

## REMODELING TO THE HIGHEST STANDARDS

### IN THIS ISSUE:

- President's Message  
Pg 2
- Chapter Lunch Meetings - Pg 2
- NARI Committee Meetings - Pg 3
- Remodeled Homes Tour - Pg 5
- Welcome New Member - Pg 6
- Chapter Events  
Pg 7
- Solid Rock Member Profile - Pg 8
- KC NARI Member Directory - Pg 9
- Thanks for Renewing  
Pg 10
- REMY - Pg 12
- CRPM Study Group  
Pg 15

### July 29 Chapter Meeting: PURE Networking Lunch--Business Built Together!

Kansas City NARI's mission is to "support member-focused education and encourage business relationships." Our motto is "Business Built Together." At the July 29 lunch, we will host a networking event with everyone in attendance participating. Here's how it will work:

1. Assign seats and make sure each table has a variety of contractors, designers, subs, suppliers.
2. Have the entire lunch be networking and Business Built Together.
3. Have table leader facilitate entire lunch and they will start with an ice breaker.
4. Then each table will have a discussion based on questions the table leader asks.

Come to the lunch on July 29 and be ready to meet and get to know those at your table. Come open minded and you will see the benefits of Business Built Together.

### KC NARI Lunch Fast Facts

**Date:** Thursday, July 29

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

**BUY NARI Tabletop Sponsors:** Education Committee and Membership Committee

**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 the hotel guarantee 72 hours prior to event.** Lunch will be a buffet. **Deadline for Reservations is July 26.** RSVP via e-mail to [kcnari@RemodelingKC.com](mailto:kcnari@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. **Masks in the meeting room are now optional. Masks are encouraged for all public spaces in the Doubletree including hallways, meeting registration table, bathrooms, etc. No walk-ins will be allowed due to the hotel guarantee 72 hours prior to event.**



Thanks to Ferguson/Factory Direct Bath, Kitchen & Lighting Gallery along with Moen for being a BUY NARI tabletop sponsor at the June lunch. Taylor Rowe with Ferguson and Sean Blachford with Moen were the reps!

# The President's Message

*"For the strength of the Pack is the Wolf, and the strength of the Wolf is the Pack."*

I would like to take a little time this month and speak to some of the things going on in the NARI organization outside of KC NARI. You may be aware the chapter leadership of a few chapters have expressed concerns with NARI National. Recently, two chapters were combined at their request to improve efficiency, one chapter asked to be dissolved and NARI National decided to dissolve another chapter. At the beginning of this year, there were 43 chapters. There is currently 40. The number of NARI National members remains strong since the members of the two chapters that were dissolved are still NARI National members. They are now members at-large.

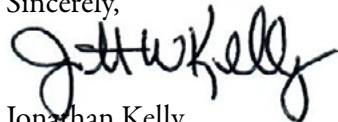
Kansas City NARI maintains a strong and positive relationship with other chapters and NARI National.

Your local chapter has several energetic and passionate members with access to national. These members are actively expressing ideas and thoughts to national via national committees, the monthly Zoom President's Roundtable, and Executive Director's meetings/calls. We will continue to push forward and represent our chapter well. If anyone has any questions, please reach out to me or your favorite Board member.

I have seen some of national's new marketing ideas being put in place and believe they will help our local chapter market to new members. I am also very proud to report that our local chapter is blessed with a very talented staff and collection of committee members. I had a chance to sit in on a Zoom call with some members from our Marketing/PR Committee and the newer NARI National Marketing Director. He was very impressed with the efforts of our local committee. In true Kansas City fashion, our committee members were eager to share and offer any help to him in the future. I love that midwestern hospitality!

In closing, I heard this mentioned during the U.S. Open golf championship this year, "Experience is what you get when you don't get what you want." We will continue to learn and adapt, if necessary.

Sincerely,



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



## 2021 Chapter Meetings at 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 calendars for the remaining 2021 KC NARI chapter meetings:

Thurs, July 29  
Thurs., Aug. 26  
Thurs., Sept. 30

Thurs., Oct. 28  
Thurs., Nov. 18

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## NARI Home Time Radio Show Signs Off After Four Years

The KKLO radio stations have been sold so NARI Home Time Radio Show signed off in mid-June after 4+ years on the air. Jan Burchett enjoyed every interview with so many NARI members over the years. It was a great chance to give NARI members the ability to tell their story and educate radio listeners about their companies and the professional remodeling industry. Thank you to the two remaining show sponsors, McCray Lumber & Millwork and Marvin. Thanks also to Jason Wright, CRS, Jason Wright Electric, for hosting the show when Jan Burchett was out of town.

