

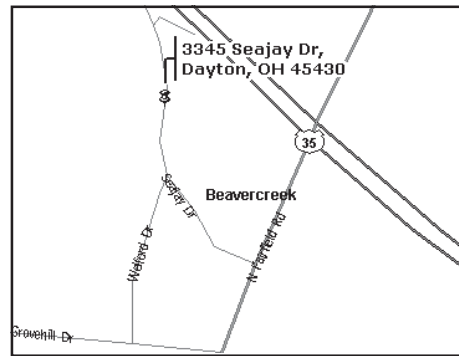
Visit Tub Masters and learn tax strategies at July NARI meeting

Dr. Wayne T. Essex, "The Tax Doctor," will be the guest speaker when Tub Masters hosts members of Miami Valley NARI at the July supplier night meeting on Wednesday, July 28.

Dr. Essex is a certified public accountant with 28 years experience in tax preparation and advice. He is the author of several publications on taxation including the popular "Are you giving your money away?" He is a private tax advisor to many prominent individuals, families, and small businesses in the Miami Valley and is the founder and president of Essex & Associates, CPA's, a full-service tax and accounting firm in Beavercreek.

Dr. Essex will be speaking on the topic "Are you giving your money away?" He will emphasize that your

income is yours. He will show business owners tax strategies that preserve their earnings through exclusions, credits, deductions, shelters,



tax recovery, incorporation, and more.

In addition to providing personal tax consultation and accounting services to his clients, Dr. Essex makes over 40 presentations a year to various groups on a variety of tax and accounting subjects. He will present a very exciting and interactive program with quizzes, object lessons, cash give-always and plenty of humor.

The July MVNARI meeting will start at 6:00 p.m. Wednesday, July 28, at the Tub Masters showroom at 3345 Seajay Drive, Beavercreek. Tub Masters is located in the shopping complex at the southwest corner of the interchange between the Route 35 freeway and North Fairfield Road, next to Lofino's Grocery.

Tub Masters is hosting the meeting. Please give them the courtesy of calling the Miami Valley NARI office at 937-222-NARI to R.S.V.P. so they will know how many guests to expect.

Green Building moves more into mainstream

Rising energy prices are prompting more and more U.S. home owners to consider green building, which involves the use of recycled materials, non-toxic products and energy-efficient features, according to a June 27 article in *The Baltimore Sun*.

Sub-flooring made from recycled newspapers, straw bale walls, bathroom tile made from recycled automobile windshields, and bamboo floors are examples of eco-friendly features. Home owners also can opt for energy-efficient appliances, solar panels, solar water systems, roofs covered in grass and other vegetation, and radiant floor heating; but many balk at the upfront costs involved.

Green materials can cost more than traditional products, but builders say the expense is offset by long-term energy savings. More affordable green materials include paints and carpeting without volatile organic compounds, cellulose insulation and reflective roofs.

Some home owners report difficulty in locating builders and remodelers willing to undertake green projects because of the higher costs, but the industry is being driven by the LEED (Leadership in Energy and Environmental Design) standard and should get another boost when NAHB issues its national green-building guidelines later this year.

Remodelers who want to get ahead of the green building curve can get more information about LEED, LEED accreditation, and other green building matters at the United States Green Building Council web site www.usgbc.org.

July Meeting

July Dinner Meeting

Date & Time

6:00 pm, Wednesday, July 28

Location

Supplier Night
Tub Masters
3345 Seajay Dr.
Beavercreek

Program

Dr. Wayne Essex

Are you giving your money away?

Cost

Hosted by Tub Masters

Call the NARI office at 937-222-6274 to make reservations for the meeting.

NARI offers remodelers a wide range of benefits

by Jeff Miller, CR, CLC

Hurst Total Home

I am often asked what are NARI's benefits and why would someone want to join.

Beyond the obvious, such as use of the logo of a national association, discounts for workers compensation coverage, and most recently a new national medical insurance plan, to list a few, there are more benefits of which I will try to list several.

Any effort to promote and improve the professional image of the remodeling contractor is a positive benefit for all involved in the remodeling industry. This includes educating the consumer to use NARI

members and ask for certified individuals. By marketing the association we provide access for the consumer through print and web presence.

The CotY awards provide additional exposure for years and help to differentiate those contractor that produce award winning projects.

We are also working through government affairs to shoot down legislation that would inhibit our ability to operate or to introduce or support positive legislation that is to our benefit. We work with local jurisdictions as a resource and to help foster cooperation with remodeling contractors and suppliers.

