

## REMODELING TO THE HIGHEST STANDARDS

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### February 25 Lunch Topic: Facing Giants—Material and Labor Shortages— Panel Discussion

Join us at the Thursday, February 25 NARI lunch to discuss material and labor shortages. Our panel includes:

- Bryce Henke, Ferguson/Factory Direct Bath, Kitchen & Lighting Gallery
- Allen Deuschle, CR, Kansas City Remodel & Handyman Allen
- Jeff Penrose, CRPM, CLC, Schloegel Design Remodel
- Mike Wolff, Tradesmen International
- John Amos, Independence School District

Some of the questions the panel will address:

1. Why are there material shortages and when will it get back to normal?
2. For the contractors, what are you proactively doing now to mitigate material shortages and labor shortages? How does that impact cash flow, project planning and storage?
3. How has Covid impacted labor shortages for both suppliers and contractors?
4. What does the future workforce look like or where does it come from? Can we fast track current high school students with some on-the-job training during school hours and for credit hours?
5. Can the use of staffing organizations help in the meantime? What do you do differently and what is your labor pool?

### KC NARI Lunch Fast Facts

**Date:** Thursday, February 25

**Time:** 11:30 – 1:00, networking begins at 11!

**BUY NARI Tabletop Sponsors:** Ferguson/Factory Direct Bath, Kitchen & Lighting Gallery and ProSource of Lee's Summit and Kansas City West

**NEW Location:** Doubletree by Hilton, 10100 College Blvd., Overland Park (College and 69 Highway)

**Cost:** \$30 at the door with ADVANCE reservations; \$35 for those companies needing to be invoiced. **Please Note: All who reserve and don't attend will be invoiced. No walk-ins will be allowed due to limited seating.** A plated meal will be served.

**Deadline for Reservations is February 19.** RSVP via e-mail to [kcنari@RemodelingKC.com](mailto:kcنari@RemodelingKC.com), call 913-362-8833, or register online. Go to [www.RemodelingKC.com](http://www.RemodelingKC.com) and sign up under the Events tab. **Due to COVID, safety precautions will be in place. Masks must be worn during the entire meeting unless you are sitting down to eat. Once your meal is done, masks will need to be worn throughout the meeting. We will have a limited number of seats due to the Johnson County COVID restrictions. We will not be able to accept any walk-ins.**



The door prize winners at the January 28 lunch were excited...despite the masks hiding their smiles. Left to right is: Andrew Hite, X/O Exteriors, Kari Tripses, Habitat ReStore, and Brandy Kimble, First National Bank of Omaha.

# The President's Message

As we start to put 2020 behind us, Kansas City NARI is looking forward to accomplishing our goals for 2021. We are fortunate to have a very good group of staff in the office as well as a willing and able Board, committees, and volunteers to help us accomplish these goals. So, what are the goals you ask?

As an organization that really prides itself on networking with other like-minded companies and individuals, we really had to pivot in 2020. Social distancing and lack of our primary networking outreach (lunches) really made this difficult. What Kansas City NARI really wants to do moving forward is to come up with new ways to network and hold educational seminars. Fortunately, we have all learned how to do this to a certain extent with software out there already like Zoom. Who would not have liked to buy that Zoom stock one year ago!

There have been good discussions on several levels about what do Kansas City NARI gatherings look like going forward. Is it in-person, virtual, or both? I am glad to report that we think both might be the right answer! With the help of the Education Committee, who have done excellent work researching hardware available, we have purchased equipment we think will help us deliver on this endeavor. When you get a chance Google "OWL camera" ...it is a hoot. ☺

Our hope is that we will be able to increase attendance if we are more flexible in how people can attend. I recall attending a couple of virtual meetings while I was on vacation with the family in Florida last year. The kids and my wife were at the pool while I was on a Zoom meeting via my phone, from my car, while parked (not driving!) in a parking lot. This was certainly not possible for our chapter in 2019.



Thanks to Jason Wright, CRS, Jason Wright Electric, for leading two seminars on Electrical 101.

As we look to expand upon this technology and these types of meetings, we would like to ask our current membership are there any type of meetings you would like to see us offer. Personally, I know that our fireplace installers must have a certain amount of continuing education credits (CE's) for them to renew their fireplace certification. I imagine that most other trades are the same. We hope to be able to offer these CE's in our NARI office both in person and virtual depending on the speaker and course. If anyone has any ideas or thoughts on this, I know the Education Committee and office staff would be eager to hear your ideas.