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## News to Know

- Congratulation to Kam Klimes, McCray Lumber & Millwork, and wife, Mary, on the birth of Ruth Ann (Ruthie) on June 7, weighing 7 lbs., 15 ounces.
- He's so SWEET! Thank you to Mike O'Connell, CRS, GCP, CAPS, Hayes Insulation, for being the June Summer Fun Treat sponsor after the chapter lunch meeting.
- NARI Next rocked the Harvesters collection this year at their Kickball event. They collected over \$400 in cash donations and filled a Harvesters barrel plus a huge box with over 300 food items.
- Can your company offer JOB SHADOWING this coming school year to high school or community college students? Workforce Development Committee needs your help. Please say yes. Job shadowing can be as simple as a half day or full day watching one of your employees work. Let Gretchen Evans know if you can support job shadowing—[kcnarigretchen@RemodelingKC.com](mailto:kcnarigretchen@RemodelingKC.com)

# Pending Application

**First State Bank & Trust**  
Andrew Martin, Small Business Lender  
Kansas City, KS  
Lending bank since 1924  
Sponsor: Steve Lee, CSW

## Board Minutes

**July**—Judy Transue, CR, CRPM, UDCP, updated the Board on the community service project. We will have David Pekel, CEO at NARI HQ, join the Board via Zoom on August 4 for a conversation. One of the NARI HQ officers will be our October 28 lunch speaker. We will host events in August tied to a month-long membership drive. The Staffing Committee is hosting some in-person interviews and narrowing down the field for Jan Burchett's replacement.



Thanks to The Rug Studio for hosting our first WIN - Women in NARI event in 2021!

## KANSAS CITY NARI

8015 Shawnee Mission Pkwy. • Merriam, KS 66202

913-362-8833 • Fax: 913-362-8837

KCNARI@RemodelingKC.com • www.RemodelingKC.com

### President

Jonathan Kelly  
Fireplace & BBQ Center

### First Vice President

Nick Shepard, CR  
KC Home Solutions

### Second Vice President

Jason Wright, CRS  
Jason Wright Electric

### Secretary

Steve Brattin  
SVB Wood Floors

### Treasurer

Mary Thompson, CR, CRPM,  
Architectural Craftsmen

### Directors

Lauren Balestrieri, UDCP, L Marie Interior  
Design

Ryan Christopher, SVB Wood Floors  
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 in person at the  
NARI office or via Zoom...your choice!

### Board Meeting

**Wednesday, August 4 - 3:00 p.m. SPECIAL  
STARTING TIME**

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

### Advocacy Committee

**Date TBD - 9:00 a.m.**

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

### Education Committee

**Tuesday, August 17 - 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, August 10 - 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, August 18 - 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, August 10 - 11:30 a.m.**

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

### Social Committee

**Tuesday, August 3 - 11:30 a.m.**

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

### Workforce Development Committee

**Thursday, August 19 - 8:00 a.m.**

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



# Try the Tour for Leads & To Showcase Your Work for Future Business

You are busy but that should not stop you from showcasing a project on the 23rd Annual Remodeled Homes Tour. NARI contractors who do the Tour regularly attest to consumers touring their projects for several years before hiring them. Plan ahead and allow your employees the opportunity to brag about their work and craftsmanship.

## Join These Contractors on the 23rd Annual Remodeled Homes Tour!

- ✓ Schloegel Design Remodel—whole house renovation, addition & exterior in Prairie Village
- ✓ Brackmann Construction—kitchen & first floor remodel in Overland Park
- ✓ Comfort Remodel
- ✓ Kansas City Remodel & Handyman Allen
- ✓ MSC Enterprises
- ✓ RedesignKC
- ✓ Architectural Craftsmen

## 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 200 to 800 in just 12 hours!

\*\*\*If you have never entered a project on the Remodeled Homes Tour, take \$100 off this fee.

# Architectural Granite & Marble is now Architectural Surfaces

*New National Name. Same Local Soul.  
Jerry Hillard Has a Great Sink Deal!*

Architectural Granite & Marble, Pental Surfaces and Modul Marble are now Architectural Surfaces. “Rather than dividing our energy, attention and resources across three brands, we’re excited to focus on improving our service to you as a single national brand. It’s all about delivering on our promise of Global Services, National Resources and Local Soul.”

According to Jerry Hillard, Architectural Surfaces will focus on natural stone and quartz slabs, and they have been getting out of the sink business over the past months. For their remaining Blanco stock, they will offer those sinks at cost. If you are interested, please email [jerryh@arcsurfaces.com](mailto:jerryh@arcsurfaces.com) if you are interested in a list of remaining Blanco stock.



# BUSINESS BUILT TOGETHER

## ACH...An Easy Payment Option for KC NARI and You!

Kansas City NARI is fully set up to use ACH for any payments for events, dues, sponsorships, etc. ACH (Automated Clearing House) is a network used for electronically moving money between bank accounts across the United States. We are always trying to find ways of reducing the overhead of the office and we are doing this by offering ACH transactions. We are still going to take credit cards, but they have a larger processing fee tied to them (Credit card is 3.31% versus ACH at 0.51%, per transaction).

If you are willing to have your payments to KC NARI be done with ACH, please email D.J. McEwen, [kcnariDJ@RemodelingKC.com](mailto:kcnariDJ@RemodelingKC.com) and she will get you a form and answer any questions you might have...or see the form on page 19.

## Welcome New Member!

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

### Sashco

Mark Perryman

4310 Selborne Dr., Rockwall, TX 75032

308-775-9183

[mperryman@sashco.com](mailto:mperryman@sashco.com)

[www.sashco.com](http://www.sashco.com)

We are a family-owned business that has been making high performance sealants for over 80 years.



