



# THE NARI RENOVATOR

The Ohio Valley Chapter of the National Association of the Remodeling Industry

June 2008

[www.naricincinnati.org](http://www.naricincinnati.org)

## Two Ohio Valley NARI members win national CotY awards Neal's Design & Remodel and Murphy Home Improvement are only winners in region

NARI Region IV would have been shut out of the National Contractor of the Year Awards but for entries from two Ohio Valley NARI Members. Projects by Murphy Home Improvement and Neal's Design & Remodel were the only entries from Ohio, Michigan, Indiana, and Kentucky among the 27 National CotY Award winners announced at the 2008 Evening of Excellence in March.

Neal's national award-winning project was actually an outgrowth of a project that won a local CotY. The home owners engaged Neal's to build a wine closet that won the local CotY award for an interior project. Then they decided they also wanted an attractive outdoor living and entertainment area where they could enjoy their wine.

Again Neal's Design & Remodel came up with a local CotY award winning project, this time in the Residential Specialty (Exterior Addition) category. The project subsequently



*This spectacular fireplace is part of an outdoor living room that brought a national CotY Award in the Residential Specialty category to Neal's Design & Remodel.*



*Murphy Home Improvement won local, regional, and national CotY recognition for the exterior remodel of the firm's own building.*

won the Region IV award in the Residential Exterior Specialty Category, then was named as the national winner.

Murphy Home Improvement won local and regional Contractor of the Year Awards in the Commercial Exterior category for remodeling the exterior of their own building then went on to win the National CotY for the project.

# USEPA announces new lead paint rules for contractors

To further protect children from exposure to lead-based paint, the United States Environmental Protection Agency has issued new rules for contractors who renovate or repair housing, child-care facilities or schools built before 1978.

Lead paint rules have been in place for many years, but they have focused on providing information to home owners. Under the new rules, workers must follow lead-safe work practice standards to reduce potential exposure to dangerous levels of lead during renovation and repair activities.

"While there has been a dramatic decrease over the last two decades in the number of children affected by lead-poisoning, EPA is continuing its efforts to take on this preventable disease," said James Gulliford, EPA's assistant administrator for Prevention, Pesticides and Toxic Substances. "The new rules will require contractors to be trained and to follow simple but effective work practices to protect children from dangerous levels of lead."

The "Lead: Renovation, Repair and Painting Program Rule," which will take effect in April 2010, prohibits work practices that could create lead hazards. Requirements under the rule include specific lead-safe work practices, and certification and training of contractors and maintenance professionals working in pre-1978 housing, child-care facilities and schools. EPA plans to conduct an extensive education and outreach campaign to promote awareness of the new requirements.

The rule covers all rental housing and owner-occupied homes where children under six and pregnant mothers reside. The new requirements apply to renovation, repair or painting activities where more than six square feet of lead-based paint is disturbed in a room or where 20 square feet of lead-based paint is disturbed on the exterior. Affected contractors include remodelers, painters, plumbers and electricians. Trained contractors must post warning signs, restrict occupants from work

*(Continued on page 3)*

## NARI adopts major changes to national bylaws in March

At the national board meeting in March NARI adopted some very significant bylaw changes that materially alter the governance of the association.

A major change to the governance structure is establishment of the House of Delegates, consisting of chapter representatives. The NARI Board of Directors will consist of the five elected officers, the chairs of the eight standing committees, the chairs of the Contractor Council, the National Member Council, the Past Presidents Advisory Council, and the Chapter Executives Forum. The executive vice president is a non-voting member of the board. The House of Delegates will elect the officers and appoint the other members of the Board of Directors.

Representation in the House of Delegates is proportional to chapter size and ranges from one delegate for chapters with 15 to 49 members to five delegates for chapters with more than 200 members. Ohio Valley NARI will have two seats in the House of Delegates.

The first meeting of the House of Delegates is set for Thursday, September 11, during the fall NARI National Business Meeting in Baltimore.

The new bylaws eliminate the position of regional vice president.



### 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.

#### Ohio Valley NARI Board of Directors

*Chairman of the Board:* Larry Kessler, CKBR, Kessler Construction Services

*President:* Brett Howard, Pella Windows & Doors

*Vice President:* Greg Pitsick, Bluestone Construction LLC

*Directors:* Matt Bliemeister, Nationwide Floor & Window Coverings; Ed Kramer, CR, CKBR, Cabit Design; April Cowan, CKBR, The Front Gate; Scott Beard, Building Value

## Ferguson entertains prospective NARI members at casino night event

There was a big turnout when Ferguson Enterprises hosted NARI members and prospective members from Dayton and Cincinnati at a casino night party to promote membership in Miami Valley NARI and Ohio Valley NARI.