We are also involved in community activities, such as Habitat for Humanity and other charitable organizations.

These are just a few ways that NARI provides positive benefits to members and the industry. If you feel that you can help NARI to supply additional benefits, please contact the office, any assistance is welcome.

Remodeling demand leads to night work

The Wall Street Journal (July 16 edition) reports that home owners are expected to spend 5% more on remodeling projects this year than they did in 2003, hitting \$224 billion by the end of this year. That's the good news. The bad news is that remodelers don't have time to do all the work.

Skyrocketing property prices have made remodeling even more popular as a growing number of home owners choose to stay put. As a result, in many areas contractors are in such high demand that many clients are willing to pay double to have work done after normal business hours, either starting before dawn or lasting well into the night. Off-hours construction could violate local noise ordinances or home owners association rules.

Violations could come with fines or even jail time, but lax enforcement in many locales has allowed the practice to continue. While neighbors in some areas file noise complaints, contractors say most keep to themselves because next month they may want to start an after-hours remodeling project!

Miami Valley REMODELER

The Miami Valley Remodeler is published by the Miami Valley Chapter of the National Association of the Remodeling Industry. Offices are located at 136 S. Keowee St., Dayton, OH 45402, 937/222-NARI (6274) or FAX: 937/222-5794.

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The mission of MVNARI is:

- 1 To establish and maintain the association's firm commitment to developing and sustaining programs that expand and unite the remodeling industry, as well as ensure the industry's growth and security.
- 2 To encourage ethical conduct, sound business practices, and professionalism in the remodeling industry.
- 3 To present NARI as the recognized authority in the remodeling industry.

This mission is carried out by:

- 1 Promoting the common business interests of those engaged in the industry.
- 2 Sponsoring educational programs and activities for members.
- 3 Enlightening consumers to the needs and advantages of home remodeling and maintenance, thereby improving the nation's housing inventory.
- 4 Recommending legislative and regulatory action which safeguards and preserves the remodeling industry and stimulates the marketplace.

NARI needs players and sponsors for golf tournament

Miami Valley NARI needs players and sponsors for the 2004 MVNARI Golf Classic, to be held on Tuesday, September 21, at Beaver Creek Golf Club.

The city-owned course is a beautiful Fuzzy Zoeller signature course designed by noted links architect Brian Huntley. The Beaver Creek course offers golfers of all levels the opportunity to enjoy golf and nature. Bent grass tees, greens, and fairways are interwoven through a rolling countryside, making the course one of the most attractive in the Dayton area. The sheer beauty of the course makes Beaver Creek an exceptional golfing experience.

We need the support of every NARI member company to reach our goal of a foursome on every tee, with several more waiting, when the shotgun (figuratively) sounds at 8:00 a.m. You can help in two ways. We want to offer great prizes and a good 19th hole lunch at the end of the round while keeping player fees as

low as possible. We do this through the financial support of sponsors. For about the cost of taking a customer to dinner, you can treat as many as 100 influential members of the Dayton area remodeling industry to a great day on the golf links. You can sponsor a hole for just \$100.



As a MVNARI Golf Tournament sponsor you will receive signage recognition on your hole, recognition on all printed materials and in the Miami Valley Remodeler newsletter, and personal recognition during the awarding of prizes. If you are a hole sponsor, you are encouraged to have some sort of activity at the tee of the hole you sponsor to promote your support of NARI and its members.

You can also help make the tournament a success by contributing grab bag items for the participating golfers. These can be remodeling-related, such as tools or materials; golf-related, such as tees and balls, or personal items, such as shirts. We need 100 of each item.

To add your name to the list of MVNARI Golf Tournament sponsors fill out the sponsorship section of the golf tournament form and send it to the NARI office by mail or FAX. All sponsorship payments must reach NARI by Monday, August 19. After that date we can't guarantee that you will have the signage recognition to which you

are otherwise entitled.

Remember, sponsorship isn't just for suppliers. Contractors can be sponsors too! It's a way to show support for your industry and your association.

Players are what the tournament is all about, and that's the other way you can support this event. Sign up one or more foursomes for the tournament. Treat your suppliers, subs, employees, and customers to a day of fun and fellowship on the golf course. It's a great way to get better acquainted with them and show appreciation for their contributions to your business.