The NARI Next kickball tournament made a big difference for local folks who need food support from Harvesters. They raised over \$400 cash and donated over 300 items!

## Thanks for Helping with the Community Service Project!

At NARI News press time, the community service project was just getting started. We will post photos soon on social media and in August NARI News. Thanks to the following members who supported this project with cash and/or material donations:

Architectural Craftsmen  
Bath & Kitchen Idea Center by Grandview Winnelson  
Black Oak Construction  
Blossom Spaces  
Brackmann Construction  
Jan Burchett  
CHC Design-Build  
CMP Construction  
Crown Cabinetry  
Deatherage Home Designs  
Jenna Dighero  
Gretchen Evans  
Fireplace & BarBQ Center  
Fresh Coat Paint & Stain  
Frontier Restoration  
Gartman Remodeling  
Hammer & Nails  
Hayes Insulation  
Hearthmasters  
Heiman Development  
Lindsay Hicks  
Interiors by Melody  
J III Enterprises  
Johnson County Siding & Window  
KC Home Solutions  
KC RELO  
Sonya Lange  
Sid Lehrbaum  
L Marie Interior Design  
Morgan Miller Plumbing  
Mike O'Connell, MCRS, GCP, CAPS  
Jon Otten  
Chris Peterson, MCR, CRPM, CLC  
ProSource  
John Roach, retired, Roach Brothers Construction  
Scovell Remodeling  
Shack Built  
Suiter Business Builders  
Top Notch Heating & Cooling  
Total Home Remodeling  
Wineteer

# THINK SUMMER & SAVE THE DATES!

**For in-person events, you agree to our COVID disclaimer.**

## **Thurs., July 29— Chapter Lunch Meeting—100% Networking Event & Business Built Together!**

[Click Here to RSVP](#)

Location: DoubleTree by Hilton (College & 69 Hwy.), 10100 College Blvd., Overland Park

We will assign seats and each table leader will facilitate networking for a great peer to peer discussion.

Time: 11:30-1:00, come early at 11 to network

Cost: \$30 with advance reservations, \$35 for those companies needing to be invoiced

## **Wed., August 4—Hump Day Happy Hours—come to network with other KC NARI members**

Location: Maloney's, 7201 W. 79th St., Overland Park

Time: 5:00 pm on—food & drinks are on your own dime!

## **Thurs., August 5—Membership Drive Breakfast—help us by bringing a prospective member!**

[Click Here to RSVP](#)

Location: CKF, 10821 Lakeview, Lenexa

Time: 7:30-9:00 am Cost: FREE! RSVP required.

## **Thurs., August 19—Networking Night with Membership Drive**

[Click Here to RSVP](#)

Location: Big Bob's Flooring, 10001 W. 75th St., Overland Park Time: 5:00-7:00 pm Cost: FREE! RSVP required.

Wear your CHIEFS gear and bring a prospective member with you.

## **Thurs., August 26— Lunch Meeting with Pre-Lunch Workshop**

[Click Here to RSVP for Workshop & Lunch](#)

Guest Speaker: Gail Hermes, Strategic Impact

Pre-lunch Workshop, 9:30-10:45: "All In Culture"

- Do your employees come to work ready to be the best version of themselves?
- Are they innovative and willing to share new ideas?
- Do they collaborate on a daily basis with little conflict?

Culture. It is the driving force in organizations that attracts great talent with less turnover, creates alignment within your team and ultimately affects the bottom line of your company.

Lunch Keynote: "Greatness Lies Within"

Can you identify in your employees:

- What they bring to the table for your company, i.e.

predictability, balance, decisiveness, etc.?

- The best way to communicate with employees and what motivates them to give 100%?

For the past 15 years, Gail Hermes, Strategic Impact, has worked as a certified leadership consultant and coach helping organizations drive positive and productive cultures.

Workshop Time: 9:30-10:45 am

Lunch Time: 11:30-1:00, come early at 11 to network

Workshop Fee: \$30 Lunch Fee: \$30 at the door with ADVANCE reservations, \$35 for those companies needing to be invoiced.

## **Sat., August 28—Family Picnic at Longview Lake**

[Click Here to RSVP](#)

Balloon artist, magician & more! Meat provided, we'll share sides!

Location: Longview Lake, Shelter 4 Time: 4:00-8:00 pm

Cost: \$10 per person, Kids 11 & under FREE

## **Wed., September 15—Golf Tournament at Deer Creek Golf Club**

[Click Here to RSVP](#)

Time: 12:00 pm Shotgun start—Scramble Format

Address: 7000 W. 133rd St., Overland Park

Golfer Fee: \$150 per person, includes sack lunch, green fees, golf cart, putting contest, golf gift, beverage tickets, door prize ticket & dinner.

**Register for Chapter Events! You can RSVP via email [kcnari@RemodelingKC.com](mailto:kcnari@RemodelingKC.com) or call 913-362-8833 or go to the chapter website [RemodelingKC.com](http://RemodelingKC.com) & sign up on your own. Under the Events tab, choose the event & sign up!**

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## You are Invited to a New Product Launch!

