

## REMODELING TO THE HIGHEST STANDARDS

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### Cyber Security...Is Your Company Protected? September 30 Lunch Topic

Join us at the September 30 lunch as Detective Leland Blank with the Kansas City Missouri Police Department educates us about:

- General Cyber Security
- Common attacks on small businesses - business email compromise, ransomware
- Reporting / Response

Detective Blank has been with the Kansas City Missouri Police Department since 2002 and has been a detective since 2007, spending 10 years in the department's Homicide Unit. Since 2019, he has served as a Task Force Officer with the FBI's Cyber Task Force in Kansas City.

### KC NARI Lunch Fast Facts

**Date:** Thursday, September 30

**Time:** Lunch is 11:30 -1:00, networking begins at 11!

**BUY NARI Tabletop Sponsors:** Ferguson/Factory Direct Bath, Kitchen & Lighting Gallery and Pella Windows & Doors of KC

**Location:** Doubletree by Hilton, 10100 College Blvd., Overland Park (College and 69 Highway). **NEW MEETING ROOM FOR THIS MONTH, SEDONA ROOM, ENTER FRONT LOBBY AND TURN LEFT. PARK IN THE FRONT LOT.**

**Cost:** Lunch is \$32 with ADVANCE reservations; \$37 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 served by hotel staff.

**Deadline for Reservations is September 27.** 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 welcome and are 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.**



Mark Perryman, SASHCO, (left) was presented with his NARI new member certificate at the August lunch by Ryan Christopher, Membership Committee Chair, SVB Wood Floors.

# The President's Message

As most of you already know, Jan Burchett is retiring this year after 27 years of faithful dedication to Kansas City NARI. Her replacement is Laurie Weber-Manning, and her official start date will be October 4th. You may see Laurie at a few events in between now and then depending on how her schedule works. I had a chance to do a "virtual" sit down with Laurie for a little Q & A.

## Q: What interested you in Kansas City NARI?

While exploring this opportunity, I got to know the members of the Staffing Committee. The amount of work they put into the Executive Director search demonstrated the engagement of the membership. In my experience, this is an important piece of a successful trade association. Additionally, having the opportunity to work with Jan Burchett while we are transitioning the role was important to me.

I felt the association wants to make a significant impact to the Kansas City remodeling industry and I want to be a part of that.

## Q: What is your vision as the new Executive Director of Kansas City NARI?

My personal vision is to build relationships of trust and earn respect. Together we need to identify problems, come up with innovative solutions and inspire other to do well.

My industry vision is to continue the legacy of building consumer awareness while addressing important issues our members face and help the membership build profitable and sustainable companies.

## Q: What did you like most about one of your previous jobs?

I really enjoy working with passionate people and volunteers. Working with a trade association, passion is something that is everywhere.

## Q: What's your go-to BBQ joint?

Right now, it is Slap's BBQ on 6th and Central in Kansas City, KS.

## Q: Who would you want to be stranded with on a deserted island?

My family. No phones, no computers while exploring and living off the land sounds like a really good time for at least 4 weeks.

## Q: What is your favorite family vacation?

We searched for the Forrest Fenn treasure. In 2015 we spent over 2 weeks driving from Montana to New Mexico, camping and hiking while looking for Mr. Fenn's treasure. We didn't plan where we were going to stay, only where we needed to search. Since that time, we go back to the mountains often. I feel in love with the southwest corner of Montana, Wyoming, and Idaho. Breathtaking.

## Q: What is your favorite game or sport to watch and play?

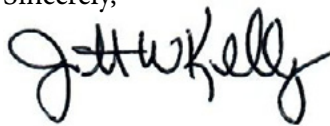
I love watching football, especially Chief's football and any sport my son is playing. I like playing sand volleyball and have retired from softball but always enjoyed it. I participate in 5 and 10K's on both land and water.

## Q: List two pet peeves.

Using email as a main source of communicating. I try to use a rule if the email goes back and forth more than 3 times, pick up the phone.

Chronic negativity. There is science behind negativity and what it can do to one's health. Everyone has a bad day or a bad week and what we do with that can change our energy and everyone's around us.

