

Chapter Events

April 8, 2009

Chapter Meeting: 6-8pm
Cholla Custom Cabinets, Inc. 1727 E. Deer Valley Phoenix, 85024 (623) 322-9949

April 15, 2009

The Power of Yellow—Pella



Pro Expo: 3-7pm at Fiesta Inn Resort & Conference Center

2100 S. Priest Drive, Tempe
Contact Jeremy Byers at 480-355-3265. See article on pg. 1

May 1, 2 & 3, 2009

Maricopa County Home & Landscape Show w/ NARI Green Home Show
Friday & Saturday: 10am—7pm and Sunday 10am—5pm. Volunteers needed to work the new NARI booth in the main exhibition booth. See pg. 3 for details.

May 13, 2009

Chapter Meeting: 6-8pm
Better Homes Cabinets and Granite, LLC

4011 N. Black Canyon Hwy, Phoenix, 85015 602-795-5151

June 10, 2009

Chapter Meeting: 6-8pm
Westye w/Best Home Appliances 15770 N. 83rd Way, Scottsdale, AZ 82-5260

July 8, 2009

Summer Social 6-8pm

Meeting dates, times and locations subject to change. Check the Chapter website for more details.

Record Attendance Expected at April 8th Meeting at Cholla Custom Cabinets

Cholla Custom Cabinets, Inc., though relatively new on the NARI scene, has been in business for over forty years with the last twenty years under the same ownership. As specialists in the art of custom cabinetry, they recognize the value and remodel education that a membership with NARI provides. They are honored to host the Chapter meeting at their newly remodeled showroom and manufacturing facility on Wednesday, April 8th from 6:00pm – 8:00pm.

Cholla Cabinets is a full service custom cabinet manufacturer producing Frameless European style cabinetry and traditional Frame style cabinets utilizing the latest techniques in manufacturing technology. Through initial hands-on computer design and layout communicated directly to CNC equipment, the customer is able to visualize his/her cabinet dreams. To differentiate their finished product they use an automated oven-baked conversion varnish finish. This top of the line finish provides the highest level of quality produced on cabinets today.

To meet the needs of any commercial and/or residential builder or remodeler, Cholla also distributes two Arizona manufactured lines of cabinets to complement their own custom product. All of these options are handled by Cholla's own installation, service and warranty departments and employees.

NARI members are encouraged to bring their employees, subcontractors, distributors and suppliers as guests to this event at no additional charge.

All members and guests are expected to **RSVP**, as a courtesy to our host, no later than **Friday, April 3rd at 12:00pm**. Contact the office at 480-419-1631 or send an email directly to **Jetta at Jettaatk@yahoo.com**.

There is loads in store on the NARI front, as three Chapter representatives just came from the NARI National Conference in Atlanta with great news for our Chapter. You don't want to miss the networking, drawings for prizes and opportunities for outreach. See you then. **RSVP's are a must!**



Pella's Pro Expo—Don't Miss It April 15th

The Pella Pro Expo takes place on Wed., April 15th from 3-7pm at the **Fiesta Inn Resort & Conference Center** (2100 South Priest Drive, Tempe). The event includes multiple seminars presented by Patrick O'Toole, Editor of *Qualified Remodeler Magazine*, Sonoran LEED's Richard Zimmerman presenting on LEED Certification, and Cabela's giving two seminars for the outdoorsmen/women attending. Food, drinks, prizes, installation demonstrations, welcome gifts for all, and product demonstrations are part of the event. NARI is participating and will have a booth, so please bring associates and guests. Pella is partnering with multiple vendors including Velux, Martin Garage Doors, Rocky Mountain/Emtek Hardware, Kohler, Ferguson Supply, Screens Inc., and Doors in Motion. Don't miss your chance to participate in this free event for all Remodelers, Architects, Builders, Designers, and General Contractors! Registration for the Pro Expo can be done thru Jeremy Byers at 480-355-3265 or at www.eventsbypella.com/phoenix. Can't wait to see you there!!!

