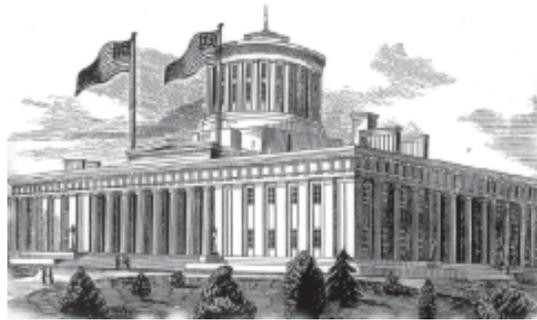


March meeting will focus on important government issues State remodeler registration and USEPA lead paint regulations to be discussed

It may not be the most entertaining NARI event you ever attend, but the March 9 dinner meeting at the Holiday Inn I-275 North is one of the most important regular meetings Ohio Valley NARI has ever scheduled. It will deal with two critical subjects, statewide remodeling contractor registration in Ohio and proposed new EPA lead paint regulations that would subject remodeling contractors to requirements similar to those that apply to asbestos.

Mike Lange, president and legislative affairs chair of NARI of Central Ohio, and Jim Turner, immediate past president of the Columbus area chapter, who have been the point



people for Ohio NARI chapters on state legislation, will be on hand to discuss a NARI initiative to present acceptable remodeling contractor registration legislation to the legislature.

A copy of a draft of possible legislation is enclosed with this newsletter and is available in the Members Only section of the Ohio Valley NARI web site. Please read this draft prior to the meeting and come ready to make comments and suggestions.

The other matter on the meeting agenda is equally important. The U.S. Environmental Protection Agency proposes to adopt a regulation that would essentially require every contractor and worker in the remodeling industry to receive extensive lead paint training and be certified, much as asbestos workers are trained and certified.

If the regulation is adopted "Certified Renovators" will be required on any project that may involve lead paint. A copy of the EPA Call for Comments is enclosed with this newsletter and is available on the web site. Please read it and be ready to discuss it during the meeting.

The meeting will be at 6:30 p.m. Thursday, March 9, at the Holiday Inn I-275 North, Hoch Road at the Route 46/Lebanon Pike exit from I-275 (Exit 46). To make reservations for this important dinner meeting call the NARI office at 800-498-6274. The cost of the meeting is \$25 for NARI members.

Call NARI to R.S.V.P.

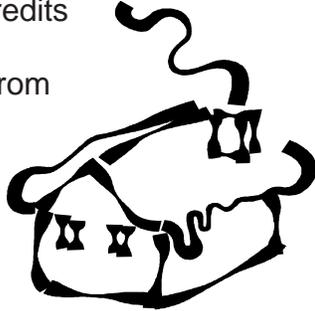
- What:** March Dinner Meeting
Program: Statewide Remodeler Registration
USEPA Lead Paint Regulations
When: Thursday, March 9
Where: Holiday Inn I-275 North
Hauck Road at I-275 Exit 46
Time: 6:30 p.m.
Cost: \$25 for NARI members
RSVP: Ohio Valley NARI at 800-498-6274

IRS publishes rules for tax credits for energy efficiency improvements to homes

The Internal Revenue Service has published the rules for home owner tax credits available under the Energy Policy Act of 2005.

During 2006 and 2007 individuals can make energy-efficiency improvements to their homes and deduct a portion of the cost of the improvements from their federal income tax. These are credits toward payment of tax owed, not deductions from taxable income.

Contractors offering energy-efficient home improvements can assure their customers that their purchases will qualify for the tax credit if certain energy efficiency requirements are met. The Energy Policy Act of 2005 provides tax credits of up to \$500 for home owners who buy qualified energy efficiency improvements in 2006 and 2007. Tax credits available for improvements to existing homes are as follows.



- Windows and skylights that meet International Energy Conservation Code requirements qualify for a tax credit equal to 10% of the cost, up to a \$200 credit.
- Exterior doors meeting IECC requirements, 10% of the cost, up to a \$500 credit.
- Metal roofs that are Energy Star qualified, 10% of cost, up to a \$500 credit.

- Insulation that brings the home up to IECC standards, 10% of the cost, up to a \$500 credit.
- Central AC; air source heat pumps; geothermal heat pumps; gas, oil or propane water heaters; and heat pump water heaters meeting various minimum standards carry a flat credit of \$300.
- Gas, oil, or propane furnaces or boilers AFUE 95 have a flat credit of \$150.
- "Advanced" main air circulating fans have a credit of \$50.

The maximum total credit for tax years 2006 and 2007 is \$500. No more than \$200 of the credit can be attributable to expenses for windows. To qualify for credits items must be installed after December 31, 2005, and before January 1, 2008. For detailed information about energy tax credits for home owners see the IRS web site www.irs.gov/pub/irs-drop/n-06-26.pdf.