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., Sept. 30  
Thurs., Oct. 28

Thurs., Nov. 18

# Pending Applications

## **BRAVAS**

Kevin Jones, Business Development  
Overland Park  
Low-voltage custom electronics since  
2006  
Sponsor: Graham Power, CSW

## **Manning GC**

Beccah Stanley, Office Manager  
Lee's Summit  
General contractor since 2019  
Sponsor: Ryan Christopher, SVB  
Wood Floors

## Board Minutes

**August**—Five applications were approved. The Remodeled Homes Tour has 11 homes of which 4 are “new to the Tour” contractors. The Staffing Committee has disbanded since they completed the process of hiring Jan Burchett’s replacement. Jan Burchett is working on a chapter policy manual. Jonathan Kelly, Nick Shepard, CR, and Judy Transue, CR, CRPM, UDCP, will develop a value statement for the chapter. A budget exception was made to purchase a computer for Laurie Weber-Manning, who is replacing Jan Burchett.



## 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, October 6 - 3:30 p.m.**

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**

**Wednesday, October 13 - 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, October 12 - 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, October 20 - 11:30 a.m.**

Ryan Christopher, Chair  
816-965-8655, ryan@svbwoodfloors.com

### **Remodeled Homes Tour Committee**

**Tuesday, October 12 - 11:30 a.m.**

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

### **Social Committee**

**Tuesday, October 5 - 11:30 a.m.**

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

### **Workforce Development Committee**

**Thursday, October 21 - 8:00 a.m.**

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





# ***BUY NARI!***

## ***Features Pella Products of Kansas City, Inc.***

**11333 Strang Line Rd, Lenexa KS 66215  
www.pellakc.com, 913-210-0104**

For more than 34 years, Pella Windows and Doors of Kansas City has been serving customers throughout the KC metro. The Pella KC team is passionate about three things: windows, doors, and helping find the best products for remodelers, builders, architects, or homeowners. Pella has a wide offering of wood, fiberglass and vinyl selections. From simple projects to complex renovations, the Pella team has the experience needed to make each project a success. Pella at the corporate level was founded in 1925. The local Pella office currently has 45 employees.

Come meet the Pella team at the September 30 lunch and check out their windows & door samples, and hardware options. They will have some fun door prizes so get ready!

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# ***BUY NARI!***

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

**14105 Marshall Drive, Lenexa as well as locations in  
Lee's Summit and Kansas City North  
913-752-5660, www.fergusonshowrooms.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 September lunch, Ferguson and Tara Yager with Progress Lighting will be discussing the new offerings from the Progress Lighting line. Please join us at our tabletop to see what's illuminating and bright!



Thanks to Builders FirstSource for being a BUY NARI tabletop sponsor in August. Left to right is John Bridges with Ultralox and Joey Judd with Builders FirstSource.



Thanks to Capitol Federal Savings Bank for being a BUY NARI tabletop sponsor. Left to right is Rachael French, Suzan Goerz and Jon Otten.



Thanks to ProSource of KC West for hosting our August WIN (Women in NARI) event.

# BUSINESS BUILT TOGETHER

## Welcome New Members!

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

### Central Surfaces

Amy Ferguson  
3199 Mercier St., Kansas City, MO 64111  
(816) 200-7250

amy@centralsurfaces.com  
www.centralsurfaces.com

Quartz and natural stone countertop fabricator  
Sponsor: Maddy Ferguson, Mission Kitchen and Bath

### Chateau Global-STL

John Sollors  
St. Charles, MO  
(636) 793-5476  
johnsollors@gmail.com

www.outlive.info

We distribute an unmatched material, Millboard to contractors in a range of outdoor applications.