Sincerely,

Jonathan Kelly  
Fireplace & BBQ Center  
913-383-2286  
jkelly@fireplacecenterkc.com



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## KC NARI Needs Your Help at Johnson County Home & Garden Show, March 5-7, Overland Park Convention Center

Thanks to our long-time working relationship with Marketplace Events, Kansas City NARI will host a 20 x 30 booth at the Johnson County Home & Garden Show. The booth will be themed Ask an Expert and we need NARI members to work a 3-hour shift at the show. We will be handing out the 2021 Remodeling Guides at an unmanned table at the entrance as well as in the NARI booth. COVID regulations will be in place and masks will be required at all times as well as social distancing.

Available shifts are:

Fri., March 5 -- 10-1 OR 4-7

Sat., March 6 -- 10-1 OR 1-4 OR 4-7

Sun., March 7 -- 10-1 OR 1-4 OR 4-6

Please email [kcnari@RemodelingKC.com](mailto:kcnari@RemodelingKC.com) to volunteer to work a shift. We will provide you with a NARI shirt to wear during your shift, limited sizes available in both men's and women's long sleeve button down shirts or short sleeve polo shirts.

# Pending Applications

## Echo Systems

Brian West, Sales Consultant  
Olathe

Home automation since 2010

Sponsor: Charles Werr, Surface Center  
Interiors

## MAVi

Ben Manning, CEO  
Shawnee

Home automation since 2017

## Board Minutes

**January**—One application was approved. The Board discussed in-person meetings and agreed that chapter lunch meetings, the REMY Awards Evening and the chapter's participation in the March 5-7 Johnson County Home & Garden Show would go on as scheduled. Committees that want to host in-person events will need to have a written COVID plan in place and have that plan approved at one of the monthly Board meetings.

## In Sympathy

Our sympathy is extended to Jason Wright, CRS, Jason Wright Electric, on the January 25 death of his father, John Earnest Wright. John was 88. On August 31, 1957, John married Julia Dianne Price. They shared a long and happy marriage and were blessed with four children, 9 grandchildren, and 15 great grandchildren. He shared his faith and possessions freely and was always available to help others. His generosity and concern for others was epic. John was an electrical engineer and worked in the natural gas industry. After retiring, he and Dianne taught on cruise ships for 7 years.

## KANSAS CITY NARI

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### President

Jonathan Kelly  
Fireplace & BBQ Center

### First Vice President

Nick Shepard, CR  
KC Home Solutions

### Second Vice President

Jason Wright, CRS  
Jason Wright Electric

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SVB Wood Floors

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Mary Thompson, CR, CRPM,  
Architectural Craftsmen

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Lindsay Hicks, Habitat for Humanity of KC

Jon Otten, Capitol Federal Savings Bank  
Derick Shackelford, CR, CRPM, CLC,  
Shack Built

### Chair

Judy Transue, CR, CRPM, UDCP  
CHC Design-Build



## KC NARI MEETINGS:

All meetings will be held via Zoom.

### Board Meeting

Wednesday, March 3 - 3:30 p.m.

Jonathan Kelly, 2021 President  
913-383-2286, jkelly@fireplacecenterkc.com

### Advocacy Committee

Thursday, March 4 - 9:00 a.m.

Peggy Bruce, Chair  
913-827-9952, peggy.bruce@vwealth.com

### Education Committee

Wednesday, March 10 - 11:00 a.m.

Co-Chairs - Derick Shackelford, CR, CRPM,  
CLC, 913-544-4819, dericks@shackbuilt.com  
John Bruce  
913-859-9150, jbruce@outdoorlights.com

### Ethics & By-Laws Committee

Karl Dunivent, Chair  
816-343-8887, kdunivent@choicecabinetkc.com

### Marketing/PR Committee

Tuesday, March 9 - 9:00 a.m.

Co-Chairs - Phil Steinle  
913-696-9758, Phil@centurymarketinginc.com  
Joanna Schiller  
913-321-4100, joanna@abcosupplyus.com

### Membership Committee

Wednesday, March 17 - 11:00 a.m.

Co-Chairs - Benita Brewer  
913-339-8446, designergal@kc.rr.com  
Ryan Christopher  
816-965-8655, ryan@svbwoodfloors.com

### Remodeled Homes Tour Committee

Tuesday, March 9 - 11:30 a.m.

