

## Annual OVNARI feature vendor night set for October 8

Over 15 vendors are expected to have displays at Holiday Inn

Fifteen suppliers of materials and services have already signed up for or promised to participate in Ohio Valley NARI's 7th Annual Feature Vendor Night on Thursday, October 8, at the Holiday Inn I-275 North. It's possible that 20 or more vendors will be on hand on the day of the event.

For just \$25 per company NARI contractor members can bring all their employees, family members, and non-member subs. That's \$25 for everyone, not \$25 per person! It includes an all-you-can-eat deli dinner buffet and beverages. And cookies. Did we mention cookies?! You couldn't treat the whole crew to five-ways at Skyline for \$25!

The displays won't all be building products and tools. Sure, suppliers of building materials, hardware, fixtures, and tools will be there, but suppliers of other goods and services, such as office products, signs, interior design, and



*There will be plenty of food for everyone on the deli buffet line, and everyone from a company can eat for just \$25 per company.*

### Feature Vendor Night

**What:** Displays by suppliers  
**Program:** Brief presentations by vendors  
**When:** Thursday, September 8  
**Where:** Holiday Inn I-275 North  
 Hauck Road at I-275 exit 46  
**Time:** 6:30 pm, until . . . . .  
**Cost:** \$25 covers a contractor's entire crew and family, friends and subs!  
**RSVP:** Ohio Valley NARI at 800-498-6274

accounting are also expected to have displays.

The showcase will be an informal reception style event to encourage plenty of contact and interaction among all participants. It's a great opportunity to get better acquainted with other NARI members and meet new people who provide products and services you may need. It's a fun evening for everyone with plenty of food on the deli buffet table and all the soft drinks and beer you can (responsibly) drink. And did we mention it's just \$25 for everyone from your company?

If you are a vendor, the showcase is a great opportunity for you to meet and talk with some of your best business prospects in an informal

*(Continued on page 2)*

## Litigation will force changes in new USEPA lead paint regulations

A U.S. Environmental Protection Agency court settlement regarding requirements for remodelers doing work in homes built before 1978 is likely to result in future rule changes, but the April 2010 deadline for lead-safe work practice training and certification required for all remodelers working in pre-1978 homes remains in place.

The EPA entered into a settlement agreement to resolve litigation brought by public advocacy groups, including the Sierra Club and the New York City Coalition to End Lead Poisoning. Despite the changes likely to result from the settlement, remodelers working in homes built before 1978 and child-occupied facilities must be trained and certified by April 2010.

The rule requires remodelers working in these homes or facilities to be certified, follow specific work practices and keep detailed records. At least one employee in the remodeling company must be trained as a certified renovator by April 22, 2010.

Anticipated rule changes include eliminating the "Opt-Out" provision that allows a home owner to exempt remodelers from using "lead safe" work practices in their home by signing a waiver stating that there are no children under age six or pregnant women in the home. Removing the opt-out provision will mean that all contractors working in pre-1978 homes will be required to follow the lead-safe work practices contained in the regulation, even if the home

owner does not want lead-safe practices to be used.

EPA will also propose a requirement for quantitative dust sampling for certain remodeling activities, expecting remodelers to satisfy a numeric limit on the amount of lead in dust, known also as "clearance testing." It's estimated that the cost of performing clearance testing will be between \$500 and \$700 per project.

While the Environmental Protection Agency has agreed to propose these changes and to finalize new rules by certain dates, the substance of the final rules cannot be changed by a legal settlement. Instead, the final rules must be based on the administrative record that is created during the proposal stage — in other words, on the comments that people submit to the agency.

### Vendor showcase *(Continued from page 1)*

social environment, and there's still time for you to get involved. Just fill out the vendor side of the form mailed with this newsletter and FAX it to the OVNARI office at 937-222-5794. The cost of a table is just \$150. That includes dinner and beverages for up to three people from your company. Vendors are also encouraged to provide one or more door prizes worth at least \$25.

One side of the form mailed with this newsletter is for contractors, the other side is for vendors. Please fill out the appropriate side and send the form to the Ohio Valley NARI office by mail or FAX.

Whether you're a contractor or a supplier you'll be glad you came to Feature Vendor Night 2009. It's a fun evening, and you just might learn something new, create a new customer, and maybe meet new friends. You could also win a great door prize, and the split-the-pot-jackpot is usually the biggest of the year.

Did we mention that it's just \$25 for everyone you can pack into your truck? Or two or three trucks.