### GlyNite Construction Services

Rosalyn Glynn  
2300 Main F19, #900  
Kansas City, MO 64108  
(816) 448-3155  
rg6033@msn.com

www.glyniteconstruction.com

Risk assessors for lead MO and KS, training for EPA and KS  
Sponsor: Doug Bennett, All-Weather Windows, Doors & Siding

### Kansas Spray Foam Insulation, LLC

Diana Brauer  
McLouth, KS  
(785) 331-3626  
diana@kssprayfoaminsulation.com  
www.kssprayfoaminsulation.com

Spray foam insulation interior & exterior application with coatings

### Tall Grass Windows, Inc.

Bill Roche  
P.O. Box 14  
Frankfort, KS 66427  
(785) 456-2244  
bill@tallgrasswindows.com  
www.tallgrasswindows.com

We are a multi-line window & door distributor.

## Better Training Makes Better Employees - How You Can Gain a Competitive Advantage

*By Karen Hughey, Founder of KR-HR and KC NARI member  
Email: karen@kr-hr-com*

As a Human Resource Consultant, the most frequent question I hear is, "How do I attract and retain top talent?" No matter your industry, you likely ponder this dilemma daily. A critical competitive advantage is your training. And video improves training effectiveness.

If you are interested in enhancing your training program, there is an opportunity to have your training development fees reimbursed up to 90%. Depending on your staff size, you may only have to pay 10% of the cost. To learn more, contact karen@HR-HR.com.

### Here's how training improves your bottom line.

1. When recruiting new hires, articulating your well-planned and progressive new hire onboarding and training can secure acceptance of your job offer. In addition, you positively impact your bottom line when new hires get up-to-speed and productive more quickly.
2. Further, don't forget about your current staff. Implementing faster and more effective training reduces costs associated with errors and rework, increases competency and productivity. This equates to more profits for your company.
3. Finally, video training offers flexible use with face-to-face, virtual, self-directed, and refresher training. It's particularly effective if you have a long or complicated process. Learners understand when they see better than just what they read or are told.



# Upcoming Fall Events-- SAVE THE DATES!

For in-person events, you agree to our COVID disclaimer. Currently masks are optional, and we welcome you to wear a mask at any of the chapter events. It's your choice.

## Thurs., September 30— Chapter Lunch Meeting

[Click Here to RSVP](#)

**Location:** DoubleTree by Hilton—**NEW MEETING ROOM FOR THIS MONTH, SEDONA ROOM, ENTER FRONT LOBBY AND TURN LEFT. PARK IN THE FRONT LOT.** (College & 69 Hwy.), 10100 College Blvd., Overland Park

**Guest Speaker:** Detective Leland Blank, KCMO Police Department, will discuss general cyber security and common attacks on small businesses.

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

**Cost:** \$32 with advance reservations, \$37 for those companies needing to be invoiced (members only)

## Tues., October 5—WIN (Women in NARI)

[Click Here to RSVP](#)

**Hosted at** Surface Center Interiors, 12800 Shawnee Mission Pkwy., Shawnee **Time:** 4:30-6:30 pm

**Guest Speaker:** Amy Ruse-Cheung, LCSW, LSCSW, Program Specialist with Gilda's Club Kansas City, will talk to us about breast cancer awareness since October is Breast Cancer Awareness Month. As with all current NARI events, masks are encouraged but optional. It's your choice. Due to her work in cancer care and awareness of those with compromised immune systems, Amy will be masked during her time with us.

**Cost:** for education, networking, and food

**Members:** \$15/person **Non-members:** \$25/person

## Thurs., October 7--After-Hours Roundtable—Combating the Disconnect During Busy Times

[Click Here to RSVP](#)

**Hosted at** Pella Windows & Doors of KC, 11333 Strang Line Rd., Lenexa **Time:** 4:30-6:00 pm

**Facilitated by** Derick Shackelford, CR, CRPM, CLC, Shack Built and Allen Deuschle, CR, KC Remodel & Handyman Allen

**Cost:** for education, networking, and food

**Members:** \$30/person **Non-members:** \$40/person

## Thurs., October 14—Many Faces of NARI--An Evening of Face to Face Networking (Speed Networking, In-Person Event)

[Click Here to RSVP](#)

**Sponsorships Available:** Tabletop (\$150—6 remaining)

**Location:** Shawnee Town Hall, 11600 Johnson Dr., Shawnee

**Time:** 5:00-8:00 pm

**Member Cost:** \$10/person includes food, 1 drink ticket, timed face to face networking, visit tabletops and chance to win door prizes. **Non-Member Cost:** FREE!

