
Workers’ Compensation University

The Ohio Bureau of Workers’ Compensation have announced the dates and locations of Workers’ Compensation University. You may register through their website or by emailing WCUinfo@bwc.state.oh.us.

Locations and Dates:

September 3—Cleveland Wolstein Center
September 9—Cincinnati Sharonville Convention Center
September 11—Toledo SeaGate Convention Centre
September 18—Dayton Dayton Convention Center
September 22—Akron John S. Knight Center
September 24—Columbus Greater Columbus Convention Center

Speakers List Being Compiled

We’re looking for speakers to help educate our consumers. If you speak on a particular topic and would be willing to share your expertise with a group of consumers, please call Joyce Falk at the NARI Office at 614-895-3080.

CR CLC CKBR

Who in your organization needs certification?

Local Study Group begins Mid-January. Information on certification can be found at www.nari.org under the Education tab.

For more information on the local study group call the NARI Office at 614-895-3080.
Humanistic Marketing: 5 Ways to Link the Human Dimension to Massive Profits
Thursday, October 16th

October’s General Meeting will be a seminar featuring Dr. Ted Sun discussing Humanistic Marketing.
Join us for dinner at Buckeye Hall of Fame and hear why some companies thrive while others struggle to stay alive. Learn how your company can move ahead and thrive in today’s economy.

Cost: $30/per person

RSVP by Friday, September 15th to 614-895-3080
or naristaff@sbcglobal.net

2008 Calendar of Events

Sept 10th, 11:30 a.m. to 1 p.m.
Lunch Roundtable
Mold Prevention & Remediation
At the NARI Offices

Sept 18th, 6-8 p.m.
General Meeting
Kitchen Design Trends
At Ferguson Enterprises

Sept 25th & 26th
Ed Fest 2008

Oct 4th & 5th
Home Improvement Showcase

Oct 8th, 11:30 a.m.—1 p.m.
Lunch Roundtable
Getting Paid
At NARI offices

Oct 23rd, 6-8 p.m.
General Meeting
Dr. Sun Seminar
Location: Buckeye Hall of Fame

Nov 12th, 11:30—1 p.m.
Lunch Roundtable
The Art of Selling
At the NARI Offices

Nov 20th, 6-8 p.m.
General Meeting/Elections
At America’s Floorsource

Dec 12th
Holiday Party

A REAL CHARMER.

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(614) 447-9857

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1640 Clara Avenue
(614) 299-2070

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- Sample Safety Program for contractors
- Prospector Lead Generation Program
- Industry Library
- Membership Directory
- NARI at the Home & Garden Show
- NARI Home Improvement Showcase
- Monthly local & national newsletters
- Use of Trademarked Logo
- Educational Seminars
- Dinner meetings, networking and education
- Supplier Trade Shows
- Contractor of the Year (CotY) Awards Program
- Special Events; golf, shooting competition & holiday events
- Legislative watchdog
- Local & national websites
- Mentor Program
- Community Service involvement
- Free Industry magazine subscriptions
- SuperFleet Fueling Program