Charlie Schloegel, CR, UDCP, Chair  
816-361-9669, Charlie@remodelagain.com

### Social Committee

Tuesday, March 2 - 11:30 a.m.

Christine Hawkins, Chair  
913-915-9140, Christine.hayes@ferguson.com

### Workforce Development Committee

Thursday, March 18 - 8:00 a.m.

Nick Shepard, CR, Chair  
913-780-4498, nick@kchomesolutions.net





# ***BUY NARI!***

## ***Features Ferguson/Factory Direct Bath, Kitchen & Lighting Gallery***

**14105 Marshall Drive, Lenexa as well as locations in  
Lee's Summit, Lawrence, Topeka & KC North  
913-752-5660, [www.ferguson.com](http://www.ferguson.com)**

Ferguson Bath, Kitchen & Lighting Gallery was founded in 1953. Ferguson is the largest U.S. distributor of plumbing supplies. Specific to the home building and remodeling industries, Ferguson distributes plumbing, lighting, appliances and hardware. Currently, they have three beautiful showrooms located in the KC metro.

At the February lunch, Ferguson and Dereck Miller with Summit Sales will be discussing the new offerings from the Delta Faucet Company and Brizo Faucets. Please join us at our table to see what's new and hot for 2021.

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## **KC NARI Hosted 4th Virtual Consumer Seminar on Feb. 2**

The pandemic has taught Kansas City NARI to be creative and nimble. On February 2 we hosted our fourth virtual consumer seminar and had 20 ready-to-remodel consumers on the Zoom call. Thanks to the following members for serving as the expert panelists: Kay Roppe, ProSource of KC West; Tony Gonzales, CRPM, Brackmann Construction; Lance McCarthy, ReTouch Design-Build-Renovate; and Ann Egan, ASID, Ann Egan Interior Design. We gave away 2 Visa gift cards from a drawing of attendees and mailed out 8 Remodeling Guides to those who gave us their mailing address. There were great questions from the consumers in the chat box, so we knew the attendees had remodeling on their minds! Thanks to our social media/branding consultant and NARI member, Michaela Pearce, Pearce PR, for designing social media posts and paid social media advertising. If you would like to serve as an expert panelist at a future consumer remodeling seminar, let Jan Burchett know of your interest.



# ***BUY NARI!***

## ***Features ProSource of Lee's Summit and ProSource of Kansas City West***

**1150 SE Century Dr., Lee's Summit  
816-524-8998, [www.prosourcefloors.com/leessummit](http://www.prosourcefloors.com/leessummit)  
7228 W. Frontage Rd., Merriam  
913-599-4488, [www.prosourcelenexa.com](http://www.prosourcelenexa.com)**

ProSource was founded in 1994 and has 25+ employees in the Kansas City market. Their mission says, "At ProSource, we don't just say we have the lowest prices, we guarantee it!" ProSource is the largest business to business flooring and provider in the United States. They specialize in "Helping our Trade Pros and their customer complete successful projects!" ProSource is member based and dedicated to giving remodelers, builders, designers, installers, property managers, general contractors, and other trade professionals the absolute best prices in the marketplace. ProSource not only carries a large assortment of commercial and residential flooring products, but they added cabinets, plumbing fixtures and countertops. We are truly a one stop shop! Visit either location to view these fabulous values.

Come meet the ProSource team at the February 25 chapter meeting and meet Roger Fry, the new Lee's Summit Manager. You'll also have a chance to win two \$50 Jack Stack gift certificates, and while you are there listen to Roger tell you more!

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## **Do you Know NARI? Are You Experienced and Trusted?**

If you are experienced and trusted, then Kansas City NARI has a great opportunity for you! We need members to be MENTORS to new members and to acclimate and educate a new member about everything NARI. This isn't business mentoring, it's NARI mentoring.

NARI staff will take you through a brief mentor training via Zoom and then you'll be ready to mentor a new member. That means you reach out to them via email and phone calls and meet them at a NARI event or for coffee or a beer...your choice.

