

Mini-seminar set for October meeting

This month's meeting of Miami Valley NARI will feature an extended educational program. In fact, it will actually be a two-hour mini-seminar on concrete and soil issues of concern to remodelers.

The meeting will be held on the evening of Wednesday, October 27, at Neil's Heritage House.

Featured speaker for the event is Pat Jacomet, executive director of the Ohio Aggregates & Industrial Minerals Association. Pat is a well-known expert in the field of aggregates and minerals. He has given technical presentations at seminars and workshops throughout the nation. Before joining OAIMA as director of technical services Pat was

a technical engineer with the Martin Marietta Aggregates operation near Xenia. In July 2001 he was named as acting executive director of OAIMA and was confirmed in that position in October 2001.

Joining Pat on the program will be Ken Taylor, P.E., who was the guest speaker at the August 2002 meeting of Miami Valley NARI, when he gave what several members later called "the best educational program of the year."

Ken is a retired senior vice president of Bowser-Morner, Inc., where he was in charge of all construction-related activities, including design, materials testing, and field testing of building materials. Before joining Bowser-Morner, Ken served with the U.S. Army Corps of Engineers and worked as a construction supervisor with the Indiana Highway Department.

Start time for the October NARI meeting is one-half hour earlier than usual—5:00 p.m. The educational program will be divided into two sessions, the first from 5:30 p.m. until 6:30 p.m.; the second from 7:15 p.m. until 8:15 p.m.

Dinner will be served from 6:30 p.m. until 7:15 p.m., and the evening will end with a dessert reception and Q & A session at the end of the formal presentation.

This expanded professional educational program is offered to Miami Valley NARI members at the regular meeting cost of \$20. The price for non-members is \$25. Please make reservations for the meeting by calling the NARI office at 937-222-6274, or send e-mail to dayton@naripro.org.

CotY deadline is just two months away

As this article is being written the deadline for submitting entries for the 2005 local Contractor of the Year Awards program is exactly two months away. Entries must reach the Miami Valley NARI office by the end of the business day on Monday, December 6.

If you intend to enter this year's CotY program you should be assembling your entry materials, especially photographs. Here, as found on the Miami Valley NARI web site, are some basic rules and techniques to follow to prepare a competitive CotY entry.

■ Pick your project(s) carefully. You do a great job on every project, but workmanship is only one element of a CotY award winner. Winning projects typically demonstrate creativity and expertise in solving specific problems or meeting a challenging client objective. E.G., you somehow manage to turn a damp, dirty basement into a bright, dry, comfortable home theatre and recreation area.

■ Take pictures! Before and after photos are required for each entry. Make it a point to take before photos at the start of every project. Take your after photos from the same angle, if possible, to show the judges the same perspective. Take lots of good quality pictures of your work. In fact, consider employing a professional photographer. This will insure that you have top-quality photos for your entry, and for use in trade and consumer publications,

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October Events

October Dinner Meeting & Mini-Seminar

Date & Time

5:00 p.m., Wednesday, October 27

Location

Neil's Heritage House

Program

Patrick Jacomet

Ohio Aggregates & Industrial
Minerals Association
and

Ken Taylor, P.E.

Bowser-Morner, Inc.

Two-hour mini-seminar

*on concrete, soil, and geological
matters of concern to contractors*

Cost

\$20 for NARI members

\$25 for non-members

Call the MVNARI office at 937-222-NARI or send e-mail to dayton@naripro.org to make reservations for this meeting.

My thoughts from San Antonio . . .

by Jeff Miller, CR, CLC

Hurst Total Home

I just returned from the NARI National board meeting in sunny San Antonio. For anyone that has not experienced a national board meeting, it is an opportunity to see how our association operates at that level. It is also an opportunity to network with contractors and suppliers from around the country. It is always interesting to me to see how we compare to other areas.

With the advent of the Internet and the global marketplace, we seem to be very contemporary in experiencing similar design trends as both the east and west coasts. We also seem to experience similar problems and

concerns, although many are not as severe in our area.