The event, held at the Ferguson Kitchen, Bath & Lighting Showroom in Sharonville on May 1, attracted a crowd of nearly 100 guests, Ferguson associates, and vendor representatives. The bar and hors d'oeuvres buffet opened at 4:00 pm. The blackjack, craps, and roulette tables opened at 5:00 pm, and everyone was still having so much fun at 8:00 pm, the scheduled wrap-up time, event organizer Billy Brinck kept the tables open an extra half hour.

There was a NARI information table right inside the front door with membership packets for Miami Valley NARI and Ohio Valley NARI. OVNARI actually received a signed application on the spot.

In addition to promoting NARI membership the casino night party offered members of southwest Ohio's two NARI chapters an opportunity to socialize and get acquainted.

NARI membership is growing rapidly in the Cincinnati-Dayton region. In May Ohio Valley NARI added three new members for a total of eight so far in 2008. To the north Miami Valley NARI has 13 new members so far in 2008, and five applications were pending approval at the MVNARI May board meeting.

NARI membership in southwest Ohio is



*Casino night guests received a warm reception at the Ferguson Enterprises Kitchen, Bath & Lighting Showroom.*



*The dice table was always crowded during the Casino Night party for NARI members and prospects at Ferguson.*

approaching 250 and should pass this milestone in a month or two. As the association grows in size and prominence in the region, the value of NARI membership and the NARI brand will increase. If you know a contractor or supplier that is not a NARI member, but should be, tell them about NARI and tell the NARI office about them!

### **Lead paint rules** *(Continued from page 2)*

areas, contain work areas to prevent dust and debris from spreading, conduct a thorough cleanup, and verify that cleanup was effective.

Lead is a toxic metal that was used for many years in paint. It was banned for residential use in 1978. Exposure to lead can result in health concerns for both children and adults. Children under six years of age are most at risk because their developing nervous systems are especially vulnerable to lead's effects and because they are more likely to ingest lead due to their more frequent hand-to-mouth behavior. Almost 38 million homes in the United States have some lead-based paint.

For more information on EPA's lead program, or to obtain copies of the rule and information on how to comply, visit: <http://www.epa.gov/lead>. For copies of the educational brochures on this new program, call 1-800-424-LEAD [5323].

## Marsh hosts NARI members in May

Ohio Valley NARI members saw more of Loveland than they expected (or many knew existed) on their way to the May supplier open house meeting at the Marsh Building Products Loveland location, but those who navigated the four-mile detour found the trip more than worthwhile.

In addition to providing a bountiful pizza, pasta, and salad buffet Marsh brought guest speaker Dennis Hart from Chicago to discuss vinyl windows and the vinyl window market in general.



*Dennis Hart, sales manager of Midway Windows and Doors was the guest speaker at the May OVNARI meeting at Marsh.*

Dennis is the sales manager for Midway Windows and Doors, Inc., a company that has served the Chicago area and selected distributors throughout the Great Lakes region since 1963. They offer high-end vinyl window products that are manufactured the old fashioned way – one at a time, specifically for individual client's needs. Dennis discussed the specific niche filled by vinyl windows in the remodeling market and explained the design and manufacturing features that characterize economy, mid-range, and high-end vinyl windows.

The May meeting was the last scheduled Ohio Valley NARI dinner meeting until September.

## OVNARI adds two educational meetings to 2008 chapter activities calendar

Two educational events have been added to the Ohio Valley NARI 2008 activity calendar, filling out the calendar for the year.

In September the new EPA lead paint regulations and contractor responsibilities under the regulations will be the focus of presentations at a dinner meeting. Remodeling contractors have been responsible for informing home owners about the potential hazards of lead paint for many years, but the new regulations, which take full effect in 2010, give contractors increased responsibility for remediating lead paint hazards and for minimizing the potential for lead paint exposure during remodeling.

The meeting is set for 6:30 p.m. Thursday, September 11, at the Holiday Inn I-275 North, Hauck Road at I-275 Exit 46.

See the article on page two of this newsletter for more information about the new lead paint rules.

The November meeting will feature informational round tables on business subjects of vital interest to contractors. Guests with expertise in the areas of workers' compensation, law, insurance, and accounting will give brief presentations on their specialties, then will be available for questions and answers and interactive discussion at tables around the room.

A similar Ohio Valley NARI meeting in May 2006 drew a large and enthusiastic crowd that remained until mid-evening moving from table to table, asking questions, and generally taking advantage of the free expert advice and consultation available from the guests.