**2009 Greater Phoenix
NARI Board of Directors**

Chairman of the Board
Gary Wheat, CAPS CR
Kirk Development Company
Phone: (602) 944-3658
GWheat@kirkdevco.com

President
Brian Puglisi, CR
NY Design Build Inc.
Phone: (480) 626-7626
bp@NYdesignbuild.com

Vice President
Brian Young
NY Design Build Inc.
Phone: (480) 626-7626
Brian@NYdesignbuild.com

Secretary—position available

Treasurer—position available

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Dee Larson
Angels on Call

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Gallery

Julie Cook
Inside Out etc.

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Roadrunner Custom Remodeling Inc.

Board Alternate
Steve Lenzmeier
Lenzmeier Construction, Inc.

Chapter Director
Jetta Atkinson
Greater Phoenix NARI
P.O. Box 26985
Scottsdale, AZ 85255
Phone/fax: (480) 419-1631
Email: Jettaatk@yahoo.com

The Arizona Remodeler newsletter is published on a monthly basis by Jetta Atkinson, Editor & GP NARI Chapter Director. Contributions accepted by the 24th of the month. Classifieds are available. Contact the office for details and pricing.

The publication or any advertisement is not to be construed as an endorsement unless the ad specifically states that there is such endorsement or approval. Greater Phoenix NARI does not accept liability for production or editorial mistakes. Appropriate corrections will be made upon proper written notification.



A Message From The President
Brian Puglisi, CR
President, NY Design Build Inc.

April 2009

Welcome friends & colleagues:

Spring time has traditionally been a time of renewal. New ideas and commitments are popping up all around us. I am very excited about our opportunity to participate in the upcoming Home and Landscape Show this coming May 1st, 2nd & 3rd as it will be the very first Greater Phoenix NARI Home Show.

We should all take advantage of this opportunity to *Brand our Business* with NARI at this major event. Plans include an all NARI aisle across from our new 20' x 20' home show booth. Our home show booth employs NARI National's new creative which is certain to capture consumer awareness. This campaign which rolls out this year, was tested and retested on consumers throughout the country and had an especially high percentage of recall. Consumers remembered NARI and the professional, ethical and integrity messages! Furthermore, **Maricopa County Home Shows** is investing over **\$61,000 in marketing and promotions** including full color/full page ads in the *Arizona Republic*, radio and television spots promoting our association, and even live on-site remotes, plus the home show magazine, internet marketing and website promotions. There is a finite number of booths, and we encourage ALL NARI members who are on the fence about having a booth, or moving it to the NARI exhibition area, to reconsider. Call me personally with questions. This is genuinely an opportunity you do not want to miss.

Our monthly Chapter meetings have been breaking all attendance records. Our March meeting at Euro Dream Kitchens was another well attended event with 120 members in attendance. Thanks to Johan and Polyne Bolle and their staff for an outstanding venue. All who attended would agree that this was a great networking meeting. If you have not been to a meeting in a while come see what you have been missing. Our next meeting is at Cholla Custom Cabinets April 8th 2009.

We established our **new recruitment program** for 2009. The program parameters are following:

- Bring in three members and your local dues are free for the next year based on your actual membership year. If your dues were renewed in February, you have until February 2010 to bring in three new members.
- All new approved membership sponsors will be entered in to a monthly drawing. Each sponsored new member adds \$25.00 to the prize pool. If you bring in two new members that month, you have two chances to win the prize. One sponsor will get all of the cash. For example we approved 5 new members in March and gave away \$125.00. Good luck!

I would like to welcome our newest NARI members including: Clayton Glass & Accessories, Inc., Units Mobile Storage of the Valley, Whirlpool, Arizona Hardware Headquarters Inc. and Green Fuel Technologies. They are listed on pages 7 & 8 of this newsletter along with all of our other 2009 new members.

Brian Puglisi, CR

President, Greater Phoenix NARI
President, NY Design Build Inc.

This series of workshops offers small and medium size businesses strategies and tactics for success during difficult economic times.

Survive & Thrive During Difficult Times —Jim Favier

Beginning in May, NARI and the Arizona Business Advisors (ABA) will be presenting a series of workshops aimed at helping members to “survive and thrive” during difficult economic times.