When: Thursday, August 12 from 4-7pm

Where: Cosentino Surfaces, 15403 W 100th Terrace, Lenexa, KS 66219

Appetizers & beverages will be served. The first 50 people will receive a gift bag. They will be introducing their newest Silestone Quartz Collections: Sunlit Days & Ethereal, both launching this summer.

For more details email Desiree Clevenger, Architect & Design Sales Manager, [dclevenger@cosentino.com](mailto:dclevenger@cosentino.com)

## Solid Rock Member Profile

### *Honoring Long Time Chapter Members*

Allen Harris, CR, President, ALH  
Home Renovations

Kansas City NARI Member since 2002

913-384-0030, [www.alhhome Renovations.com](http://www.alhhome Renovations.com)



**How long have you been at ALH Home Renovations?**  
Since I founded it in 2000.

**What is your specialty (product or service) at ALH Home Renovations?**

Our service specialty we feel is relationships. Assisting our clients navigate the stressful and personal process of any remodel by setting a high expectation on every level, then delivering above the set expectation.

**If you are not at work, what would we most likely find you doing?**

Playing competitive squash or hanging with my beautiful tribe which includes my wife, Becky, and our twin daughters.

**What is your favorite NARI event?**

The REMY Awards Evening of course!

## New Member Minute

Jacob Roach,  
Martanne  
Construction



913-484-1299, [www.martanneconstruction.com](http://www.martanneconstruction.com)

We specialize in providing custom planning, design and construction services for your turnkey home remodeling project. Our experienced team of experts have the knowledge to guide you from concept to completion by using state of the art 3D modeling to showcase the remodel of your dreams. We also utilize a vision board that brings to life the personal touches that will be integrated into your space.

**When not at work, what would you most likely be doing?**

Spending time at the lake with my family.

**What are your top 3 hobbies?**

Working, listening to music, and playing with my kids.

**What's your favorite local restaurant?**

La Bodega

## KC NARI Member Directory at your Fingertips through MIC

Want to meet or reconnect with other members of KC NARI, but don't know how? The MIC, Member Information Center, is here to help you connect with other members. Log-in to the MIC and click on the Directory Tab at the top of the page. The default listing is alpha, showing those members that currently do enhanced listings first, then basic listings and following this are the employees listed by first name. Click on the company's (member's) logo/name or employee (rep) you want to reach. Their information page will open and from here you can select to email or call them. You can email from the system, just know that you will not see their email address until they email you back.

You can filter the directory on the left side, if a member has entered their keywords, you can search that way. Say you have a friend/family/neighbor asking you for someone that does xyz, but you don't know of anyone that does xyz. Search here and see if any companies (members) will come up. Just to reiterate this only happens if the word(s) you enter have been added to that company's keyword section.

Search by subcategory but this will only pull those companies (members) that have paid to be under the category. You can even see new members that have been approved recently if you want to personally welcome them to KC NARI. Need to communicate with a Board member but don't know who all is on the Board? Click on the box next to the word Board and everyone that is on the Board will show.

Reminder: go to [RemodelingKC.com](http://RemodelingKC.com), click on the INDUSTRY PROFESSIONALS tab, scroll to MEMBER LOGIN. If you have not connected with the MIC you will need to create your log-in, click on the words "No login created? Sign up now." or get started now by [Clicking Here](#). Please use the email that the KC NARI staff has on file for you. Questions about the MIC? Contact D.J. McEwen [kcnariDJ@RemodelingKC.com](mailto:kcnariDJ@RemodelingKC.com) or call 913-362-8833 and she will gladly help you.

**BUSINESS BUILT  
TOGETHER**  
SUPPORT • PARTNER • CONNECT  
KANSAS CITY NARI CHAPTER

## Solid Rock Member Profile

### Honoring Long Time Chapter Members

**Doug Bennett,**  
President, All-  
Weather Windows,  
Doors & Siding

**Kansas City NARI**  
Member Since 1997

913-624-9900, [www.allweatherkc.com](http://www.allweatherkc.com)



#### How long you have been with the company?

I started at All-Weather as a General Manager in 1998 and left in 2002. I returned in 2013 and my wife Jolene and I purchased the business in 2014.

#### What is your specialty (product or service) at All-Weather?

All-Weather has been providing full-service exterior remodeling to homeowners for over 35 years. We specialize in replacement windows, doors and siding.

#### If you are not at work, what would we most likely find you doing?

Since most of my time now is spent behind a desk, when I'm away I like to be doing things outdoors like fishing, traveling, or riding my antique motorcycle.

#### What is your favorite NARI event?

I really enjoy the business roundtable events where participants share and exchange ideas and best practices with each other. I usually leave armed with new ways to improve my business. It's also a great way to make contacts and network.