The meeting will be at 6:30 p.m. Thursday, November 13, at the Holiday Inn I-275 North.

Other previously-announced NARI events for the remainder of the year are the baseball outing at Redlegs Landing on July 19, the golf tournament at Glenview Golf Course on August 14, the Feature Vendor Night on October 9 at the Holiday Inn I-275 North, and the Evening of Excellence Dinner on December 11 at the original Montgomery Inn.

# Baseball and golf outings are on OVNARI summer activity schedule

Only a handful of tickets are left from the original order for seats in Redlegs Landing at Great American Ball Park for the July 19 game between the Reds and the New York Mets.

We can get some additional tickets, but it will be a lot easier for everyone if the NARI office doesn't have to hit the Reds Group Sales office with a large last-minute order the week of the game. In fact, there's no guarantee we will be able to get more seats at the last minute. If you want to be sure of joining the OVNARI party at the ball park on July 19, order your tickets now. Use the form contained in this newsletter or call the NARI office at 800-498-6274 to get your company on the ticket list.

This is the fourth year NARI has booked Redlegs Landing for a baseball party, and attendance has increased every year.

This is the Reds Hall of Fame induction game. Before the first pitch the club will honor 2008 inductees Barry Larkin, Cesar Geronimo, Joey Jay, and the late Garry Herrmann. Plan to get to the ball park early because the first 20,000 fans through the turnstiles will receive a free hat commemorating the 50th anniversary of the hall of fame.

As those who have attended past NARI baseball parties know, Redlegs Landing has

regular stadium seating, plus a large picnic area with tables, and a private concession stand where almost-all-you-can-eat-and-drink food and beverages are served.

The cost is just \$65 per person. That's not much more than you would pay if you bought a ticket and had a couple beers and brats, plus a bag of peanuts. And you wouldn't have a spacious private area to enjoy your food and the company of your remodeling business friends.

The fun continues in August with the 13th Annual OVNARI Golf Tournament on Thursday, August 14, at Glenview Golf Course. For just \$125 per person (\$105 for companies that register 12 or more players) NARI members and their guests will enjoy a round of golf at one of the area's finest public courses, lunch at the turn, beverages from the cart, a buffet dinner, and prizes (if you win them, of course).

A few sponsorship opportunities are still available. Contact the Ohio Valley NARI office, or golf chairs Jeff McCoy and Steve Zimmer, CR, for details.

## Such a deal!

### Discounts available to Ohio Valley NARI Members

*Cincinnati Business Courier* advertising contact Wende Powell (513) 337-9454

*Cincinnati-Northern Kentucky Home Improvement* magazine advertising contact Greg Smith (513) 615-9014

Frank Gates Service Co. NARI Workers Compensation Group Rating Program contact Al Gardner (800) 777-4283 ext 757

Kinker-Eveleigh Agency NARI property and casualty business insurance program contact Don Ebding (513) 936-1284

#### 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

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### Frank Gates is changing its name but not the services and savings for NARI members

In April The Frank Gates Service Company, which has been providing workers' compensation group rating service to Ohio Valley NARI members for many years, began the transition to a new name — Avizent (pronounced ah-VYE-zent).

The ownership and management of Avizent/Frank Gates remain the same. There will be no changes in services or administrative procedures. Al Gardner will continue to be NARI's principal contact at the firm's Columbus office.

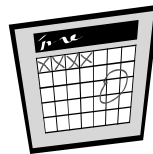
Workers' compensation rates are rising and the increases will affect the rates of every employer, including group program participants, but the alternative to being in a group rating program is even worse. During a recent visit to the NARI office Al gave an example of a firm that saw a 100% rate increase to \$1,500 a year. It sounds high, until you consider that outside a group program the same company would pay over \$5,000 a year!

One Ohio Valley NARI member commented that he didn't understand how great the savings can be until he missed the open enrollment period and had to wait a year before joining the program.

If you are not one of the 17 OVNARI mem-

bers currently enrolled in the Avizent/Frank Gates program, or are in another group rating program, you are paying too much for workers comp coverage.

For information about the Avizent program call Al Gardner at 800-777-4283 extension 28757.



### Coming Events

#### Baseball Outing

Reds vs New York Mets

7:10 pm, Saturday, July 19

Redlegs Landing, Great American Ball Park

#### Golf Outing

Thursday, August 14

Glenview Golf Course

10965 Springfield Pike

#### September Meeting

6:30 pm, Thursday, September 11

Holiday Inn I-275 North

Hauck Road

"The New EPA Lead Paint Regulations"