The 6 workshops have a stand alone value, but will deliver the most value when taken as a series as they will provide participants with a roadmap for how to operate their business over the next 12 months.

ABA, the largest independent group of business advisors in Arizona, developed this program specifically for small businesses and is also working with a number of Chambers of Commerce to present the same program.

The interactive workshops are 2 hours long and will take place from 10am until noon on the following dates:

May 21st: So the Economy Sucks—get over it and adjust your business to the changing economic realities.

June 4th: Exploding Marketing Myths & how the internet changed everything.

June 18th: Acquiring and keeping more customers.

July 9th: Attaining operational excellence—doing more for less.

July 23rd: Organizing & managing human resources.

August 6th: Managing costs, profits and cash—what lets you sleep at night! Cost is just \$75 per workshop or \$60 each when purchased as a series. Check your email for more details.



NARI Volunteers needed to complete NO-Cost home repairs to qualified low/fixed income home owners on these dates:

- April 19th
- May 10th
- June 14th
- July 12th

NARI Members are making a difference in our community.

Please advise the Chapter of your causes and contributions so that our spread in the 2010 directory includes your favorite charity/cause and of course any photos of you and your team.

Photos sent to me during the course of 2008 helped contribute to the NARI National Evening of Excellence when

our Chapter's numerous members graced the screen — those that rode for MS, those that did the three day walk for Breast Cancer (a cause near and dear to me, now being a 5 year survivor), others contributing huge efforts, talents and energy to Habitat for Humanity and our Chapter community cause, Angels on Call.

The important thing is that you can fit in an hour or two

in for a charitable cause. Maybe it is your child's PTO or taking your guitar or your keyboards to a senior center and making their afternoon just a little more special.

If you would like to contribute time or materials to the next Angels on Call project, please contact Dee Larson the Chapter Outreach Chair at **(480) 233-5108**. Photos of you volunteering should be sent to me (Jetta).



Volunteers needed to work the NARI Home Show Booth. Win great prizes.

Marketing & Promoting NARI at the Home Show

These two forces have teamed up to jointly promote the remodeling industry during the May 1, 2 & 3 home show.

The marketing and promotions for this show exceed \$61,000 with distinct NARI mentions. Part of the marketing includes several full page full color ads in the Arizona Republic, 800 spots on radio and television, live remotes from the home show and

promotions through the Maricopa County Home Show magazine and targeted email marketing.

If you aren't having your own booth at the home show., consider volunteering at the new NARI booth. With 25,000+ visitors, we need NARI members to distribute our 2009 print directory and answer questions regarding our association and remodeling. You may even pick up

several leads. Many volunteers have converted these leads to actual sales \$\$!

Show hours are Friday and Saturday from 10am—7pm. Sunday from 10am until 5pm. Set up and take down is also needed. You can sign up at the April 8th meeting in 2 hour increments or contact our fabulous new Home Show Chair, Donny Fargo at 623-689-7721 or at fargopainting@cox.net.

Make the Most of Networking Events —Michael Crom

**Don't just stand around at a networking event—
Network!
Have a :30 elevator speech ready and talk to others outside your circle.
It works!**

In a time when organizations are running leaner, individuals must maximize their value, create mutually beneficial partnerships, sell their organizations' benefits and increase business connections.

Here are some ways to make business connections at networking events:

Prepare a good introduction. Everyone attending is going to be meeting many people, so you want to make sure you can stand out.

Meet the event coordinators. This is a great way for you to inquire about other attendees.

Circulate. When attending events, try to avoid hanging out with people you know. Talk to as many people as possible.

Have a :30 pitch and make it interesting.

Take a genuine interest in others. Be a good listener. Ask questions to show you are interested.

Meet the VIPs and speakers. Briefly explain who you are and what your company does, tying it into what you heard in their talks. Get a business card and follow up.

Source: The Arizona Republic, March 4, 2009, CLI

New Windows & Doors Qualify for \$1500 Tax Rebate



Replace your client's windows and doors and they could qualify for a \$1500 tax rebate thru the American Recovery and Reinvestment Act of 2009.