## Thanks for Renewing in 2nd Quarter!

A+ Insulation LLC 9 year member  
Air Care Heating & Cooling 1 year member  
Alenco, Inc. 27 year member  
Ann Egan Interior Design 2 year member  
Apex Energy Solutions 2 year member  
Applause Custom Sight & Sound 13 year member  
Architects, the 10 year member  
Architectural Craftsmen, Inc. 13 year member  
Artisan Woodworks & Remodel 2 year member  
Arvest Bank 7 year member  
AZEK & TimberTech Products 16 year member  
Bin There Dump That 6 year member  
Birkby Co. 7 year member  
Black Oak Construction, LLC 4 year member  
Blue Springs Siding & Windows 7 year member  
BlueLinx Corporation 6 year member  
Builders FirstSource 25 year member  
Built by Design 15 year member  
Cabinet Designs LLC 3 year member  
CdE Contracting, LLC 10 year member  
Chambers First Class Connections 3 year member  
Choice Cabinet KC 9 year member  
Connelly Plumbing Solutions 4 year member  
Copeland Insurance Agency, Inc. 8 year member  
Cosentino Surfaces 9 year member  
Dimensional Stoneworks LLC 3 year member  
Edward Wayne Inc. 6 year member  
Farm & Home Builders, Inc. 26 year member  
Fireplace & BarBQ Center 9 year member



## Kansas City NARI Thanks Our 2021 Corporate Sponsors

Official Sponsor

Platinum Sponsor

Diamond Sponsors

**FERGUSON** | **FACTORY DIRECT**

BATH, KITCHEN & LIGHTING GALLERY

**MARVIN**



Gold Sponsors



**Business Built Together**

Gahagan-Eddy 9 year member  
Gaumats International, LLC 9 year member  
Gaylord Glass 10 year member  
Grandview Top Co., Inc. 14 year member  
Gutter Cover of KC 13 year member  
Hammer and Nails Remodeling LLC 3 year member  
Hayes Insulation 25 year member  
HCS Restoration KC LLC 4 year member  
Jericho Home Improvements, LLC 11 year member  
Kansas City Bathroom Remodeling 2 year member  
KC Lift & Elevator 3 year member  
Kimminau Wood Floors 12 year member  
Kreative Driveways, Inc. 26 year member  
KR-HR 3 year member  
KSHB/KMCI-TV 7 year member  
L Marie Interior Design LLC 9 year member  
Locks and Pulls 10 year member  
Midtown Home Improvements 2 year member  
MSC Enterprises Inc. 17 year member  
MSI 5 year member  
Noblit Didier Development LLC 11 year member  
Northcraft Flooring & Design 1 year member  
Northland Career Center 2 year member  
Olathe Advanced Technical Center 4 year member  
Open and Shut 1 year member  
Open Door Homes, Inc. 2 year member

Outdoor Lighting Perspectives of Kansas City 7 year member  
Pileggi Painting 11 year member  
Raynor Garage Door of KC 28 year member  
Rebuilding Together Kansas City 3 year member  
RedesignKC 6 year member  
REW Enterprise Inc. 11 year member  
Rhino Builders Remodel + Design 24 year member  
RockTops Granite & Stone Fabrication 5 year member  
Royal Garage Door 10 year member  
Sandler Training--Stalp 5 year member  
Scovell Remodeling 17 year member  
Sherwin-Williams Paint Company 21 year member  
Solid Ground Remodeling 3 year member  
Speedpro Imaging Shawnee 5 year member  
The Wilson Group, Inc. 13 year member  
TheHomeMag Kansas City 13 year member  
Timberstone Homes, Inc. 2 year member  
Totta Hardwoods 5 year member  
Truman Heritage Habitat ReStore 6 year member  
Tyrer Wholesale Floor Covering 18 year member  
Western Chandelier Co. 25 year member  
Westport Glass 4 year member  
Williams Insulation and Gutters 7 year member  
Wineteer Construction 24 year member

# It's Time for the 2021 REMY Competition!

## KC NARI Chapter: 50 REMY Project

### Categories...What Category/Categories will your Company Win?

#### 2021 REMY Entry Fees:

**Early Bird** - \$165\* if paid and entry submitted by **October 1, 2021**

**Standard** - \$175\* if paid and entry submitted by **October 21, 2021**

**Late Entry** \$255\* if paid and entry submitted by **October 25, 2021**

**Pricing is based on when project is submitted; not on when entry was started.**

\*NARI members submitting a REMY entry for the first time will receive a \$35 discount on their first project entry.

*It's important that you read the REMY rules carefully as we use all of NARI Headquarters' CotY categories and descriptions. Please be aware that KC NARI has a few additional categories (noted as REMY only) that NARI HQ CotY does not offer.*

**Please Note:** Entrants that wish to forward their chapter entry to NARI HQ CotY may do so after the chapter's judging is complete. NARI HQ will notify entrants when the availability to forward to NARI HQ CotY is available. You will be able to forward the entry only if you are not making any changes to your entry. Entries requiring additional editing will need to be submitted directly to NARI HQ via a second submission and cannot roll-up to NARI HQ CotY. **REMY and NARI HQ CotY entry fees and deadlines differ so please double check all those details!** The NARI HQ CotY details are in the FAQ's later in this document.

**In order to preserve the integrity of the program, all REMY entries need to comply with the same rules.**

#### REMY Rules

1. Only NARI members in good standing are eligible to participate.
2. The entrant company needs to be the NARI member that had complete oversight and supervisory responsibilities for the work completed (not applicable for specialty entries). Other NARI member companies that worked on the project may be included as Team Members (see #10).
3. Project finish date for a REMY entry must be between July 1, 2019 through October 25, 2021. The NARI HQ CotY

project finish date range is December 1, 2019 through November 30, 2021.