The tournament is less than two months away. Don't delay, send your sponsorship and golfer registration information to the Miami Valley NARI office today, or register on line at www.naridayton.org. You can register a foursome immediately and add the names later. Individual golfers are welcome!

All members are invited to national board meeting

All NARI members are invited to attend the fall NARI Board of Directors meeting, which will be held September 27 to October 2 in San Antonio.

The meeting is held in conjunction with numerous other educational and NARI business activities. See the NARI members section of the national web site www.nari.org for a complete schedule of activities for the week.

Miami Valley NARI is entitled to three voting directors on the national board. If any of the chapter's officially designated directors do not attend the meeting other chapter members can be named to represent the chapter.



The Miami Valley NARI Golf Classic is September 21 at Beaver Creek Golf Club. Put this date in your PDA now!

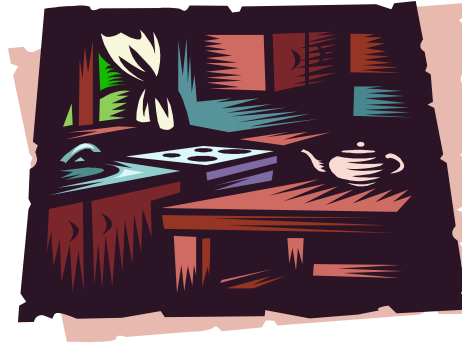
Kitchen & bath certification class starts September 8

NARI members in southwest Ohio will have their first close-to-home opportunity to attend NARI Certified Kitchen and Bath Remodeler (CKBR) study sessions and take the certification examination this fall.

A ten week preparation class will start on Wednesday, September 8, and continue through Wednesday, November 10. The certification examination will be on Saturday, November 13. All class sessions will be held from 6 p.m. to 9 p.m. at the NARI Office, 136 South Keowee Street, Dayton.

The three hour study sessions will be led by Kip Bohachek, CR, one of the most experienced NARI certification trainers in the country. Kip has conducted certification training for NARI members in southwest Ohio for over a decade. His dedication to the certification program is one of the reasons Miami Valley NARI has the

highest concentration of Certified Remodelers, Certified Remodeler Specialists, and Certified Lead Carpenters of any chapter in the coun-



try. The only candidates who have not successfully achieved certification under Kip's leadership are a few who had to drop out due to health problems or family emergencies.

The CKBR designation documents the remodeler's knowledge, technical expertise, and practical skill in kitchen & bath remodeling. The program covers such subjects as Computer Aided Design (CAD), materials selection, layout standards, installations processes, and trade guidelines.

Demand for kitchen & bath remodels is growing and both continue to be the most popular rooms in the home to remodel. The CKBR program offers remodelers the opportu-

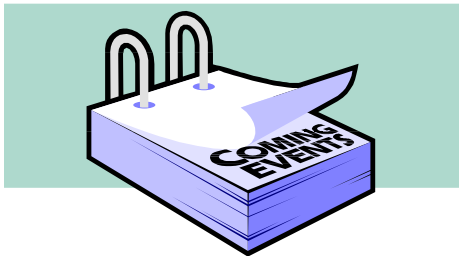
nity to become certified professionals in this important specialty area.

The program is open to individuals who have been working in the remodeling field for a minimum of five consecutive years. CKBR candidates must complete a qualification form, which outlines their educational background and practical experience in remodeling. Each class participant will receive a study guide and a business management book.

The total cost of the program for individuals who own or are employed by NARI member companies is \$580, which includes the application fee, the examination fee, and the study group fee. The total cost to nonmembers is \$915. Applications, with the application fee of \$385, are due at the NARI office by August 10.

You can obtain a CKBR application at the MVNARI web site, www.naridayton.org, or by calling the NARI office at 937-222-NARI.

Three members of Ohio Valley NARI have already enrolled in the program. NARI members from the Dayton area who want to join their Cincinnati neighbors in seeking this newest NARI professional certification should submit their applications as soon as possible.



July Dinner Meeting
Supplier Night - Tub Masters
July 28

August Lunch Meeting
"Tricks of the Trade" Roundtables
August 25
Neil's Heritage House

MVNARI Golf Classic
September 21
Beavercreek City G.C.

September Dinner Meeting
Supplier Night
September 22

**October Dinner Meeting
& Mini-Seminar**
Geology/Soil Issues
October 27
Neil's Heritage House

MIAMI VALLEY NARI
136 S KEOWEE ST
DAYTON, OH 45402