Homeowners looking to reduce their home's energy use by replacing their out-dated, inefficient windows and doors have added incentive with the recent passage of the **American Recovery and Reinvestment Act of 2009**, according to Krasiva Windows, located in Phoenix.

The Act provides a tax credit -- equal to 30% of cost, up to \$1,500 -- for qualifying energy-efficient home improvements such as windows and doors.

Krasiva Windows sells high quality windows and doors from [Weather Shield®](#) Windows & Doors, which offers a wide range of products qualifying for the tax credit because of the company's investment into energy smart solutions.

"Weather Shield has an extensive number of prod-

ucts and product lines that readily qualify for the tax credit, including Visions vinyl windows and doors, Proshield vinyl-clad windows and doors, fiberglass-clad windows and even select aluminum-clad and wood windows," said Greg Strickland, owner for Krasiva Windows, "With a number of appealing choices and decorative options, and an attractive tax credit, we believe homeowners will upgrade their windows and patio doors, particularly since many intend to remain in their homes until values recover."

In order to receive the tax credit, the window or door must achieve a .30 or lower U-factor and .30 or lower Solar Heat Gain Coefficient. This is more stringent than the current ENERGY STAR® specifications. The windows and doors must be put into

service between February 2009 and December 2010.

A number of energy smart solutions, such as [Zo-e-shield®](#), the World's Best Energy Glass®, enable Weather Shield products to meet or exceed the strict .30 U-factor or .30 Solar Heat Gain Coefficient criteria of the Act.

Trade professionals and homeowners can determine which windows and doors qualify for the tax credits by visiting www.weathershield.com or calling Greg owner of Krasiva Windows at 602-678-3737.



Tukee Home Tour—April 4th from 9am to 5pm—Linda Minde

The 2nd Annual Tukee Home Tour takes place this Saturday.

NARI's own **Tri-Lite Builders** has their 2009 Contractor of the Year home featured in this tour. See for yourself what an award winning In-Law addition looks like. Another Tri-Lite home features an elegant master bath remodel.

Other homes on the tour include an incredible green home that boasts an interior

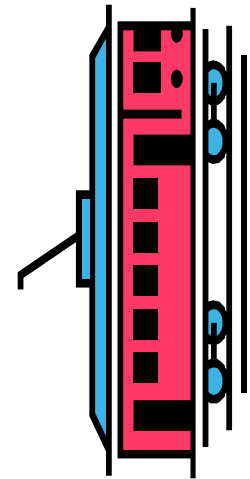
courtyard, waterfall, wine cellar, and home theatre, and a whole house remodel featuring unique Tigerwood cabinets in the kitchen.

Hosted at Emerald Design (across from Ikea) at Warner Rd. & Emerald Dr. there will be a free EXPO featuring great products and services for the homeowner along with Ollie the Trolley to transport you to the various homes on the tour in Ahwatukee. The last trolley leaves Emerald Design at

3pm. The tour takes approximately 2 hours.

There are opportunities to win a "Carpenter for a Day", enter a 50/50 raffle for a chance to win over \$1000 and see the beautiful "Gabriel's Angels service dogs, the chosen charity for this years event.

Tickets are \$15 in advance or \$20 the day of the event. For more information and to purchase tickets, go to www.ahwatukeechamber.com.



NARI Green Remodeling Class Enrollment

NARI is pleased to announce the enrollment for the next Green Education Series beginning May 7th. The class fills up quickly so if you've been on waiting lists before, enroll today.

The class consists of 16 topics related to green and sustainable remodeling including:

- Basic Building Science
- Renewable Energy

- Insulation HVAC
- Exterior Finishes
- Interior Materials and Finishes, Landscaping, Indoor Environmental Quality
- Deconstruction vs. Demolition Foundation
- Plumbing and Electrical
- Green Marketing

The course is designed to provide you with a solid

foundation in Green Remodeling and allow you to start practicing today.

The cost of this program is \$495 for NARI Members and \$695 for non-members. Course size is limited to 20 to enable active participation by all attendees.