Please say yes and if you say yes, Jan Burchett will reward you with 2 dozen cookies! Please reach out to Gretchen Evans at [kcnarigretchen@RemodelingKC.com](mailto:kcnarigretchen@RemodelingKC.com)

# It was a SUPER Event Before the Super Bowl - KC NARI Hosted Virtual Social and Member Drive Event

If you missed the Feb. 4 Virtual Scavenger Hunt you missed 60 minutes of networking in small groups, 8 scavenger hunts for 8 door prizes and 3 door prizes drawn from all who attended. Thanks to the following companies for donating the door prizes and scavenger hunt gift cards: Fireplace & BBQ Center, Jenna Dighero from Habitat ReStore, Gartman Remodeling, L Marie Interior Design, and Anything on Anything. And let's give a shout out to all the winners: Ron Webster, CKBR, Schloegel Design Remodel; Brandy Kimble, First National Bank of Omaha; Michelle Schneider, PPG Paints, Benita Brewer, BMB Designs; Brian West, Echo Systems; Wendall Gartman, Gartman Remodeling; Lauren Balestrieri, UDCP, L Marie Interior Design; Michael Salazar, US Healthcare; and Shaun Reid, Wrap It Up.



# New Date Set for 23rd Annual Remodeled Homes Tour!

The Remodeled Homes Tour Committee believes that the health and safety of NARI members, consumers and the public are important now more than ever. The spring Remodeled Homes Tour has been rescheduled for September 18 & 19, 2021, with plans in place for a stronger Tour with more projects showcased.

## 23rd Annual Remodeled Homes Tour FAST FACTS

**Dates:** Saturday and Sunday, September 18 & 19, 2021  
**Hours:** Saturday 10am-5pm and Sunday 11am-4pm  
**Tour Entry Fee:** \$1100\*\*\*per home—2nd & 3rd entry \$650 each (3 homes maximum a contractor can have on each Tour)  
**Early Bird Special:** Save \$125 if entry application is turned in by July 23  
**Final Entry Date:** July 30  
**Number of Attendees:** Varies according to your location/project...from 100 to 600 in just 12 hours!  
*\*\*\*If you have never entered a project on the Remodeled Homes Tour, take \$100 off this fee.*

### Contractor Benefits:

- Only NARI members can enter a home...a KC NARI member benefit!
- It's a great way to showcase your company and give your employees bragging rights.
- Partner with your subs/suppliers to help offset costs and to help work the Tour.
- Receive a 4-color photo & project write up in the Remodeled Homes Tour program.

## 2021 Chapter Meetings Have Moved to Doubletree by Hilton in Overland Park

We are hosting our 2021 lunch meetings at the Doubletree by Hilton, 10100 College Blvd., Overland Park (College and 69 Highway). Mark your calendar for the remaining 2021 KC NARI chapter meetings:

Thurs., Feb. 25	Thurs., July 29
Thurs., March 25	Thurs., Aug. 26
Thurs., April 22	Thurs., Sept. 30
Thurs., May 20	Thurs., Oct. 28
Thurs., June 24	Thurs., Nov. 18

# BUSINESS BUILT TOGETHER

## KC NARI Will Host Certified Remodeler Project Manager (CRPM) Study Group this Spring! Plan Now to Join the Group

- Project Managers are the field personnel who oversee every aspect of the project: customer satisfaction, personnel management, administration, etc. while working on the project or projects.
- Are you looking for a way to set yourself apart from the competition?

The **Certified Remodeling Project Manager (CRPM)** program addresses project cost management, communication, project planning, quality assurance, record-keeping and risk management.

### Key Points Covered:

- Learn a system of accurate record-keeping and maintenance.
- Learn to put your risks into perspective and provide comprehensive ways to avoid them.
- Learn how to reduce punch list items.
- Learn a systematic set of tools and techniques to improve margins on any project.
- Learn how to schedule, monitor and adjust your project plan to fit your needs.

The **CRPM** will develop competencies and professionalize the project manager's role in the remodeling industry. The CRPM course is a structured class of remodeling project management fundamentals and a prep course to take the CRPM Certification exam.

To qualify for the CRPM designation, applicants must meet the following:

- Be employed by or own a firm primarily engaged in remodeling that operates in compliance with the NARI Code of Ethics and Standards of Practice
- Completed at least 16 hours of continuing education directly related to developing project management skills and knowledge OR be enrolled in the NARI CRPM education program
- Successfully completed a comprehensive application that details their background and experience
- Two (2) years continuous experience in the remodeling industry (any role) AND one (1) year as a remodeling project manager
- Receive NARI Headquarter approval of the application.