## Wed., October 20—Topgolf—Drive for the Future--Futures Fund Fundraising Event

**Location:** Topgolf, 10611 Nall Ave.

SEE FLYER ON PAGE 14

**Time:** 3:00-6:00 pm **Bay Fee:** \$800—includes entry, food and drinks for 6 players, and your company name at bay

## Thurs., October 28— Chapter Lunch Meeting

[Click Here to RSVP](#)

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

**FREE Pre-Lunch Seminar:** 10:00-11:00 am--Learn about the local chapter programs--REMY awards program & Remodeled Homes Tour

**Lunch Guest Speaker:** National Chair of the Board Doug King, CR, King Contracting, St. Petersburg, FL

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

**Cost:** \$32 with advance reservations, \$37 for those companies needing to be invoiced (members only)

## Thurs., October 28— NARI Next...3rd Annual Construction Lingo Industry Trivia

[Click Here to RSVP](#)

**Hosted at** BRAVAS, 9009 W. 95th St., Overland Park

**Time:** 5:00-8:00 pm

**Cost:** \$5/person

## Thurs., December 9—Holiday Happy Hours/Jan's Retirement Party

[Click Here to RSVP](#)

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

**Time:** 5:30-10:00 pm **Cost:** RSVP by November 24 (save \$5) \$45/person, after November 24 it's \$50/person

**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!**

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



**NARI members earn an average of \$1,973 each year.**



### **Rewards Program**

NARI members signed up for the program receive a 2% rebate based on purchases you make at The Home Depot. The Home Depot PRO Rebate Program pays out every 6 months (Jan-June and July-Dec) when you spend a minimum of \$12,500. It's literally free money on purchases you're already making.

Additional benefits include:

- Paint/stain discounts
- Volume pricing
- Job site delivery
- Track and code every receipt for 2 years

All NARI members in good standing are eligible for this rebate. Don't miss out on a program that covers the cost of your NARI membership and then some! For details visit [www.NARI.org/industry/resources/business-tool](http://www.NARI.org/industry/resources/business-tool)



**At the WIN event, Joni Smith, Great American Building Materials (left) and Carrie Kelly, Fireplace & BBQ Center (right) won the gift cards from Rainy Day Books owner Vivien Jennings.**



## News to Know

- 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)
- Be an Expert at Ask an Expert! Kansas City NARI will be a show feature at the Johnson County Home & Remodeling Show, October 29-31 at the Overland Park Convention Center. We need NARI members to work the NARI Ask An Expert booth. It would be great to have a contractor and sub work each shift...or 2 contractors. We will provide you with a NARI shirt to wear. If you can work a 3-hour shift on Friday, Saturday or Sunday please reach out to Jan Burchett at [kcnari@RemodelingKC.com](mailto:kcnari@RemodelingKC.com) or 913-362-8833.



## Make Time for the 2021 REMY Competition! What Projects Will You Enter?

***KC NARI Chapter: 50 REMY Project Categories...What Category/Categories will your Company Win? Go to [www.REMYKC.com](http://www.REMYKC.com) to find out more!***

### **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.

# How To Submit an Award Winning Project for REMY and/or CotY

By: Allen Deuschle, CR (Certified Remodeler), & Owner of Kansas City Remodel & Handyman Allen

The process of submitting a project for the REMY and/or CotY awards starts well before their deadlines. The 30-page (maximum) PDF file, drawings, and photos required to be able to enter the competition can seem daunting. With lots of detail going into your submission, you need to ensure that you keep good records of your projects throughout the year. Remember, the judges will be judging based on if your project has a “better than average approach or result”, so you will want to submit a project that you are especially proud of.

