

April OVNARI meeting will focus on state registration Expected legislation by Rep. Trakas still not introduced as mid-April approaches

It's already mid-April as this is written and the long-awaited Ohio contractor registration bill is still a work in progress. The positive interpretation of this is that a series of eight important issues identified by representatives of five of Ohio's six NARI chapters at a meeting held on March 17 in Columbus are being seriously addressed.

A discussion of contractor registration in Ohio will be the focus of the April meeting of Ohio Valley NARI, to be held on Thursday, April 22, at the Holiday Inn I-275 North.

The Columbus meeting and a subsequent letter to State Representative James P. Trakas culminated weeks of discussion among NARI members and chapters in Ohio. The occasionally contentious debate led to a personal visit by NARI's National President Mark Brick, who attended the meeting and made important contributions. Other participants in the meeting included Landa Masdea Brunetto, IDS, the NARI national government chair, and Kip Morse, president/general

manager of the Central Ohio BBB.

Remodeling contractor registration re-emerged as an active issue in June 2003, but the first actual draft of a bill wasn't generally available to most NARI members and chapters until mid-February. All members of Ohio Valley NARI received copies of this 53 page document and a four page summary, and were invited send comments to the OVNARI office. NARI chapters in Dayton, Columbus, Canton, and Akron took similar action. By the time of the March meeting all NARI members had had an opportunity to express their opinions on the legislation.

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Call to RSVP

What: April OVNARI Dinner Meeting
When: Thursday, April 22
Where: Holiday Inn I-275 North
 Hauck Rd., near Rt. 42 & I-275
Time: 6:30 p.m.
RSVP: Ohio Valley NARI at 800-498-6274
Cost: \$25/\$30 Members/Nonmembers



Marsh entertains OVNARI at March meeting

Lloyd Showwalter, Central Region sales manager for Alcoa Building Products, was the featured presenter when Marsh Building Products hosted Ohio Valley NARI at the Marsh Loveland location for the chapter's March meeting. In addition to an information-packed presentation the meeting featured a buffet catered by the Montgomery Inn.

Another great visit to Marsh in March by Greg Fischer, CR, President of Ohio Valley NARI

Again, Greetings Faithful Readers,

What a meeting Ohio Valley NARI had in March! Our March meeting was at Marsh Building Products new Loveland facility. We had around 40 (next month we are counting heads) in attendance which made for a very lively meeting. Marsh has graciously hosted a meeting annually for more years than I can remember, and year the meetings at Marsh seem to get better and better. Neil Winter always goes out of his way to make the OVNARI members welcome by serving the very best in food and drink. Montgomery Inn was the main fare, but Neil also sought out the very best chips and beer of the Tri-state. We really enjoyed your hospitality, Neil.

Marsh invited Lloyd Showalter from Alcoa Building Products to speak to us. Lloyd's message was more about setting ourselves apart from other competitors than exterior building products. We learned confidence-building sales techniques that will help in our business no matter what trade your company

features. We also learned that even though the siding business is now a mature industry, Alcoa is introducing new leading edge products to give our businesses the same advantage that Alcoa finds through their superior management and product development. Custom color, vinyl siding is currently in the test market stage so it is just about ready for wide scale availability. Thanks to Lloyd for encouraging us along our way.

Marsh's Loveland facility is state of the art. Located in the old Totes facility, they have a contractor's desk that is the most practical and user friendly I have ever seen. The warehouse is immaculately clean and impressively stocked. Products are delivered as dust free as when they received them. It is also nice to know that your customers can come to a showroom that is as pleasant as their own living room.

I want to welcome this month's three new members, the Gutter Shutter Company, represented by Doug Verst; McCabe Lumber, represented by Robert McCabe; and particularly Larry Kessler, of Kessler Construction Services. During the introduction Larry mentioned that he had been reading the Ohio Valley NARI newsletter for several years and decided that now was the time to step in and join! Thanks for sharing that, it makes it easier to write this knowing that someone is reading.

We are glad all our new members decided to join us and hope to meet you at our next meeting. I also hope to hear from more of our "Faithful Readers" and hope you follow Larry's lead and join OVNARI! You are missing out on so many priceless benefits by only reading our newsletter, come and see what friendly meetings we have. Put some additional joy into your profession by rubbing elbows with the best our industry has to offer.

For all of our faithful readers, come on in this month as Larry did and join us at the Holiday Inn North I-275 for a very important discussion about the pending Ohio Home Improvement Registration Bill.

Thanks for reading!



Coming Events

April 22 - 6:30 p.m.

Topic: Ohio Contractor Registration
Location: Holiday Inn I-275 North
Cost: Hosted by Marsh

May 13 - 6:30 p.m.

Topic: Building Private Wine Cellars
Location: Wine Cellar Innovations
4575 Eastern Avenue
Cost: Wine & Cheese hosted by
Wine Cellar Innovations

June 10 - 6:30 p.m.