- Successfully complete a written examination (in one sitting) that covers the six CRPM knowledge domains: project planning, communications, project cost management, quality assurance, recordkeeping, and risk management.

### Fees for certification:

\$500/per person

Annual renewal fee: \$75

### Steps to sign up for the Spring 2021 CRPM Study Group:

1. Fill out CRPM application and send to NARI HQ with applicable fee. Their current fee is \$500. Please call the NARI office, 913-362-8833, for the CRPM application.
2. Email [kcnaari@RemodelingKC.com](mailto:kcnaari@RemodelingKC.com) to confirm you want to be in the Spring 2021 CRPM study group. There is a \$115 per person study group fee from Kansas City NARI. (We can invoice the company or charge the credit card on file once your application is approved by NARI HQ.) This fee includes the study group and one lunch at a future chapter meeting where the new CRPMs will be recognized.
3. The CRPM study group will be facilitated by Derick Shackelford, CR, CRPM, CLC, Shack Built. **Currently the study group will begin meeting on Tuesdays from 3:30 to 5:30 with the first meeting on March 9. We will plan to start meeting via Zoom but hope to also meet in person at the NARI office or do a combination of Zoom and live.**

## Make Some Waves...Radio Waves, That Is...on NARI Home Time Radio Show!

NARI Home Time Radio show, heard live every Wednesday from 1-2pm on KKLO 1410 AM/92.7 FM is going strong and we need your company to be showcased. Every week the radio show host, Jan Burchett, interviews 2 NARI members. There is no charge for the interview. She would love to book your company on one of the upcoming shows. It's an easy conversation between Jan and your company rep. If you are interested in promoting your company and products/services, give Jan a shout via email at [kcnaari@remodelingkc.com](mailto:kcnaari@remodelingkc.com) or call 913-362-8833.

Thank you to the NARI Home Time show sponsors: McCray Lumber and Marvin. Call Gary Cashion at 913-732-3390 to discuss show sponsor packages or email him at [garyckklo@gmail.com](mailto:garyckklo@gmail.com)

## Futures Fund Gives Grants to Local Construction Trades Programs



Grant for equipment for Liberty High School



Grant for a training facility at KCK Community College for their construction trades program



## New Member Minute

### Jackie Bryan, Belfor Property Restoration

BELFOR is the largest wholly owned restoration company in the world with 300 + offices covering multiple countries (roughly 150 in North America). We specialize in water/fire/mold/wind cleanup/mitigation/repairs, etc.

913-371-8200 Reference NARI when you call, [www.belfor.com](http://www.belfor.com)

#### What is something at work or home you have had to adjust to during the pandemic?

Adapting to working outside sales when offices are closed or people are working from home.

#### What is your dream vacation with no budget constraints?

Bora Bora

#### What are your three top hobbies?

Shopping, traveling and spending time with my family and friends.

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## New Member Minute

### Cassi Mayer, Sarto Countertops



Our mission at Sarto is to provide you and your customers with the best buying experience that you've ever had while offering a lifetime warranty. Whether you need natural stone, quartz, or sintered stone, the customer is always our first priority.

913-320-0222, [www.sartocountertops.com](http://www.sartocountertops.com)

#### What is something at work or at home that you have had to adjust to during the pandemic?

Work-life balance has a whole different demeanor right now. Between at-home schooling for the kiddos and sharing my home office with who needs it more at that moment, it's a dance we are still trying to learn.

#### What is your dream vacation with no budget constraints?

Over-water bungalow in Bora Bora, and unlimited watersports

#### What are your top three hobbies?

My family, live music, and LEGOs!

## Solid Rock Member Profile

### *Honoring Long Time Chapter Members*

### Shelby Chadd, A+ Insulation, Kansas City NARI member since 2012



At A+ Insulation we are a customer service company that specializes in insulation. Insulation is what we know and do best, but customer service is what we focus on and that's how we've gained so many loyal customers over the years.

913-281-2250 [www.insulatekansascity.com](http://www.insulatekansascity.com)

#### What is something you have had to adapt to during this pandemic?

As an extrovert, having to extremely limit my contact and interactions with people.

#### What is your dream vacation with no budget constraints?

New Zealand camping trip

#### What are your top three hobbies?

Playing with my two chocolate labs, working out, and any activity outdoors!