Let us start with the photos required for the award. You will need to submit 10 to 20 photos; before and after photos are required, while progress photos are optional. NARI suggests taking before photos of all your projects as you never know when a job will go from ‘good’ to ‘outstanding’. It is best to use a professional photographer, but a professional camera can help you get the job done yourself if you would rather in-house this process. Take lots of before photos, from several different angles, with as much natural light as possible. Tip- be sure to follow the NARI rule of not having logos or faces in the photos. Once the job is complete and you know which areas of the project you want to highlight, you will know which before

photos you want to submit. NARI suggests taking photos for work-in-progress if it will help show the complexity of the process or the obstacles encountered. Then, take the after photos in the same location and angles as the before photos. This is very helpful for the judges to see these side by side.

There are many questions the judges will ask themselves when reviewing your submission. A few of the questions will require you to be proactive while you are completing the project. Such as, is lighting addressed, and what obstacles you overcame. See the URL below for a full list of these questions.

Once your photos have been taken and you have determined the project(s) you would like to submit, review the category which you will submit your project for. Visit <https://nari.secure-platform.com/a/organizations/KC/home> for a full list of rules and categories.

Now, create the summary for your project. The summary should be a maximum of 100 words and will be on your marketing material should you win the award. So, give some background of the project, what you did, and how the project made the homeowners feel. Below are some excerpts from my previous national and regional award-winning projects, respectively.

“We were hired for a large residential project that consisted of a remodel and room(s) addition in the spring of 2019. This was after the homeowners had a horrendous experience with their original contractor. When we first spoke with the couple, we were told that the previous contractor failed to pay subcontractors and eventually stopped showing up altogether.



## Kansas City NARI Thanks Our 2021 Corporate Sponsors

Official Sponsor	Platinum Sponsor	Diamond Sponsors
  <p>BATH, KITCHEN &amp; LIGHTING GALLERY</p>		  
		  
Gold Sponsors		
  		  
      		

### Business Built Together

As you can imagine, this left the homeowners weary of contractors. To complicate matters, all of this happened in the midst of the homeowner's second pregnancy. The time was ticking, and the homeowners were desperate to resume a sense of normalcy after living in chaos for months. They had contacted an attorney to start the legal process against their former contractor as well as called KCTV5 Call for Action news. It was right after this video aired that we were hired to finish their dream project. We had to take extra time to reassure the homeowners that our team would not only fix the shoddy workmanship completed by the previous contractor, but that the result would be everything they had hoped for and more."

"We were hired for a basement flood restoration and remodeling project in the spring of 2020 for a beautiful 40 year-old home on large acreage. The homeowner endured 6 basement floods over the years, with 4 floods in 2019 alone. The last flood did severe damage with approximately 2.5" of water (Fig. 1, Fig. 2) and the frustrated homeowner wanted to correct the root issue to prevent it from happening again. Along with correcting the main issue, they wanted to do a complete remodel with a custom home theatre area in a contemporary design."

You are now ready to tackle your submission file, and you have already done a lot of the work! Starting in Word, PowerPoint,

etc., type the background you would like to share with the judges. For example, did the homeowner have a serious structural issue that they needed fixed as soon as possible, or were they new to the area and not sure which contractor to use? Highlight any unusual circumstances that the judges would find interesting. Next talk about your process and what problems you had to overcome, followed by the completion photos in between paragraphs to bring your story to life. The progress photos and after photos, along with their explanations, will likely take up the bulk of your PDF. Again, highlight how the homeowners feel now that the project is complete. Can they now use a space that was previously a hazard, do they now have a game room for their growing family to enjoy?

Of course, make sure you reread your file and ensure that your pride in the project is evident. You can now save your file as a PDF and submit it online, along with the photos and summary. You can now sit back or start working on next year's submission!

# CSW Opens New Showroom & Fabrication Facility to Serve the Kansas City Metro Area

CSW (Canaan Stone Works) announces the successful company move from their Leavenworth, Kansas fabrication and showroom facility to their new location in Perimeter Park, located at 23540 W. 86th St., Shawnee, Kansas.

This new facility in Shawnee, Kansas delivers the vision Jerry Lee, owner of CSW, had from the company's beginning in 2005. Lee has grown the company from a small start-up to a successful, quality focused stone fabrication and installation countertops company. The new 20,000 sq. ft. facility uses the latest technology to custom make stone countertops for residential and commercial sites across the Kanas City metro area.

