

Take me out to the ball game on June 9!
Initial ticket order was sold out! More are on the way.



Order your tickets now to join the NARI party in Redlegs Landing on June 9.

The first order of tickets for the Ohio Valley NARI baseball outing at Great American Ball Park is sold out! But don't worry, the NARI office has already notified Reds Group

Sales that we will need more tickets, and they have promised to provide a few more.

As everyone undoubtedly knows by now OVNARI has engaged the Redlegs Landing Party Zone for the evening of Saturday, June 9, when the Cleveland Indians will come to town to be thoroughly pummeled by the Reds. (Okay, that looks a little "iffy" right now.) Redlegs Landing is at the right field end of the upper deck at Great American Ball Park.

The south and east sides of the landing provide great views of the Ohio river and the hills on the Ohio and Kentucky sides. The theater-style seats with a view of the field are on the north side. In between is an expansive picnic and party area with tables and benches.

NARI Baseball Outing

- What:** Reds vs Cleveland Indians
Date: Saturday, June 9
Time: 7:10 p.m. (but come early to enjoy all the fun & food)
Where: Redlegs Landing
Great American Ball Park
Cost: \$65
RSVP: Send the ticket order form

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Illinois remodeler warns others to avoid the deadly “remodeling sins”

Writing in *The Journal of Light Construction* Tom Swartz, president of J.J. Swartz Company, a Decatur, Illinois, remodeling company, warns his fellow home improvement contractors to beware of “Remodeling’s Deadliest Sins.”

Swartz estimates that more than half of all remodelers he has encountered lack essential knowledge for business success, and many who do have the knowledge sometimes forget to employ it. He cites nine mistakes—“sins”—remodelers must avoid to be successful.

Pricing competitively — Prices should be based on actual costs plus appropriate profit, not on what you think competition will quote. A truly competitive company gets business on the basis of its reputation, not just by quoting the lowest price. Remember the old saying: “We have no quarrel with those who sell for less; they know what their stuff is worth.”

Poor payment schedules — Put very simply, you must have sufficient cash flow to finish the job. Set a payment schedule that will let you do this.

An “I’ll make it up on the next job” mentality — Don’t do jobs at a loss just to keep busy or avoid layoffs. Cut hours, if you can; cut people, if you must. Address slow times by

reducing costs, not by working at a loss.

Drawing on business capital — “It’s easy to rationalize using business funds for personal expenses,” Swartz says. If you have business cash in the bank, leave it there. It’s drawing interest, and the day may come when you will be glad to have it.

Operating without a growth plan — If you want to grow you need a plan that addresses sales objectives and the methods you will use to manage the higher work volume. The plan must be based on rational facts, not opinion or wishful thinking.

“Biting off more than you can chew” — Since you have a business plan, stick to it. Don’t be tempted by a big budget project that gets into areas outside your expertise.

Not having clear job descriptions — As businesses grow it becomes increasingly important for every employee to have clearly defined responsibilities. Be consistent, Don’t assign responsibility on an ad hoc job-by-job basis.

Refusing to delegate — Even experienced remodelers can fall into the trap of trying to do everything themselves. Give people responsibility then let them exercise it, but recognize the difference between delegating and dumping a task you really should perform on someone else just because you would prefer not to do it.

Misplaced loyalty — Sometimes it’s best for all concerned for relationships—even long standing ones—to end. Business owners must have the “hard edge” to terminate employees, change suppliers, or cut off subs when necessary.

The entire four-page Swartz article appears in the May issue of *Journal of Light Construction*. *JLC* is a Hanley Wood publication that focuses on the residential home building and remodeling market.



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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OVNARI members hear financing presentations at May meeting

Representatives from National City Group explained the details of a special financing plan intended to promote property improvements in Hamilton County and other financing options for remodeling projects when Marsh Building Products hosted the May meeting of Ohio Valley NARI at the Marsh location in Loveland.

The Hamilton County Home Improvement Program (HIP) is an initiative of the Hamilton County Commissioners and the Hamilton County Treasurer. HIP loans allow homeowners in Hamilton County communities to borrow money to repair or remodel their homes or rental property at interest rates 3% below the lowest rate a financial institution would normally offer.

HIP loans may be used for bathrooms, decks, kitchen remodeling, plumbing repair and improvement, ceilings and walls, garages, landscaping, room additions, central air and furnaces, gutters and spouting, roofs, paint, floor covering, siding, windows and doors and other improvements to residential properties in Hamilton County.

More information about the Hamilton County Home Improvement Program is available from Patrick Hanrahan, HIP coordinator, Hamilton County Department of Community Development. Call him at (513) 946-8234.

HIP is just one of many financing options for home improvement projects available to home owners through National City and other local financial institutions. More information about National City financing products for remodeling customers is available from Cynthia Ryan at (513) 519-3060.

National City is one of several financial institutions that are members of Ohio Valley NARI. Others include First Horizon Home Loans and GE Retail Sales Finance.

In addition to hearing the informative presentations on financing options, NARI members who attended the meeting enjoyed a catered buffet dinner provided by Marsh.



National City representatives Jamie Foster, Will Sutton, and Cynthia Ryan, shown left to right, gave presentations on financing home improvement projects at the May Ohio Valley NARI dinner meeting

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

136 South Keowee Street • Dayton, Ohio 45402

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Baseball party *(Continued from page 1)*

Redlegs Landing comes equipped with its own private concession stand where a serve-yourself ball park food buffet will be open starting at 6:30 p.m.

There's a good variety of food available, there's plenty of it served throughout the game, and it's pretty good food too. (Of course, brats, hot dogs, burgers, and beer always taste better at the ball park.)

If you have ever cooled your heels in long food or beer lines at the ball park this Redlegs Landing amenity alone is worth the modest price of admission.

And modest it is. The cost is only \$65 per person. When you consider that this is a "premium" game with higher ticket prices, and that you can easily spend \$25 or \$30 (or more) on hot dogs, brats, beer, and snacks—without the comfort and convenience of tables in a private party area—it begins to look like the best bargain in town that evening.

Don't be left out of one of the most enjoyable events on the NARI calendar for 2007. Fill out the ticket order form and get it to the NARI office right away. If you do, by about

7:30 p.m. on June 9 you'll be glad you did! There must be a reason why practically everyone who came to Redlegs Landing with NARI the last two years has already bought their tickets.



Coming Events

Baseball Outing

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

Great American Ball Park - Redlegs Landing

Cleveland Indians vs. Reds

OVNARI Golf Tournament

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

Sharon Woods Golf Course

11355 Swing Road

September Meeting

6:00 p.m., Thursday, September 13

Tile Installation Techniques

Feature Vendor Night

6:00 p.m., Thursday, October 11

Holiday Inn I-275 North