

OVNARI returning to Boathouse for 2004 award dinner

Evening of Excellence will be held at Montgomery Inn's riverfront location

Ohio Valley NARI will wrap up the chapter's activity calendar for 2004 with the annual Evening of Excellence dinner at 6:30 p.m., Thursday, November 11. This year OVNARI will return to the Montgomery Inn at the Boathouse, near downtown Cincinnati, for the chapter's biggest annual party.

The Evening of Excellence is the traditional end of the chapter's business year. The event will feature awards for service to NARI and election of officers and directors for 2005. Other than this, the evening's agenda will be limited to fun, fellowship, and eating "America's Greatest Ribs" (except for those who prefer fish).

The Montgomery Inns (there are now three of them in greater Cincinnati) remain independent and family-owned 53

years after Ted "The Ribs King" Gregory bought a restaurant in Montgomery and re-named it The Montgomery Inn.

For many years Montgomery Inn at the Boathouse has ranked as Cincinnati's most

popular restaurant, serving more than 800,000 people annually. This puts it at number 22 of the list of the largest independent restaurants in the U.S. in terms of business volume. They must be doing something right! Serving great food in an attractive environment maybe?

The menu for the evening will be ribs, a ribs and chicken combination, or northern Pacific halibut (grilled or blackened, your choice). The cost is \$45 per person or \$85 per couple.



Ribs are king at Montgomery Inn restaurants

Montgomery Inn at the Boathouse is located near downtown Cincinnati at 925 Eastern Avenue, just a bit east of the I-471 overpass. Getting into and out of the parking lot, where there's plenty of free parking, is easy, and there's convenient valet parking at the door if that's your preference.

Last year's awards dinner attracted nearly 50 NARI members and guests to the boathouse. Before dessert many people were already saying "Let's come back here next year."

Call the Ohio Valley NARI office at 800-498-6274 or send e-mail to cincinnati@naripro.org to make reservations for the Evening of Excellence. It's sure to be a fun time for the entire family.

Call to R.S.V.P.

What: Evening of Excellence Dinner
When: Thursday, November 11
Where: Montgomery Inn at the Boathouse
 925 Eastern Avenue
Time: 6:30 p.m.
Call: Ohio Valley NARI at 800-498-6274
Cost: \$85 per couple, \$45 per person

Vendor night event draws big crowd by Greg Fischer, CR, President of Ohio Valley NARI

The October membership meeting was our Vendor Night. Our attendance was significantly improved over last year's successful evening thanks to the hard work of our Vendor Night committee. About 16 companies and organizations made quite an impressive stand in the banquet facility at the Holiday Inn North.

Somewhere around 50 members and visitors toured and talked with the exhibitors, learning about the latest in services and products for every angle of the remodeling industry.

Folks were able to talk to representatives about things like appliances, doors and windows, high tech deck surfaces and railings, window and floor coverings, siding, plumbing, copy services, printing and signs, accounting, consumer relations, community service and other enterprises which enhance our business savvy.

It was great to see the crews that came to enjoy the food and drink. Many ideas and comments were traded across the dinner tables. With the awarding of the many door prizes from the vendors came great joy from the winners. Some vendors even awarded their competitors prizes in the spirit of friendship, camaraderie and dumb luck while some folks passed their great prizes on to others.

This was an evening with the spirit of friendship, support and education, which is what NARI is all about. I want to thank the committee leaders, Matt and Julie Bliemeister and Norb Boh, for their efforts to make the evening a success. I also thank those who participated in the background to make this such a dynamic event.

Since we do not meet in December, this is the

last article I will write as President of OVNARI. I want to thank all the board members for their support and encouragement as we managed the activities of the chapter. I was blessed to learn more about the industry and to meet so many new friends. I am looking forward to using and sharing all I have gained in the years to come.

Please join us at our celebration dinner, the



The second annual Ohio Valley NARI Vendor Showcase drew a crowd of over 50 contractors and crew members to the Holiday Inn I-275 North to see displays by 16 vendors.

“Evening of Excellence” which is held at Montgomery Inn’s Boathouse. Be sure to bring your spouse and enjoy an evening of fine dining and good company as we honor the work of our members over the past year. There simply is no better way to enjoy a superb meal than sharing it with all of our good friends. Those of you who haven’t been able to attend a meeting in a while should consider setting this evening aside to be with all of us, we miss you and are recalling your past participation. Say yes to the reservation and commit yourself to an enjoyable evening. Those new members who haven’t attended a meeting should also take that important step to join us at the Boathouse.