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## NARI Business Tools... Save Time & Money!

### Featured Savings Partner: Office Depot/Office Max



NARI members can enjoy significant discounts and the best pricing on products and services you use every day with Office Depot/OfficeMax! No fees, no obligations – just great savings! Save on office essentials, ink & toner, paper, cleaning/breakroom items & more!

Up to 75% off Best Value Products...plus thousands of items discounted below retail.

- Exclusive Copy/Print Pricing B&W: 2.5¢ | Color: 22¢ | Finishing: 35% off
- HP Ink & Toner Discounts
- Contract pricing on 400+ products
- Next Business-Day Delivery--FREE on qualifying orders over \$50

# HR Workshop Series

*Facilitated by Karen Hughey, Founder and CEO of KR-HR*

## Essential Employee Retention Approaches to Grow Your Business

**Thursday, March 4 from 11:00-12:15—In Person at the NARI office or via Zoom...your choice!**

Employee retention is essential for any organization to meet customer needs, grow and increase revenue. Turnover costs employers 30-200% of the departing employees' annual pay. Few businesses can afford that hit to their bottom line, let alone the frustration of frequent turnover. Instead, attend this workshop to learn the essentials to retain employees so you can reach your organization's goals.

## Giving & Receiving Feedback

**Thursday, April 1 from 11:00-12:15—In Person at the NARI office or via Zoom...your choice!**

Effectively giving and receiving feedback is critical for workplaces to operate effectively. Often people have had bad experiences when receiving feedback from their manager, so they don't receive feedback well. Many managers have not received training to adjust their communication style to meet each employee's needs. Perceptions, experiences, frame of reference, to name a few, are factors that impact our ability to hear messages as intended. Subsequently, communication can often be misunderstood, resulting in hurt feelings, unclear work assignments, or expectations. This workshop teaches you some of the fundamentals for better communication and two techniques to give feedback better so your employees can accurately receive and understand the message.

## Recruiting People - the Best Ways to Find the Right Fit

**Thursday, May 6 from 11:00-12:30—In Person at the NARI office or via Zoom...your choice!**

Your most valuable asset is your employees. Are you doing everything right to attract and retain top talent? Further, the hiring process is full of ways employers can unknowingly ask illegal questions that put their business at risk. In this workshop, learn how to establish your interviewing process to achieve three primary objectives:

1. Reduce your risk with compliant hiring practices
2. Market your organization as a place candidates will clamor to apply to
3. Create an employee-focused approach that results in hiring engaged new hires

**HR Series Costs:** \$25 per person per seminar...or \$60 if you sign up for all three seminars (you can have different employees from the same company attend the seminars)

**Non-Member Costs:** \$50 per person per seminar...or \$125 if you sign up for all three seminars (you can have different employees from the same company attend the seminars)

For in-person seminar, soft drinks and water as well as dessert will be provided. Bring your own lunch if you choose. RSVP Required. Limited seating at the NARI office due to COVID restrictions. By reserving and attending these seminars you agree to our COVID disclaimer.

## About Karen Hughey

After earning a Master in Business, and a Master of Human Resources and Labor Relations from Michigan State



## Kansas City NARI Thanks Our 2021 Corporate Sponsors

Official Sponsor

**FERGUSON | FACTORY DIRECT**

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Platinum Sponsor

**MARVIN**

Diamond Sponsors

**McGraw**  
Lumber & Millwork

**ProSource**  
Wholesale Floorcoverings  
of Lee's Summit & KC West

**pmd**  
Pacific Mutual Door & Window Co.

**SVB**  
WOOD FLOORS



Gold Sponsors

**RAYNOR**  
Garage Doors of Kansas City

**KCM**  
KANSAS CITY  
MILLWORK CO.

**Capitol Federal**  
True Blue® for over 125 years

**LOCKS & PULLS**  
DOOR & WINDOW HARDWARE

**AZEK**  
Building Products

**Century Marketing, Inc.**  
design • print • apparel • signage • web

**FIREPLACE**  
KANSAS CITY CENTER

**FERGUSON | FACTORY DIRECT**

BATH, KITCHEN & LIGHTING GALLERY

**ARVEST**  
BANK



**TimberTech**  
Laminate, More Life.



**AG&M**  
HOMETHEAT, GIVE & SHARE

**Business Built Together**

University, Karen Hughey worked at large companies such as Chrysler, Chrysler Financial, and OptumRX. One of her favorite assignments was starting Optimum Rx's Education and Development team. When an opportunity presented itself to establish the entire HR department for a small growing healthcare organization, Karen seized it. She created every aspect of HR policy and procedures and leadership development.