4. The project cost is defined as contract price, all extras, change orders, fees for all professional services (including, but not limited to, design work, architectural and engineering services, etc.), permit and application fees, and the fair market value of materials and products that were purchased, sweat-equity and in-kind services provided, and/or any subcontract work. The cost of all homeowner provided products, services, third-party professional services, or labor should be included in this cost. All markups and profit should be included in the cost provided. For member-owned projects, costs should include normal markups as if the project was contracted to an outside client.
5. Only entries that have never been submitted in prior KC NARI REMY contests are eligible.
6. Client/contractor and photographer's release forms needs to be filled out completely before uploaded for each entry. These forms will not be seen by the judges and are the only area where the member's identity (or anyone involved with the project) can be revealed. These forms can be accessed once you start the entry process.
7. When titling your entry do not use personal names, company names, client names or any other name that will tip the judges in who is placing this entry.
8. **Presentation** must be submitted in PDF format and can be up to 30 pages long. **The file can be up to 20MB. This presentation is the only file the judges will see.** We suggest using PowerPoint, Publisher, Word, InDesign, or a similar program to build your entry, and then save to a PDF file. If you don't have a PDF creator on your computer you can search for a free version, which will convert any printable file to a PDF file. **Suggestion: create your presentation in a landscape layout, they are viewed on computer screens and landscape shows better than portrait.** Be sure to include a project statement, drawings, images, and any descriptive text or captions that will help the judges understand the details of the transformation. Minimum of 1 'Before' photo is required and are best used immediately preceding 'After' photos. Present photos from the same angle if possible. Don't use images and/or photos in the PDF presentation or images upload section that contain any recognizable individuals, logo or any other identifying information, including file name. Note: exception of Image Upload #3 for company logo as detailed online.
9. There is a separate additional fee (\$75) for each Team Member that can be included in the REMY entry. This gives them a REMY award to display that will say Team Member. You must pay for the Team Member fee/s when you submit your application online. You will be responsible for collecting the \$75 from the subs/suppliers

if you choose to collect that from them. Team Members are other NARI member companies that also worked on the project.

10. Entrants will need to provide a list of all NARI members (suppliers/services) used in the entry. This information is collected online and is part of the entry. **Example for NARI Member List: Joe Brown Paint Co., ABC Design Co., XYZ Building Supply, and YZ Appliances.** We have an award for supplier recognition and this award is based on the number of REMY entries their company name appears on, so please list all NARI members that you used with your entry. If you don't have any NARI members that helped with the project please put "none used" in this field.
11. Entrants are required to provide a project summary, 100 words or less, in addition to their presentation and this needs to be written with the consumer in mind. This summary will be collected via the online form and will be used to describe winning projects after winners are announced. Although the judges will not see the summary included in this field, this information may be repeated in the presentation.
12. You must upload before & after photos you included in your project presentation in jpeg format. Do not upload in-progress images. At least 1 before photo, 1 after photo and company logo is needed for the awards program and the first 3 fields in this section will tell what to upload. These images/photos will be used for our presentation and promotion purpose and the judges will not view these. Each image/photo must be a high-quality resolution of at least 300 dpi, a minimum size of 4 x 6 (1220 x 1800 pixels), and no larger than 12 MB each. You can upload up to 20 photos, but we require 10 photos minimum be uploaded. If you don't have 10 photos from the project, repeat 1 of the photos to meet the requirements.
13. Any photo enhancement is limited to brightness, contrast, or sharpness. No items may be added or removed through photo enhancement techniques. Do not add or subtract items or change the image in a way that may increase or decrease the value of the project.
14. All projects entered in REMY categories must be an improvement or addition to an existing structure. Entries for new structures will not be accepted except where specifically noted in the category description.
15. You may enter up to 2 different projects in the same price range, regardless of the category.
16. The same project may be entered in one category or in multiple categories with additional fees. If you have a large, multi-area project, and would like to enter just a portion of it, it's fine to break it down. For example, if your project included the remodel of an entire house, you could enter an entire house category AND enter a kitchen category, an interior category, a bathroom category, etc. Keep in mind

you will have to break out costs for each project on each entry form.

17. REMY winners may be considered to have their project showcased on the Remodeling Guide cover. REQUIREMENTS for a photo to be considered: vertical (9" x 12"), and dpi 300+.
18. The REMY Awards Committee has made every effort to make this competition fair, open, and available to all KC NARI contractor members in good standing. It is important that the rules of the competition are closely followed. The REMY Awards Committee and Judges reserves the right to disqualify, adjust the category, or deduct points from any entry that does not follow these rules and guidelines, without prior notice.
19. All entry fees are nonrefundable, non-transferable, and cannot be carried over to subsequent years.