As for activities on a national front, Bill Bilbrey, CR and I were able to attend several committee meetings. We introduced our local Miami Valley NARI logo to the marketing committee. In government affairs we are working on model registration and licensing for those states that face pending legislation. National is also in the process of updating charter and affiliation information and defining permissions for the use of NARI trademarks.

Other national board business included a grievance brought to the board by a member of Milwaukee

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CotY deadline coming

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your own brochures and marketing presentations, your website, and anywhere else you want to show off your exceptional projects.

■ Remember when taking photos that both vertical and horizontal photographs are essential to have on hand. Sometimes magazines or newspaper space requires vertical photos, especially for magazine covers. By having both vertical and horizontal format photos you give your project a better shot at getting chosen for publication.

■ Review the CotY program information materials. All the details are included in the CotY packet, which you can find on the web site or request from the Miami Valley NARI office.

■ Plan your entry. Winning entries are always well thought out. Arrange photos, drawings, project descriptions, etc., in a way that's easy to follow from the beginning to the end of the project.

■ Follow the rules. Choose your category carefully, fill out the forms completely, and submit your entry by the deadline.

If you plan to enter projects in the regional/national CotY program there are additional deadlines for you to remember. Entries must be submitted in binders supplied by NARI. The deadline for ordering these binders from the national office is Wednesday, December 1. Entries must reach the national office by 5:00 p.m. Central Time, on Friday, January 7.

Winning a CotY award is the one of the highest honors a remodeler can receive. Preparing entries is time-consuming, but the rewards are great.

Miami Valley REMODELER

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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.

Good weather again greets MVNARI golfers

As it has been for the past several years the weather for the 2004 Miami Valley NARI golf tournament was just about perfect; the play by NARI golfers . . . well . . . maybe a little less than perfect in some cases.

When the last putt dropped and everyone assembled at the 19th hole for lunch the scorecards showed that the team of Jim Godfrey, Pella Sales, Tim Garrison, CR, CKD, Home Towne Construction, Steve Hesson, Housetrends Magazine, and Tom Fulmer, Allied Services won first place with a team

score of 11 under par. Jay Hurst, CR and Jeff Hurst, CR, Hurst Total Home, Steve Zimmer, CR, Steve Zimmer Home Improvement, and Todd Fantaci, Martin Marietta Aggregates were in second place at six under. The team of Scott Sowder and Tom Sowder, W.T. Sowder,



Steve Hesson, Housetrends Magazine, Jim Godfrey, Pella Sales, Tim Garrison, CR, CKD, Home Towne Construction, and Tom Fulmer, Allied Services took home first place trophies.

Mike Kline, Nations First Mortgage Banc and Red Hoffer, Requarth Lumber were proud to leave with a trophy representing the highest score (or last place). According to Kline, “we may not have torn them up, but we had a great time and got our money’s worth.”

Jason Mowery, Dark Star Marble, and Todd Fantaci won the longest drive contests, and Jack Kostak, All-Seal Home Improvement took closest to the pin honors.

Winners received trophies, gift certificates from Red Lobster and Beaver Creek Golf Course, and MVNARI shirts with the new logo.

Much credit for the success of the tournament goes to the sponsors, whose support lets NARI keep player fees low. The sponsors of this year’s tournament were All-Seal Home Improvement; Greater Dayton

Building & Remodeling, an Oberer Thompson Company; Airtron, Inc.; Dark Star Marble; Housetrends; Tub Masters; Insurance Works, LLC; and Requarth Lumber. Thanks also goes to the event’s chair, Brad Alexander, CRS, Blue Ribbon Home Improvement.

NARI Member Profile

Remodeling is just one thing Brentwood Builders does well

To help Miami Valley NARI members get better acquainted with each other The Remodeler invites member firms to submit articles about their business and their current activities. The preferred method for sending articles to NARI is by e-mail to dayton@naripro.org. This article from Brentwood Builders describes some of Brentwood’s recent commercial development activities in Cedarville.

“R” is for Remodeling, but for Brentwood Builders, Inc., remodeling is just one of the things they do well.