All these experiences provided a unique business and HR perspective most HR practitioners lack. Realizing the tremendous impact Karen could have on small organizations, she founded KR-HR. KR-HR is an HR advising firm providing compliant and practical, simplified HR solutions. Karen is a NARI member and has helped many other NARI business owners with HR solutions.

Karen is a self-proclaimed exercise enthusiast, runner, swimmer, group fitness class, and yoga participant. In good weather, Karen can also be found on the golf course with her friends and family.

## Welcome New Member!

Give her a call, shoot her an email, agree to meet her at the next NARI event. Welcome her to KC NARI!

**Erin George LLC**

Erin George

16312 W. 123rd St., Olathe, KS 66062

(913) 322-2655

ErinGeorgeLLC@gmail.com

Bookkeeping services for the very small business.

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## Join KC NARI's Chat Room

### #NARI Chatroom

Ask to be a part of this group on Facebook.

#NARI Chatroom purpose: share best practices and contacts in the industry, recommend technology for industry professionals, introduce new products or services (no sales promos) and post job positions

# REMY...Remodel of the Year

**Showcasing Award Winning Local Remodeling Projects  
Winners Will be Announced on [www.RemodelingKC.com](http://www.RemodelingKC.com)  
on March 5!**



From kitchens and bathrooms to historical renovations and outdoor living, the REMY Remodel of the Year awards from Kansas City NARI represent quality remodeling projects with attention to detail. There were 37 entries and 36 winning projects. The NARI REMY Awards is held annually to honor contractors for their craftsmanship, professionalism and their commitment to excellence in remodeling.

Entries for the 2020 program were judged on a 75-point system that included project overview, before and after photos, budget considerations, overall aesthetic appeal and communication with the homeowner. Winners had to score at least 64 points.

All Star Awards were presented to those entries that achieved 70 or more points. Remodeling contractors and design professionals from the Greater Omaha NARI chapter judged the entries this year.

Best of Show awards were presented to 5 of the 36 projects. These remodeling projects were judged the best in the following categories: Under \$75,000, \$75,000-\$150,000, \$150,001-\$250,000 and Over \$250,000.

Here is a list of all the 2020 REMY entries, alpha by category and alpha by company. The REMY Awards Evening will be held on March 4, 2021 so all REMY winners will be officially announced at that event and the winners will be showcased on the website, [www.RemodelingKC.com](http://www.RemodelingKC.com) on March 5.

## **Basement Under \$100,000**

ALH Home Renovations  
Kansas City Remodel & Handyman Allen

## **Basement Over \$250,000**

Kitchen Design Gallery

## **Bath \$25,000 to \$50,000**

ALH Home Renovations



**Bath \$50,001 to \$75,000**

Rhino Builders Remodel + Design (Team Entry with  
Ferguson/Factory Direct Bath, Kitchen, & Lighting Gallery)  
Schloegel Design Remodel