Topic: OVNARI Annual Picnic
featuring games & tool swap
Location: Sharon Woods
Cost: TBA

Membership action report by Julie Bliemeister, Ohio Valley NARI Membership Chair

I am happy to report that since February we have four new NARI members, Kessler Construction Services, represented by Randy Kessler; Gutter Shutter Company, represented by Doug Verst; McCabe Lumber, represented, Robert McCabe; and Beta Construction, represented by Fred McGary.

Congratulations to these new members on passing the test. Only the best can qualify to be a NARI member.

On April 2, 2004, Ohio Valley NARI. was invited to participate in the Colerain Home Depot Contractors Appreciation Day. We made remodeling contractors aware of our organization, and how they would benefit by being a NARI member. We passed out approximately 50 flyers. So we should see some new faces at our next meeting. I would like to thank Home Depot for inviting us to these events. The next Home Depot Con-

tractors event is April 16 at the Western Hills location from 11:00 a.m. till 2:00 p.m.

I would like to encourage our contractors to stop in at the Home Depot Contractor Appreciation Day events. There are lots of vendors with demonstrations of new products, a great lunch, and lots of wonderful door prizes. Some contractors bring their crews to this event. So, mark your calendars!

The Home Depot events are turning into a very good partnership for NARI. Their lunches have helped us to reach many remodeling contractors from throughout the greater Cincinnati area. I would like to partner with other NARI vendor members. So, if any of you would like us to participate in any of your up coming events, please let us know. You may contact me directly at 513-575-2538

OVNARI coming events include picnic, golf, vendor night, and interesting site visits

There are some great up coming events you need to post on your calendar.

April 22 will be an opportunity for you to become more informed about the issue of licensing and registration of remodeling contractors in Ohio. This will be another opportunity for Ohio Valley NARI members to express their views about this important issue that will affect every general remodeler and many specialty contractors in the state.

On May 13 we will be touring Wine Cellar Innovations. This visit to the showroom and production facility on Eastern Avenue should be a wonderful evening event with a tour of one of the more unusual suppliers to the remodeling industry and wine and cheese too.

On June 10 it's time for the NARI picnic at the Great Meadow Shelter area in Sharon Woods. There will be a steak cookout with all the fixin's, and beer will be available at a cash bar. Yes, we will have our annual tool swap! But, besides these favorites there will also be lots of games and prizes.

We will be having the world famous toilet bowl toss! Bring your favorite hammer for the fastest hammering contest. There's the fastest hand sawing contest (bring a saw). We will be testing your knowledge with a builder's trivia contest (hint review the Quarterly Remodel Journal). There will be a door prize give away, along with a lot of other small prizes. This is a great outing for you, your spouse, your employees, and your regular subs to have lots of fun! See you there!!!

The July 8 meeting will be hosted by Pella Windows, and we all know what a great host Pella is. Good food with great talk and wonderful opportunity to find out what's new at Pella Windows.

August 12 is the annual Golf Tournament at Twin Oaks G.C. So practice up your swing and get ready for a day full fun in the sun.

A Vendors Showcase night is set for September 9, so plan to be there or to send a representative. This is a night you don't want to miss!!!!

NARI CKBR certification prepares members to benefit from the booming bath market

Representatives from Harvard University's Joint Center for Housing Studies estimate that home owners boosted their spending on remodeling from \$153 billion to \$214 billion between 1995 and 2001, during which time bathroom expenditures increased from \$9.9 billion to \$10.5 billion.

Bathrooms once were used solely for showers and other basic activities, but today's home owners consider them as places to relax and retreat from the world. Steam showers, body jets, flat-screen televisions, small refrigerators, waterproof stereos and radiant-heat floors are just some of the accessories found in new bathrooms.



Some home owners are even paying over \$1,000 for toilets with heated, massaging seats and air-drying functions. Less extravagant home owners can choose from a multitude of tiles and wallpaper patterns to jazz up their bathrooms.

NARI members who want to increase their bath remodeling business may want to consider the benefits of becoming a NARI Certified Kitchen and Bath Remodeler (CKBR), the newest professional certification program offered by the association.

Miami Valley NARI plans to offer CKBR training, culminating in the certification examination. A 12-week training program will probably start in late August. A definite schedule will be announced in the next few weeks.

Members of Ohio Valley NARI are invited to participate in this certification program. Classes will be held in a new conference/classroom at the MVNARI offices, just 50 miles north of downtown Cincinnati. Plan now to participate in this program to enhance your professional credentials in one of the hottest segments of the entire remodeling market.

Member Spotlight

Nationwide Floor & Window Coverings

Nationwide Floor & Window Coverings is a national buying group with franchises across North America. Our mobile shop-at-home service saves you and your client's time. Our national buying power and low overhead saves you money.