### THE NARI RENOVATOR

NARI 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:* Brett Howard, Pella Windows & Doors  
*President:* April Cowan, CKBR, The Front Gate  
*Vice President:* Scott Beard, Building Value  
*Treasurer:* Larry Kessler, CKBR, Kessler Construction Services  
*Directors:* John Ashton, CR, Baths Plus; Matt Bliemeister, Cincinnati Floor & Window Coverings; Andrew Glasgow, H. Glasgow Construction Co.; Steve McCord, CR, Steve McCord Carpentry; Jeff McCoy, Exteriors Unlimited

# Tax credits for windows and doors can open doors for remodelers

The American Recovery and Reinvestment Act of 2009 offers homeowners the opportunity to gain a tax credit of 30 percent of the cost of qualifying energy efficient windows, doors and skylights—to maximum of \$1,500 per household for 2009 and 2010. This is an increase from the 2005 legislation, which offered 10 percent up to \$500.

While it's not a slam-dunk, promoting the credits for window and door upgrades could help remodelers win a few extra points and dollars from the consumer. Although many homeowners have heard about credits, John Sperath, a North Carolina NARI member, says he always goes over the numbers with his customers during sales calls.

"Most of my clients are well-educated and not as budget-conscious, but the credits are something they need to be aware of," he notes. "What we are seeing is that while we are doing an addition, upgrading the siding or windows is an added value for the customer."

In 2006 and 2007, Energy Star-qualified windows were eligible for a \$200 federal tax credit and many windows qualified. Today, it's not enough for windows to be Energy Star-rated to qualify for the 2009 and 2010 tax credits. With greater credits being offered, the government is also imposing

stricter restrictions.

To qualify for the tax credit, windows, doors and skylights, installed after February 17, 2009 must have a U-factor and Solar Heat Gain Coefficient (SHGC) less than or equal to 0.30. Contractors should note that few skylights reach those specifications. The verdict is still pending from the IRS as to whether storm doors and windows qualify for the credit.

For products purchased between January 1, 2009 and February 16, 2009, the terms of the tax credit are less clear. The Internal Revenue Service should clarify these terms in guidance documents later this year.

The purchase of the qualified windows must be made during the taxable year for which the credit is being claimed.

The credit is only allowed on the price of the qualified windows themselves, not on installation costs, on-site preparation, assembly or sales tax. Contractors should clarify this for their clients.

The tax credit is allowable only for quali-

*(Continued on page 4)*

## Such a deal!

### Discounts available to Ohio Valley NARI Members

*Cincinnati/Northern Kentucky Home Improvement Guide* advertising rates discount 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

Serving the Cincinnati Metropolitan Area  
136 South Keowee Street • Dayton, Ohio 45402  
800.498.NARI

### Tax credits for energy-efficient fenestration *(Continued from page 3)*

fied window units placed in service in 2009 and 2010.

Remodelers should take the time to thoroughly investigate every window and door line so they know which products will qualify. Luckily, window manufacturers provide contractors with all the information they need to make the right specifications.

“There are a lot of contractors whose products don’t qualify and they are still promoting tax credits,” Sprat says. “That’s trouble if anybody was to get audited by the IRS and they couldn’t provide the documentation that the windows qualify.”

To claim the tax credit for energy efficient products placed in service in 2009, your customers will need to file the 2009 IRS Form 5695 and submit it with their 2009 taxes by April 15, 2010. Currently, only the 2008 version of IRS Form 5695 is available. The IRS anticipates the 2009 form will be available later this year.

Also, provide them with a Manufacturer’s Certification Statement for their records. A Manufacturer’s Certification Statement is a signed statement from the manufacturer certifying that the product or component qualifies for the tax credit. The IRS encourages manufacturers to provide these certifications on their Web site to facilitate identifi-

cation of qualified products.

As an added benefit, local utility companies, state and local governments often offer additional rebates for Energy Star windows. Check online to see if your customers can benefit from rebates at [http://www.energystar.gov/index.cfm?fuseaction=rebate.rebate\\_locator](http://www.energystar.gov/index.cfm?fuseaction=rebate.rebate_locator), or the Database of State Incentives for Renewables and Efficiency, [www.dsireusa.org](http://www.dsireusa.org).



### Coming Events

#### **Feature Vendor Night**

Thursday, October 8  
Holiday Inn I-275 North

#### **Membership Meeting**

Thursday, November 5  
Green Diamond Gallery  
Dinner hosted by Viewings AVA

#### **CotY Awards Deadline**

Monday, November 2  
OVNARI office

#### **Evening of Excellence Dinner**

Thursday, December 10  
Montgomery Inn