In NARI circles Brentwood has become known as an outstanding remodeler, winning five CoTY awards since 2000. Beyond NARI, however,

Brentwood is also known for problem-solving skills in the area of commercial and residential construction, using both construction management and design/build approaches to work with clients from concept to completion. In addition to residential new construction, their projects have included churches, medical facilities, schools and multi-family condominiums.

Working in conjunction with sister company, Brentwood Properties, Inc., they purchase and develop properties in the Miami Valley area.

Brentwood is also committed to community and local development in the Village of Cedarville, home to the 25

year old company. Hearthstone Inn & Suites, a 20 room country inn, was completed in 2001 and offers unique accommodations to area visitors. In 2003 Brentwood completed its own 4700 square foot office building.

Currently under construction is Cedarville Crossings, a retail and professional condominium building with condos for sale or lease. Cedarville Crossings will be the new home for the Cedarville branch of the Greene County Library.

Brentwood owner, Joe Harkleroad, has been eager to help the Library move from its present over-crowded facility to

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Brentwood Builders

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a place where they can expand. The library condo will provide over 5100 square feet of space with office, meeting room and a work room. Cedarville Crossings has the capacity to house seven to eight other professional offices or businesses.

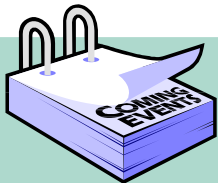
Whether it's remodeling or new construction, Brentwood is committed to delighting its clients with the process as well as the finished product.

President's message

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NARI in a member vs. member action. The board voted not to uphold the ruling of the chapter. The nature of the grievance was not the issue; rather had the chapter exhibited due process. National is now tasked to examine the process and to prevent such actions from reaching the national board in the future.

As for the financial state of national, NARI posted a profit of \$350,000 of which \$70,000 was from the education department and other funds came from investments increased national and local membership. The next national board meeting is scheduled for Chicago next spring. If anyone is interested in attending the next meeting or would like additional info on this meeting past, let me know.



October Dinner Meeting & Mini-Seminar

Geology/Soil Issues
October 27

Neil's Heritage House

Membership Breakfast

October 14 at Cracker Barrel
Miller Lane (Little York Rd. exit)

Southwest Ohio firms are on QR list

A total of 14 remodelers from southwest Ohio have made it onto the 2004 *Qualified Remodeler* magazine elite list of the nation's top 500 remodeling contractors. Not surprisingly, 10 of the 14 are NARI members.

Just one spot from the top of the list, in the number two position nationally, is Champion Window and Patio Rooms. Champion, which has its corporate headquarters in Cincinnati, has branches in 56 cities throughout the nation, including Dayton and Cincinnati. Champion is an active member of both Miami Valley NARI and Ohio Valley NARI, and several other NARI chapters.

Gilkey Window Company, a Miami Valley NARI member with several branches in Ohio, Kentucky, and Illinois, also appears among the top 20 on the QR list at number 19.

Other Miami Valley NARI members on the QR list are All-Seal Home Improvement, Angler Construction, Craftsman Home Improvements, Buschurs Home Improvement Center, and John Stanforth Construction. Also making the list from the Dayton area were non-members C. W. Hittle and Bath Creations.

Ohio Valley NARI members cited by *Qualified Remodeler* were, in addition to Champion, Neal's Remodeling, Weather Guard, and Pendery Construction. Other Cincinnati remodelers on the 2004 list are Equity Remodel and Apex Restoration Contractors.

In articles published in connection with the Top 500 list QR reports that coping with increased insurance expenses, finding and retaining highly-qualified employees, and managing business growth are among the most serious problems remodeling contractors faced in 2003.

"Our company has had two equally important challenges over the past year. First, finding the 'A' players to work with us in our company. Second, even with that problem we still have to manage our growth," a co-owner of one firm from the lower third of the list told the magazine. "Even with this large challenge, we went from \$1.3 million in revenues in 2002 to over \$2 million in 2003."

Many Dayton and Cincinnati remodelers would probably endorse those comments based on their experience in 2003.

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