What we do is come to your office or clients home at a time that is convenient; morning, afternoon, evening, or weekends. Bring a complete selection of hundreds of styles and thousand of colors to choose from. These are all well-known name brand products, such as: Shaw and Mohawk for carpeting and rugs, Mannington for vinyl, laminates and hardwoods, Dal-tile for ceramic, Hunter Douglas for window treatments and Lafayette for interior shutters. We give a one on one consultation, discussing goals, timelines, schedules and expectations. Then we measure the floors and windows you would like to have done, creating a quote for you and your client right there on the spot.

Nationwide Floor and Window Coverings specializes with: realtors, builders, general contractors, interior designers, and restoration companies. Our unique service is designed to save your company time, giving your clients the convenience they want, with service, selection and value. Now doesn't this sound like a great way to enhance your business? For more information or an appointment call 513-575-2538

Ohio Valley NARI would like to highlight a member in each newsletter. Members are invited to submit articles about their companies for publication in The Renovator. Send articles by e-mail to cincinnati@naripro.org or FAX to Dan Lea at 937-222-5797.

Submitting an article about your company will let other members know more about your business. Your company may offer products or service other NARI members can use, or they may know someone who needs your type of service. Remember: Always use or refer a NARI member whenever possible!

Contractor registration reemerges as issue in Ohio *(Continued from page 1)*

The first order of business in Columbus was comparing the first draft with a much-condensed 28 page revision that was delivered minutes before the start of the meeting. This on-the-fly review revealed that several important concerns previously expressed by NARI members had already been addressed.

After all five chapters represented at the meeting had reported on the concerns of their members the work of identifying the truly critical issues began. This proved to be surprisingly quick and easy, because the major items of concern were in every chapter's report.

- A requirement for individual registration of salespeople employed by a registered contractor. The group felt that this is redundant and intrusive. Registration of a home improvement contracting company should include all persons employed by that company in any capacity.

- A requirement that the home addresses and telephone numbers of various individuals employed by or associated with the business be provided to the state. Again, the NARI representatives said that this is intrusive and a violation of privacy. Only the business address of the applicant company and any statutory agent should be required.

- The group was concerned that the bill allows cancellation of a contract in "any written form that indicates the home owner's intention not to proceed." There was unanimous agreement that contractors should be required to provide a cancellation form as described in the legislation and that the home owner should be required to use this form, or an exact copy thereof, when rescinding a contract. The reason for this is that the prescribed language of the form explains the right of rescission and the process to be followed in exercising this right in detail and contains explicit language. This eliminates any possibility of ambiguity or misunderstanding of a home owner's intent, as might be the case if a home owner drafts his/her

own cancellation notice. For example, such a self-drafted notice might indicate an intention not to proceed with some elements of a project, but to go forward with others.

- There was unanimous opposition to a provision requiring contractors to provide an affidavit stating that all individuals or firms that have performed work or have furnished material for the project have been paid in full. This is an extremely costly, time-consuming, and burdensome mandate since it could require a contractor to get notarized signatures of numerous individuals. It offers no additional protection to the customer that is not provided by a signed statement that all workers, subcontractors, and suppliers are paid. The group endorsed a requirement that a contractor furnish such a statement within five business days of receipt of final payment would be appropriate.

- The chapter representatives said that a provision delaying final payment of a contractor until all inspections or approvals required by local jurisdictions are completed is a concern, since it creates the opportunity for a home owner to delay payment indefinitely by putting off the final inspection. This could be the case in a project where the home owner does a portion of the work or where two or more contractors are involved in the total project. They said the legislation needs to contain language to protect the contractor in such cases.

- A provision requiring contractors to give the home owner a copy of each warranty, including manufacturers' warranties, would present compliance problems. In many cases manufacturers and distributors do not provide such written warranties. The addition of the words "when supplied by the manufacturer" would correct this.

- In addition to these specific points, the representatives of the five chapters suggest that the legislation include a section prohibiting local jurisdictions from issuing permits to

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Contractor registration (Continued from page 5)

non-registered contractors. This would add a very useful enforcement mechanism.

■ Finally, the group requested clarification of the matter of registration versus licensing. Summaries of the bill published previously refer to “licensing” and creation of “The Ohio Home Improvement Contractor’s Examining Board.” This terminology does not appear in the draft of March 17.

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.

These issues were communicated to Rep. Trakas in a letter sent on March 24, the day he planned to introduce the legislation. The fact that the legislation had not been introduced as of April 9 may indicate that the issues are being addressed.

All participants in the March 17 meeting agreed that it was a very positive and productive event. The NARI national organization and the Ohio chapters have been on record for years as favoring “fair and effective” contractor registration or licensing. The consensus that emerged from the Columbus meeting is an important step toward establishing contractor registration that meets these criteria in Ohio.

Be at the April 22 meeting of OVNARI for the latest information on this matter.

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The NARI Renovator is produced by Ohio Valley NARI as a service and benefit to its membership. 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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