### **REMY Judging Process:**

Winners are selected by an impartial panel of judges who are experts in the remodeling industry. The evaluation process is done without revealing company names. The judges do not discuss the entries with each other or see the other judge's scores. Once a category is completed, a score for each entry is obtained by averaging the judge's scores. The highest average score obtained that meets the scoring criteria is the winner in that category. A REMY award winner is an entry that demonstrates remodeling excellence. Entries are judged on functionality, problem solving, aesthetics, craftsmanship, innovation, the degree of difficulty, and entry presentation.

All entries are judged against other submissions from the same category to select winners. On rare occasions, no winner is selected in a particular category if REMY scoring criteria is not met. The decision of the judges is final. Points will be awarded on a scale from 1-15. **All entries MUST score 85% or better; with a 75-point scale that is 64 points or above; with a 105-point scale that is 89 points or above.** Upon request, scores will be sent to entrants after the REMY Awards Evening has concluded.

There will be one Gold winner and one Silver winner per price range, provided that the score criteria is met. In the categories that do not have price ranges, the highest scoring entry will be deemed the Gold winner and all other entries that meet the score criteria will be designated as Silver winners.

**All Star Scoring (REMY ONLY):** An All Star Award will be presented to winners whose projects score 94% or better; with a 75-point scale that is 70 points or above; with a 105-point scale that is 99 points or above to qualify as an All Star.

**Best of Show Scoring (REMY ONLY):** Winning entries

from the various categories will be grouped into four price ranges for selecting the Best of Show entry. Price ranges are as follows:

- Under \$75,000
- \$75,000 to \$150,000
- \$150,001-\$250,000
- \$250,001 and over

Selection will be based on the highest score received among the winning entries, regardless of category, based on the percentage of total points allowed.

### **Judges Scoring Criteria**

REMY judges will consider the following questions when reviewing the REMY entries. These are the same questions that NARI HQ uses in their CotY awards program. Be sure your presentation addresses these questions. If a question does not apply address that in your presentation.

### **Judging Questions:**

There are 5 questions that **ALL CATEGORIES** will be judged on plus two additional questions for Residential Historic Renovation/Restoration. All questions are worth a maximum of 15 points each. Following are the questions used to judge each entry:

- 1. To what degree were the expressed needs of the client met? (1-15 points)**
  - Did the entry describe the client's needs and desires?
  - Did the contractor show that those needs were met?
- 2. To what degree does the project enhance the existing structures functionally? (1-15 points)**
  - Do the room's new floor plans function well?
  - Is the counter space or work area adequate to perform necessary tasks?
  - Is there good traffic flow?
  - Is safety addressed adequately?
  - Are the materials functional?
  - Is lighting addressed – both general & task?
- 3. To what degree does the project enhance the existing structure aesthetically? (1-15 points)**
  - Line & rhythm, continuity & repetition, texture, color & contrast, symmetry & balance, emphasis
- 4. Is there evidence of superior craftsmanship? (1-15 points)**
  - Moldings, woodwork, stairs, cabinetry, countertops, tile, glass, marble, metal, stone, masonry, etc.
- 5. Were innovative uses of material and/or methods of construction used in the project? (1-15 points)**
  - Are innovative uses evident, or were any described and

noted?

- Were difficult obstacles encountered and overcome, or were any described and noted?

*Residential Historic Renovation/Restoration will also consider the following:*

- Were original uses of materials duplicated in the project? (1-15 points)
- Were methods of application used to improve or enhance the original style of the structure? (1-15 points)

### **Here are the REMY categories:**

**Residential Kitchen**

**Residential Bath**

**Residential Interior**

**Residential Interior Element**

**Residential Addition**

**Residential Exterior**

**Residential Detached Structure**

**Entire House**

**Residential Historical Renovation/ Restoration**

**Commercial Interior**

**Commercial Exterior**

**Commercial Specialty**

**Residential Landscape Design/Outdoor Living**

**Basement**

**Green - Residential Interiors**

**Green - Residential Exteriors**

**Green - Entire House/Addition Projects**

**Universal Design - Kitchen**

**Universal Design - Bath**

**Universal Design - Interiors**

**Universal Design - Exteriors**

**Universal Design - Entire House**

**The following categories are KC NARI REMY ONLY Categories (that NARI Headquarters does not include in the CotY awards contest)**

**REMY ONLY Designs and Plans**

**REMY ONLY Residential Exterior Element**

**2021 REMY**  
REMODEL OF THE YEAR

# KC NARI Will Host Certified Remodeler Project Manager (CRPM) Study Group this Fall!

## 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: \$89

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

1. Fill out CRPM application and send to NARI HQ with applicable fee. Their current fee is \$500. **Click here to get the CRPM application.**
2. Email [kcnari@RemodelingKC.com](mailto:kcnari@RemodelingKC.com) to confirm you want to be in the Fall 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 Chris Peterson, MCR, CRPM, CLC, Schloegel Design Remodel. The study group will meet on Wednesdays at the NARI office from 4:00 to 6:00 with the first meeting on September 29.



Past Presidents and the current President were looking good at the June lunch! Left to right is Chris Peterson, MCR, CRPM, CLC, Schloegel Design Remodel; Jonathan Kelly, Fireplace & BarBQ Center; Mark Crider, X/O Exteriors & Outdoors; and Pat Strand, CR, Total Home Remodeling.