**Bath \$75,001 to \$100,000**

Schloegel Design Remodel

**Bath Over \$100,000**

Schloegel Design Remodel

**Designs and Plans**

Schloegel Design Remodel

**Detached Structure**

Renovations by Starr Homes  
Schloegel Design Remodel

**Entire House \$250,000 to \$500,000**

Schloegel Design Remodel  
Scovell Remodeling  
Total Home Remodeling

**Entire House Over \$1,000,000**

Renovations by Starr Homes

**Exterior Under \$50,000**

Schloegel Design Remodel

**Exterior \$50,000 to \$100,000**

Schloegel Design Remodel

**Exterior \$100,001 to \$200,000**

Schloegel Design Remodel  
Shack Built

**Exterior Element**

Outdoor Lighting Perspectives of Kansas City

**Historical Renovation/ Restoration Over \$250,000**

Architectural Craftsmen

**Interior Element Over \$30,000**

Schloegel Design Remodel

**Interior Remodel Under \$100,000**

KC Home Solutions  
Schloegel Design Remodel

**Interior Remodel \$100,000 to \$250,000**

Brackmann Construction  
KC Home Solutions

**Kitchen \$30,000 to \$60,000**

Interiors by Melody  
Schloegel Design Remodel

**Kitchen \$60,001 to \$100,000**

Schloegel Design Remodel

**Kitchen \$100,001 to \$150,000**

Schloegel Design Remodel

**Landscape Design/Outdoor Living Under \$100,000**

ALH Home Renovations

**Landscape Design/ Outdoor Living Over \$250,000**

Renovations by Starr Homes  
Renovations by Starr Homes

**Room Addition \$100,000 to \$250,000**

ALH Home Renovations

**Room Addition Over \$250,000**

Renovations by Starr Homes  
Schloegel Design Remodel

**Universal Design - Bath**

Schloegel Design Remodel

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## Want a Piece of the Pie?

In 2021, the Membership Committee is hosting a member recruitment drive called Piece of the Pie, a continuation from the 2020 program.

The definition of a Piece of the Pie is a share or part of something. For example: "The business owner wanted all of his employees to have a piece of the pie, so he gave them all stock in the company as a holiday bonus."

Kansas City NARI is going to give you \$25 CASH and a Tippin's pie when a company joins NARI and lists you as the sponsor! But wait, it gets better! Recruit 1-3 members and get \$25 each and 3 pies; recruit 4 members and get \$150 and 4 pies; and recruit 5 new members and receive \$250 and 5 pies.







## KC NARI – KKLO AM/FM Sponsorship

Since 2017 Jan Burchett, Executive Director of Kansas City NARI, has hosted The “KC NARI Home Time Radio Show”, 1-2 pm Wednesdays on KKLO. The promotion and exposure from this program has proven to be a beneficial partnership for KC NARI to spotlight its activities, and members' businesses. To keep the momentum going, KKLO is proud to recommend the following opportunity...

:30 second announcements to promote the weekly radio show and the NARI Kansas City Chapter.

**:15 seconds of each announcement will promote the weekly show and**

**:15 seconds of each announcement will promote your business!**

Your :15 second message will identify your business as a proud supporter of Kansas City NARI and can include your website, phone number, slogan and/or sales message.

You'll receive FIFTY (50) :15 second announcements for an investment of only \$500 that's only \$10 per announcement! Truly an efficient way to advertise!

**KKLO Radio 1410 AM & 92.7 FM**

**[www.KKLOradio.com](http://www.KKLOradio.com)**

**Contact Gary Cashion at 913-732-3390 or email: [garyckklo@gmail.com](mailto:garyckklo@gmail.com)**



# Thank you to the following NARI contractor members for being a 2021 sponsor:

## Master Craftsman

Architectural Craftsmen  
Gartman Remodeling  
Jason Wright Electric  
Royal Garage Door  
Schloegel Design Remodel  
SERVPRO of Leavenworth & NW  
Wyandotte Co. & West Topeka  
Shack Built  
Total Home Remodeling

## Craftsman

ALH Home Renovations  
All Current Electric  
CHC Design-Build  
Heiman Development Co.  
Morgan Miller Plumbing  
Outdoor Lighting Perspectives  
Phoenix Renovation & Restoration  
Plumbing Plus  
Pyramid Roofing Company

**Kansas City NARI Vision:** Kansas City NARI is the premier resource for the remodeling industry and its consumers. All remodelers will want to be part of Kansas City NARI and customers will insist on contracting with our members.

**Kansas City NARI Mission:** Support member-focused education and encourage business relationships. To fulfill this mission, Kansas City NARI will serve its members by:

- Providing education and certification programs
- Offering networking and marketing opportunities
- Creating a public awareness that makes NARI a household name
- Growing a dynamic organization

**Kansas City NARI Motto:** Business built together.

### Kansas City NARI Values:

- Kansas City NARI is committed to the following values as a measurement of all our actions:
- Member-focused-- Continually expand and/or improve quality services for NARI members.
- Financial Responsibility--Exercise sound financial management in the best interest of our members.
- Community Service--Foster a sense of community within the NARI membership as well as give back to the community in which we live and work.
- Cooperation--Provide an environment in which the members and leaders work cohesively for the betterment of NARI.
- Integrity--Demonstrate ethical business practices by following our Code of Ethics and showing respect for fellow members and the organization.
- Recognition--Honor the traditions that have been established of recognizing members, their companies and their employees for contributing to the professionalism of the remodeling industry.