Marsh hosts OVNARI at February meeting

As usual, there was a great turnout for the February supplier night meeting at Marsh Building Products in Loveland. Nearly 30 NARI member company representatives, plus a large contingent from Marsh, enjoyed a dinner catered by the Montgomery Inn and heard presentations on the state of the siding industry and the business outlook for the remodeling and home building industries. In the photo, left to right, Larry Kessler, CKBR; Norb Boh, CR, and Steve Zimmer, CR, dig into the dinner buffet.

THE NARI RENOVATOR A Publication of Ohio Valley NARI

The NARI Renovator is produced by Ohio Valley NARI as a service and benefit to its members. The organization's office is located at 136 South Keowee Street, Dayton, Ohio 45402; (800) 498-NARI or fax (937) 222-5794.

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2007 CotY award entry preparation should begin long before deadlines

Last year the judges of the local Contractor of the Year awards considered more than 50 entries submitted by NARI members. Unfortunately, over half the entries—35 to be exact—came from the members of one chapter, Miami Valley NARI. The remaining entries were by members of the Tri-County, East Central Ohio, and Ohio Valley chapters.

What do our neighbors in Dayton know that remodelers in Cleveland, Akron, Canton, and Cincinnati apparently don't? Perhaps they understand the powerful marketing value of a CotY award. Or maybe they just appreciate the honor of being recognized for outstanding work. Whatever the reason, Miami Valley NARI members have a long history of enthusiastic participation in the CotY program, so they must find something of value there.

There are certainly at least as many outstanding remodeling projects completed in the Cincinnati area every year as there are in Dayton. The fact that OVNARI members who regularly submit CotY entries—Murphy Home Improvement and Neal's Design Remodel come to mind—often receive regional and national awards is proof of that. A lot of great remodeling projects in and around Cincinnati must be going unrecognized.

The reason often cited by NARI members for not submitting their most outstanding projects for CotY consideration is "time." The fact is that putting a CotY entry together doesn't take all that much time, if you have all the elements you need to do it. If you have to run around at the last minute trying to find before and after pictures, project documents, releases and certifications you may very well be out of time.

The secret is: Don't wait until the last minute. When you start a project you know is CotY-quality the first task on the job schedule should be taking a full set of "before" photos. You may also want to set up a CotY entry file

just for the project. If you add entry material to this file as the project progresses you'll have everything you need to put your entry together already collected.



Exact deadlines for the 2007 local and national CotY awards haven't been announced yet, but it's safe to assume that you should be prepared to have your entries ready for submission early in November. If you plan on that basis starting now you won't have a time crunch in October.

The 2007 CotY packet isn't available yet, but all the essential information, except for exact deadlines, is in the 2006 packet, which is still available in the Members section of the OVNARI web site www.naricincinnati.org.

Preparing a winning CotY entry isn't difficult or time-consuming, if you start now—or in the next few months. It may be next to impossible if you wait until the last week of October!

The mission of Ohio Valley NARI is:

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

These missions are carried out by:

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

Goals of chapter to accomplish mission:

- ✓ To provide education to enhance professional and personal competencies.
- ✓ To create and encourage networking.
- ✓ To develop and promote the profession.
- ✓ To serve as a resource center.
- ✓ To provide quality publications to members.
- ✓ To improve membership and membership participation.
- ✓ To improve consumer awareness.
- ✓ To remain proactive on current and pending legislation.



Ohio Valley NARI

Serving the Cincinnati Metropolitan Area

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Coming Events

March Dinner Meeting

Thursday, March 9, 6:30 p.m.

Holiday Inn I-275 North

Ohio NARI Chapters State Registration Plan

New Lead Paint Requirements Proposed

April Meeting

Thursday, April 20

(Scheduled one week later than usual
due to Holy Week and Passover)

Hosted by Pella

“How to Run a Profitable Business”

Time and location TBD

May Meeting

Thursday, May 11, 6:30 p.m.

Holiday Inn I-275 North

Business topic TBD plus

“Preparing Winning CotY Entries”

Baseball Outing

Reds vs Cleveland Indians

7:10 p.m., June 30

Great American Ball Park - Redlegs Landing



NARI exhibits at remodeling show

Ohio Valley NARI was among over 100 exhibitors at the first Greater Cincinnati Remodeling Show in January at the Sharonville Convention Center. In addition to introducing NARI to thousands of homeowners the show brought membership inquiries from other exhibitors. About 30 membership packets were distributed at the show and additional mailings were sent to other prospects after the show. In the photo Larry Kessler, CKBR, (left) and Jeff McCoy (center), who were among several NARI members who represented the chapter at the exposition, are shown with a visitor to the NARI booth.