

See the latest in fixtures at April NARI meeting Ferguson to host dinner meeting at Sharonville bath, kitchen & lighting showroom

It's no secret that kitchens and baths are not only the most popular remodeling projects, but also the projects that typically offer the highest return on investment. Or at least they offer the highest return if they have elements that will stay in demand over the long term. (Hint: that's probably not turquoise appliances or Danish-modern inspired fixtures.)

One way to make a good guess about home features likely to have enduring appeal is to find out what's in favor among high-end new home buyers. When it comes to kitchen, bath, and lighting products who knows better what's in demand in the high-end market than the nation's largest distributor of plumbing supplies as well as lighting and HVAC equipment? That would be Ferguson Enterprises.

Ferguson, which has ten facilities in the area from Dayton to Florence, Kentucky, will host the April meeting of Ohio Valley NARI at the

kitchen, bath, and lighting showroom at 11860 Mosteller Road, in Sharonville. The showroom is just north of I-275 exit 44.

The meeting will include a buffet dinner hosted by Ferguson. There will be presentations by Ferguson personnel as well as manufacturers representatives, and plenty of time to tour the showroom displays.

It's an opportunity to see the latest and greatest products for kitchen and bath remodels, and to get acquainted with the Ferguson people who can help you serve your clients.

For a preview of what you will see at the meeting take a look at the video at the following URL: http://www.ferguson.com/Showrooms/showrooms_index.shtml#

The meeting will start at 6:30 p.m. on Wednesday, April 11. That's a special night, because the showroom is open to the public on the regular NARI meeting night of Thursday.

It's another great professional education and personal networking opportunity offered by Ohio Valley NARI.

Plan to join other NARI members at the Ferguson Enterprises showroom in Sharonville on April 11.

Since Ferguson is hosting the meeting please give them the courtesy of notifying the OVNARI office by phone (800-498-6274), FAX (937-222-5794), or e-mail (info@naricincinnati.org) if you will attend.

Ferguson Enterprises is a national member of NARI and belongs to both Ohio Valley NARI and Miami Valley NARI.



See the latest in plumbing fixtures and other products at the April Ohio Valley NARI meeting.

Call NARI to R.S.V.P.

What: Supplier Night Meeting

Date: Wednesday, April 11

Time: 6:30 p.m.

Where: Ferguson Enterprises
11860 Mosteller Road, Sharonville

Cost: Hosted by Ferguson Enterprises

RSVP: Ohio Valley NARI at 800-498-6274

Features of high-end homes tend to “trickle down” and stick around

High-end homes are the bellwethers of the housing industry. Remodelers who keep an eye on what is happening with million-dollar homes—okay, in southwest Ohio maybe even half-million dollar homes—will be in a better position to advise their customers on home improvements that will yield the most lasting value.

Here are few current trends compiled from several sources.

In the kitchen

Highly-polished stone countertops and stainless steel are “out,” colors, warmth, engineered stone, and solid-surface countertops are coming in or coming back. Luxury brand and top-of-the-line appliances are in demand.

In the bath

Utilitarian is “out,” luxury, such as more space (often with heated floors), outside soaking or whirlpool tubs, and multi-head built-in showers are “in.” Custom tile treatments are popular.

On the floor

Wood floors have been, are now, and probably always be a safe choice. High-end linoleum—yes, linoleum—is reportedly showing up in more and more fashionable homes.

Home design

Open, with kitchen, dining room, and family room blending into a single space, is still “in,” and shows no sign of leaving.

Call it “universal design,” “accessibility enhancements,” or whatever euphemism you prefer, making homes more “user friendly” (but still very stylish) to aging “boomers,” not to mention younger physically challenged individuals, is “in” and will enhance the value of the home. If you can do it without making the details too obvious, all the better.

High tech enhancements

The national Contractor of the Year Awards program now includes a category for Home Theater, and for good reason. This is one of the most in-demand remodels and new home features going these days.

Putting built-in speakers in the walls or ceilings of every room is probably a safe bet, but beware of installing currently standard wiring and cables throughout a project. The composite video cables and 75 Ohm coax of a few years ago are now useless or soon will be. Don’t bet on component video, digital audio coax or fiber optical, or even HDMI hanging around for decades. Put in conduits to make it easy for future techies to run whatever wires or cables they need.

I gotta be me!