Steve Lee, Vice President of Sales and Marketing states, "CSW has seen many changes in the past 16 years, and I foresee many more changes in the coming years. We are focused on using the most up-to-date technology to deliver the best experience for our customers. This industry is competitive, and our goal is to stay on top of the market to meet demand, deliver the best quality, and continue to evolve with technology."

CSW's new showroom is designed to invite customers to experience the process of stone countertop fabrication. The initial decision of stone type is just one of the many steps in planning for a custom countertop design. CSW manufactures and installs countertops for kitchens, bathrooms, home bars, outdoor kitchens, and commercial applications.

As you enter the showroom you will feel an urge to explore. Full size stone slabs, sinks, faucets, and cleaning/sealing products are on display for customers to explore and work with knowledgeable team members to determine what will fit best with design and space. CSW has over 10,000 square feet dedicated to display full-size slabs of quartz, granite, and quartzite. With over \$400,000 in full size stone slabs customers can choose from a vast selection. Stone slabs are stored in a warehouse selection area with LED 5K lighting which is pure, no color distortion, and brighter than the average kitchen. This specialized lighting allows customers to make their selections knowing the color selection made in the warehouse will look just as beautiful in their home. Providing the best environment to select color and style is just one of the many quality focuses CSW places on customer experience.

"Using the knowledge and experience gathered from 15+ years

of experience in Leavenworth, KS we created the ultimate experience in Shawnee, Kansas," says Jerry Lee, owner of CSW. "Positioning our experienced team, building on technology, and providing a larger assortment of products in a more accessible location for customers was the basis of our Shawnee, KS location. In planning and making this move we are in a great position to serve the Kanas City metro area."

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## 2022 Slate for KC NARI Board of Directors Announced

At the November 18 lunch, those in attendance will vote for the following chapter leaders:

### **President**

Nick Shepard, CR, KC Home Solutions

### **First Vice President**

Jason Wright, CRS, Jason Wright Electric

### **Second Vice President**

Steve Brattin, SVB Wood Floors

### **Secretary**

Lindsay Hicks, Habitat for Humanity of KC

### **Treasurer**

Mary Thompson, CR, CRPM, UDCCP, Architectural Craftsmen

### **Director (through 2024)**

Mara Proctor, CKF

These three Board members will retain their positions:

### **Director (through 2022)**

Ryan Christopher, SVB Wood Floors

### **Director (through 2023)**

Derick Shackelford, CR, CRPM, CLC, Shack Built.

### **Chairman of the Board**

Jonathan Kelly, Fireplace & BBQ Center

Upon election, Nick Shepard, CR, will appoint his two President's Directors who will serve during his presidency in 2022. He has chosen Christine Hawkins, Ferguson/Factory Direct Bath, Kitchen & Lighting Gallery and Bill Ruisinger, CRPM, Paint Pro.



# Lots of Family Fun at the August NARI Picnic at Longview Lake!



## Thanks to our Family Fun Picnic Sponsors



# KANSAS CITY NARI FUTURES FUND DRIVE FOR THE FUTURE



## TOPGOLF OVERLAND PARK

10611 NALL AVENUE, OVERLAND PARK, KS 66207

**Wed., October 20, 2021 • 3:00-6:00 pm**

Proceeds will be donated to the KC NARI Futures Fund to continue its work in developing the future of job opportunities in the construction trades.

## Sponsorship Opportunities

### Event Sponsors



**Boise Cascade**

**MARVIN** 

**LP SmartSide**  
TRIM & SIDING

### Pro Instruction Sponsor



### Bay Sponsors \$800

- Includes 6 players
- Invite your best customers and employees to enjoy the event with you.
- Basic signage at the bay

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

**Contact:** \_\_\_\_\_

☐ Yes, sign me up for a Bay Sponsor!

☐ Please invoice company   ☐ Charge credit card on file   ☐ Call me for credit card details

Please contact Gretchen Evans at [kcnarigretchen@RemodelingKC.com](mailto:kcnarigretchen@RemodelingKC.com) to reserve your sponsorship.  
Got questions? Call 913-362-8833.







# 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.