Our upcoming year is already in the planning stages so your board can offer the important benefits that OVNARI is known for. We want to hear from the membership with any comments or suggestions which will improve our Chapter. Remember to talk about NARI with your friends and acquaintances and invite them to a meeting so they can consider becoming members.

As always, thanks for reading and I look forward to seeing you on November 11th!



Coming Events

Event:	Evening of Excellence Dinner
Date & Time:	November 11, 6:30 p.m.
Program:	Awards Presentations
Location:	Montgomery Inn at the Boathouse
Cost:	\$85 per couple, \$45 per person

Market Match links suppliers and contractors by Don Vossburg, Director National Membership

While there has been concerted interest in better understanding the intent of the NARI National Market Match Program, we certainly appreciate the opportunity to detail it once again for your understanding, use and benefit.

The National Member Council has looked for a way to better connect their distribution network (sales force) with the remodeling contractors at the Chapter or the "grass roots" of NARI. Market Match was born Fall 2003!

Market Match is an Excel spreadsheet listing all Chapters and the Executive Director contact information of each Chapter. The spreadsheet is e-mailed to the new National Member requesting they accomplish 1 of 2 or both the following opportunities:

1. The National Member enters their company distribution network into the spreadsheet (sales person or company and sales person if other than an employee) and returns the spreadsheet, now a matrix of information, to NARI (this office) which in turn forwards it to all Chapters as appropriate in a pro-active man-

ner. The Chapter Executive is requested to either forward the lead to the designated person/committee or to call the lead as appropriate to invite them to join the Chapter as referred by the National Member and/or

2. The National Member forwards the spreadsheet to their distribution network (sales force) in a re-active manner for them to contact the Chapter directly regarding joining the local Chapter.

With each Excel spreadsheet sent, the Market Match Matrix sent to a Chapter, a cover memo prefaces the document to assure awareness of the nature of the spreadsheet.

We have provided the matrix to each National Member and will do so as new National Members join in the future. If you have any questions regarding Market Match please contact me at 847-298-9200 or e-mail at dvoosburg@nari.org.

We look forward to your having great success with the Market Match program as an aid in helping to build the Chapter.

Four Ohio Valley NARI members land on *Qualified Remodeler* Top 500 List for 2004

A total of 14 remodelers from southwest Ohio, including four Ohio Valley NARI members, have made it onto the 2004 *Qualified Remodeler* magazine elite list of the nation's top 500 remodeling contractors. Not surprisingly, 10 of the 14 are NARI members.

Just one spot from the top of the list, in the number two position nationally, is Champion Window and Patio Rooms. Champion, which has its corporate headquarters in Cincinnati, has branches in 56 cities throughout the nation, including Cincinnati and Dayton. Champion is an active member of both Ohio Valley NARI and Miami Valley NARI, and several other NARI chapters.

Ohio Valley NARI members cited by *Qualified Remodeler* were, in addition to Champion, Neal's Remodeling, Weather Guard, and Penderly Construction. Other Cincinnati remodelers on the 2004 list are Equity Remodel and Apex Restoration Contractors.

Gilkey Window Company, a Miami Valley NARI member with several branches in Ohio, Kentucky, and Illinois, also appears among the top 20 on the QR list at number 19.

Other Miami Valley NARI members on the QR list are All-Seal Home Improvement, Angler Construction, Craftsman Home Improvements, Buschurs Home Improvement Center, and John Stanforth Construction. Also making the list from the Dayton area were non-members C. W. Hittle and Bath Creations.

In articles published in connection with the Top 500 list QR reported that coping with increased insurance expenses, finding and retaining highly-qualified employees, and managing business growth are among the most serious problems remodeling contractors faced in 2003.

Many Cincinnati and Dayton remodelers would probably endorse those comments based on their experience in 2003.



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Ohio Valley NARI Contractor of the Year award entry deadline extended to December 6

If you wanted to enter a project--or projects--in the Contractor of the Year competition but couldn't quite meet the end of October deadline, there is yet hope! By action of the board of directors the deadline has been extended. Entries now must reach the Ohio Valley NARI office by the end of the business day on Monday, December 6.

Entry forms and complete program informa-

tion is available at the Ohio Valley NARI web site, www.naricincinnati.org. Winning projects will be recognized at the January meeting of OVNARI.

If you plan to enter projects in the regional/national CotY program there are additional deadlines for you to remember. Entries must be submitted in binders supplied by NARI. The deadline for ordering these binders from the national office is Wednesday, December 1. Entries must reach the national office by 5:00 p.m. Central Time, on Friday, January 7.

Winning a CotY award is the one of the highest honors a remodeler can receive. Preparing entries is time-consuming, but the rewards are great.

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.

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 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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