For more information, contact NARI National at 800-611-NARI or email: info@nari.org.



Independent Contractor? Play by the Rules....

Following a growing trend across the U.S., a new law in Minnesota is designated to crack down on contractors who "misclassify" workers as 1099-based independent contractors. The law, which became effective 1/1/09, requires that independent contractors in the construction industry obtain a certificate from the Minnesota Department of Labor and Industry (MDLI). Without the certificate, Minnesota will

classify the worker as an employee. That means the worker would be subject to the Minnesota laws, rules, and regulations that govern the employee/employer relationship, including workers' compensation, unemployment insurance, wage and hour, and occupational safety and health.

To obtain the certificate requires submitting a detailed application, paying a fee,

providing supporting documents and signing a sworn statement that the applicant meets a list of criteria that certify that he or she is a genuine independent contractor.

Moreover, contractors who hire independent contractors must verify that the worker holds a current certificate and certificates must be renewed every two years. *Source: Remodeling 2/09*

Do you have independent contractors working for you as "employees?"

States are cracking down on 1099 "employees."

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2009 NARI New Members and Membership Updates:

Ahwatukee Carpets, Inc.

New Member: 3/09

ROC C-08 128901, L-08 210946, K-48 210945

Traci Tartaglio, Owner

15215 S. 48th St., Suite 185, Phoenix, AZ 85044

PH: 480-598-9811 480-598-9888 fax

Email: floornu@aol.com

Web: www.ahwatukeecarpets.net

NARI Sponsor: AZ Blinds

Specializing in full service residential carpet, tile, wood, laminate, granite and installations valley wide.

Arizona Hardware Headquarters Inc.

New Member: 3/09

Tim Fargo, Sales & William Wagner, President

625 E. Baseline Road, Gilbert, AZ 85233

PH: 480-892-6969 480-635-9898 fax

Email: arizonahardware@qwest.net

Web: www.arizonahardware.com

NARI Sponsor: Roadrunner Custom Remodeling

Experts in all phases of door and cabinet hardware.

Clayton Glass & Accessories, Inc.

New Member: 3/09

ROC 109947 C65

Jerry Glover, President

5609 W. Latham St. #105, Phoenix, AZ 85043

PH (602) 272-2006 602-278-6457

Email: jerrygrover@claytonglass.com

Since 1985, Clayton Glass & Accessories fabricates and installs mirrors and shower enclosures.

Efficiency Mechanical Inc.

New Member: 1/09

ROC 088055 & 088130 (commercial)

Danny Kregle, President

12247 S. Gilbert Rd., Gilbert, AZ 85296

PH: 480-497-5178, 480-926-9183 fax

Email: danny@effmech.com

Web: www.effmech.com

NARI Sponsor: Lenzmeier Construction

Call us first for all of your residential and commercial cooling and heating needs.

French Accent Landscaping

New Member: 2/09

ROC 135044 C-21 ROC 168907

Christophe Martelly, President

36879 N. 38th Street, Cave Creek, AZ 85331

PH: 602-482-8211 480-488-3869 fax

Email: chris@frenchaccentlandscaping.com

Web: www.frenchaccentlandscaping.com

NARI Sponsor: BC Renovations

Landscaping contractor dedicated to quality and service including all phases of development, from design to installation.

MasterBrand Cabinets, Inc.

New National/Local Member: 1/09

Scott Voyles

4428 E. Mountain View Road, Phoenix, AZ 85020

Ph: 602-315-8855

Email: svolyes@masterbrandcabinet.com

At MasterBrand Cabinets our focus is listening to today's families, then creating living spaces that meet their needs. We are committed to providing superior cabinets at fair prices, honoring every promise we make and helping families turn their dreams into reality.

RKF Architectural Products, Inc.

New Member: 2/09

ROC 202990

Gordon Finstad, Sales Representative

9170 E. Bahia Drive, Suite 106, Scottsdale, AZ 85260

PH: 480-585-9297 480-585-5227 fax

Email: gdfinstad@rkfarchitecturalc.com

Web: rkfarchitectural.com

NARI Sponsor: Lenzmeier Construction

We distribute windows and doors of exceptional quality.