Frontier Restoration sent 4 employees to the Plumbing 101 seminar. Left to right is Bill Oswald, Kyler Schultz, Chad Nichols and Bryson Conner.



Thanks to Bob Quirk and Gage Weatherly from Morgan Miller Plumbing for facilitating the Plumbing 101 seminar.

# NARI Family Fun Picnic!

**WHEN:** Saturday August 28 **TIME:** 4:00-8:00 p.m.

**WHERE:** Longview Lake, Shelter #4 (directions to come)

**COST:** \$10 per person, kids 11 & under FREE

- ♦ Eat at 5:00
- ♦ Meat provided by KC NARI
- ♦ Water provided--bring your own drinks otherwise
- ♦ Sides to Share! (we'll assign those later!)
- ♦ Bring your own lawn chairs
- ♦ **Kevo the Klow**n magician and balloon artist...great for all ages!



# KC NARI Golf Tournament...

Tournament Corporate Sponsor:

**BATH & KITCHEN**  
IDEA CENTER

by **Winnelson**

**Wednesday,  
September 15**

**Deer Creek  
Golf Club  
7000 W. 133rd St.  
Overland Park**

**12:00 p.m. Tee-Off**

**Shotgun Start-Scramble Format**

*Awards Presentation & DINNER at clubhouse following tournament*

*PRIZES GIVEN TO BEST TEAMS IN 3 FLIGHTS!!*

**Golf Fee: \$150 per golfer!!!**

*Includes sack lunch, green fees, golf carts, putting contest, golf gift, beverage tickets, door prize ticket & dinner*

**COMPANY:** \_\_\_\_\_

**CONTACT:** \_\_\_\_\_ **PHONE:** \_\_\_\_\_

**Number of Golfers** \_\_\_\_\_ **x \$150 = \$** \_\_\_\_\_

## **Optional Golf Team Packages:**

**Sign up now and save \$10 per package!**

Buy your packages now...save your cash on the course for more cold beverages!

### **Hole in One Package \$100 (Value \$140)**

2 mulligans per golfer (one per golfer on Front 9, one per golfer on Back 9), Bryson DeChambeau Drive, 2 additional cards at the Poker Run hole, \$5 bet per golfer at the Betting hole, and 4 Barrow of Beverage tickets

### **Eagle Package \$80 (Value \$110)**

2 mulligans per golfer (one per golfer on Front 9, one per golfer on Back 9), Bryson DeChambeau Drive, 1 additional card per golfer at the Poker Run hole, \$5 bet per golfer at the Betting hole, and 2 Barrow of Beverage tickets

**Golf Team package: \$** \_\_\_\_\_

(golfers fee + golf team package) **TOTAL DUE: \$** \_\_\_\_\_

Please check one:

\_\_\_\_\_ The check is in the mail. \_\_\_\_\_ Please invoice my company.

\_\_\_\_\_ Use ACH on File or call me for details.

\_\_\_\_\_ Charge credit card on file or call me for details.

Questions?? Call 913.362.8833

*E-mail form to [kcnari@RemodelingKC.com](mailto:kcnari@RemodelingKC.com) or fax to 913.362.8837,  
or mail to KC NARI, 8015 Shawnee Mission Pkwy, Ste. 150, Merriam, KS 66202.*







# ACH AUTHORIZATION FORM

AUTHORIZATION FOR DIRECT PAYMENT VIA ACH DEBITS

Direct Payment via ACH is the transfer of funds from your account for the purpose of making a payment.

I authorize the National Association of the Remodeling Industry, Kansas City Chapter (Kansas City NARI) to initiate electronic debit entries to my account, indicated below at the financial institution named below. In the event a debit is made to my account in error, I authorize Kansas City NARI to make a correcting entry under the condition that I am notified of said adjustment.

## Financial Institution Information

Select One: ☐ Checking Account ☐ Savings Account

\_\_\_\_\_  
(Name of Financial Institution)

\_\_\_\_\_  
(Address of Financial Institution-Branch, City, State, & Zip)

\_\_\_\_\_  
(Account Name)

Amount of debit(s) or specify range of acceptable dollar amounts authorized:\_\_\_\_\_

\_\_\_\_\_  
(Financial Institution Routing Number)

\_\_\_\_\_  
(Account Number)

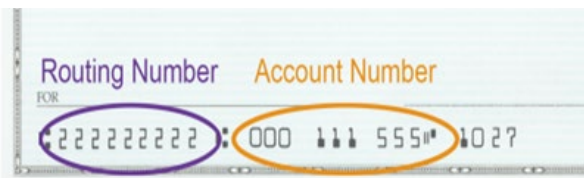
This authorization is to remain in full force and effect until Kansas City NARI receives writing that I wish to revoke this authorization. I understand that Kansas City NARI requires a reasonable time to act on it.

Signature of Account Holder:\_\_\_\_\_

Print Name:\_\_\_\_\_

Company Name:\_\_\_\_\_

Date:\_\_\_\_\_



Return completed form to [kcنariDJ@RemodelingKC.com](mailto:kcنariDJ@RemodelingKC.com)  
or fax to 913.362.8837

Revised 5/26/2021.



# 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.