As all builders and remodelers know, every home owner wants a living environment that reflects his or her taste and individuality, but personal statements outside of mainstream trends can quickly date a home, and cost the home owner dearly.

It’s fine that olive or lilac is your favorite color, and the countertop and cabinet companies are more than willing to accommodate, but you are one of a small minority. The chance of finding a kindred spirit among buyers when you want to sell your home isn’t good.

“Average” remodeling clients—which includes most of us and most of our clients—can make the best guess about what colors, materials, styles, and projects will maintain their appeal and value over time by following the latest trends in the high end new construction market.



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.

Ohio Valley NARI Board of Directors

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NARI joins with E-Myth to offer business management course on line

NARI has teamed up with E-Myth Worldwide, a supplier of business development education programs for small businesses, to make the innovative "E-Myth Essentials" online course to all NARI member companies in 58 chapters.

The E-Myth Essentials course was designed to help business owners learn how to develop and improve business systems, and how to gain more time, more money, and more life.

"E-Myth has an excellent reputation and is a recognized leader in their field," said Everett Collier, president of NARI. "The course will give NARI members a valuable resource to help them identify and close gaps in their business development skills and knowledge.

"Providing our members with new tools to enhance their businesses will help encourage their success and improve economic competitiveness," said Collier. "We strongly urge our members to use this free interactive training to build a business that works more optimally."

"For three decades, we have been at the forefront of business skill development education for entrepreneurs," said Bill Schlegel, CEO of E-Myth. "We have created solutions and services that have fundamentally altered how small businesses learn the skills they need to survive and thrive.

"Our online products transcend geographical challenges and have made learning more convenient for clients from around the world," continued Schlegel. "We are committed to enabling small businesses to fully harness their potential, and for business owners themselves to achieve a richer, fuller life.

"We're excited that NARI will be using our e-learning curriculum. We intend to create a great learning experience for NARI's members, and we'll be providing them with content that addresses the needs of remodeling industry professionals. This contract is a testament to NARI's strong commitment to delivering professional development opportunities to their membership."

Successful completion of the course will

help members gain knowledge and understanding of the integrative nature of the key areas of any business, including Leadership, Marketing, Money, Management, Lead Generation, Lead Conversion and Client Fulfillment.

NARI elects new national officers

At the Spring 2007 Board of Directors meeting, the National Association of the Remodeling Industry named Immediate Past President Everett Collier, CR, Collier Ostrom, Inc., Remodeling Contractors, San Francisco, CA, as chairman of the board and Thomas J. Hagner, CRS, Better Building by Weather Seal, Racine, WI, as president. Renee Rewiski, *Remodeling News*, Ramsey, NJ, was elected as president-elect.

Other officers elected and announced during the meeting were William Carter, CR, CKBR, William E. Carter Company, Sacramento, CA, 2nd vice president; Paul Zuch, CR, Capital Improvements, Allen, TX, 3rd vice president; Michael Hydeck, CR, CKBR, Hydeck & Mackay Builders, Inc., Telford, PA., treasurer; and Dean Herriges, CR, CKBR, Urban Herriges & Sons, Inc., Mukwonago, WI, secretary.

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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Here's a great place to spend a June evening

Everyone who has ever joined the NARI baseball party in Redlegs Landing at Great American Ball Park has come back the next year. There must be a reason people who know what this event is all about come back year after year, and even arrange other activities so they won't miss it. It's just plain fun, and it's a bargain when you consider everything you get for the small price--tickets to a usually sold out "premium" game, an all-you-can-eat ballpark food buffet, bottomless cups of beer and soft drinks, the company of other NARI members, and a private party area to enjoy it in. This year's party at Redlegs Landing is on Saturday, June 9. There's an order form in this newsletter. Order your tickets now and get in on the fun at Great American Ball Park when the Reds play the Indians on June 9.



Coming Events

April Supplier Night

6:30 p.m., Wednesday, April 11

Ferguson Enterprises

11860 Mosteller Road

Sharonville

May Supplier Night

6:00 p.m., Thursday, May 10

Marsh Building Products

10078 East Kemper Road

Loveland

Baseball Outing

7:10 p.m., Saturday, June 9

Great American Ball Park - Redlegs Landing

Cleveland Indians vs. Reds

Golf Tournament

10:00 a.m., Thursday, August 9

Sharon Woods Golf Course

11355 Swing Road