The Skylight Guy, LLC

New Member: 2/09

ROC 245209 & 251862

Ken Beyer

2157 W. Thunderbird Road, Phoenix, AZ 85023

PH: 602-989-8668, 480-820-9239 fax

Email: Kenbeyer@skylightguys.com

Web: www.skylightguys.com

NARI Sponsor: Inside Out, etc.

Skylight sales, installation and repair. Also go green with solar hot water and solar electrical.

More members are noted on the next page...

2009 NARI New Members and Membership Updates continued:

Sun Valley Interiors

NARI Member Since: 7/07
ROC 185857

Ann Lyons, President
3111 E. Thomas Road, Phoenix, AZ 85016
PH: 602-381-1289 602-381-1304 fax
Email: alyons@sunvalleyinteriors
Web: www.sunvalleyinteriors.com
Sun Valley Interiors provides new cabinets, countertops and refacing of cabinets for contractors and retail customers. Our 2000 sq. ft. showroom has 17 displays. Family owned and operated with personal, hands-on service.

T & Y Plaster Stucco & Quality Painting

New Member: 1/09
ROC 191998 & 191997

Tony Mureno Jr., Owner
808 E. Carver Road, Tempe, AZ 85284
PH: 602-989-8668, 480-820-9239 fax
Email: TYstucco@yahoo.com
NARI Sponsor: NY Design Build Inc.
Count on us for stucco, plastering, lath, synthetic, paint and green paint.

UNITS Mobile Storage of the Valley

New Member: 3/09

Jaime Gomez, President
2465 S. 19th Ave., Bldg.E-1, Phoenix, AZ 85009
PH: 602-272-7225, 602-278-2633
Email: units@cox.net
Web: www.UNITSstorage.com
NARI Sponsor: Angels On Call
Mobile containers for storage at your location or our warehouse.

2009 Membership Recruitment Program

Do you have a sub-contractor, a business associate or a supplier that can benefit from a NARI membership? Bring them to a meeting. If they join, you can be entered into the monthly drawing to win a cash prize. Last month, 5 new members with sponsors made the first pot worth \$125.00. All sponsors are entered into the pot. If, in a given month, you have two new members, you have two chances to win the cash prize. The prize amount is dependent on the number of sponsored new members per month.

Bring in three new members within *your* annual membership year, receive your *local* dues free.

NARI Calendar of Chapter Meetings:*

May 13th—Chapter Meeting:

Time: 6pm – 8pm
Better Homes Cabinets and Granite, LLC
4011 N. Black Canyon Hwy., Phoenix, AZ 85015

June 10th—Chapter Meeting:

Time: 6pm – 8pm
Westye with Best Home Appliances
15770 N. 83rd Way, Scottsdale, AZ 85260

July 8th - Chapter Summer Social:

Time: 6pm – 8pm
Beer or Wine Tasting Summer Benefit,
Location—TBD

August 12th—Chapter Meeting:

Time: 6pm – 8pm
Marvin Windows
4346 E. Elwood St., Suite 102, Phoenix, AZ 85042

September 9th - Chapter Meeting:

Time: 6pm – 8pm
BSH Home Appliances Corporation
8435 N. 90th Street, Suite One, Scottsdale, 85258

October 14th—Chapter Meeting:

Time: 6pm – 8pm
Westar Kitchen & Bath
15550 N. Greenway-Hayden Loop, Scottsdale, AZ 85260

November 11th - Chapter Meeting:

Time: 6pm – 8pm
SunWest Appliance Distributing
8370 S. Kyrene, Tempe, AZ 85284

* Always check with the NARI office about times, dates and locations as they are subject to change.

The Board of Directors meet from 4pm—5:45pm prior to each Chapter meeting. Members are welcome.

Reservations for NARI hosting opportunities for 2010 are now being accepted.

- January 13
- February 10—Arizona Fire & Water Restoration
- March 10—Woodcase Cabinetry
- April 14
- May 12—LG Surfaces
- June 9
- July 14, August 11, September 8, October 13 and November 10