

REMODELING TO THE HIGHEST STANDARDS

IN THIS ISSUE:

- President's Message
Pg 2
- NARI Committee Meetings - Pg 3
- 2022 Events - Pg 5
- Call for Committee Volunteers - Pg 5
- Welcome New Members - Pg 5
- Congratulations to Certified Members
Pg 6
- Remodeled Homes Tour - Pg 7
- Member Benefits
Pg 7
- Member Renewals
Pg 7
- Member to Member Discount Spotlight
Pg 9

Luncheon Spotlight



2022 Economy - Deja Vu All Over Again?

It would seem Yogi described conditions perfectly. We keep waiting for the return of normal but maybe this is what normal is now. What does the coming year look like as far as inflation, the labor market, growth and interest rates? Are we seeing improvement or just more trials and tribulations?

Chris Kuehl is the managing director of Armada Corporate Intelligence. Founded by Keith Prather and Chris Kuehl in January of 2001, Armada Corporate Intelligence functions as trusted strategic advisors to business executives, merging fundamental roots in corporate intelligence gathering, economic forecasting and strategy development. Chris has spoken at over 300 organizations domestically and internationally over 25 years. Chris is a frequent commentator

for the media – locally and nationally. He is a regular economic/business analyst for KMBZ 98.1 FM news talk radio and KSHB-TV and has been extensively quoted in national newspapers, magazines, and trade publications. He holds a Master's degree in Soviet and East European Studies, a Master's in East Asian Studies and a Ph.D. in Political Economics from the University of Kansas. He has been on the faculty of universities in the US, Hungary, Estonia, Russia, Singapore and Taiwan.

KC NARI Lunch Fast Facts

Date: Thursday, January 27

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

Place: Doubletree by Hilton, 10100 College Blvd, Overland Park, KS 66210

Cost: \$35 with ADVANCE reservations; \$40 to pay at the door with cash, check, MasterCard, Visa, Discover or American Express) or for those companies needing to be invoiced. **Please Note: All those who reserve and don't attend will be invoiced.**

BUY NARI Tabletop Sponsors: KR-HR, Kansas City NARI

DEADLINE FOR Reservations: Wednesday, January 26 at 12 noon

The President's Message

I am excited to be able to represent Kansas City NARI as the 2022 chapter president and be part of the legacy that we have built over the years. It is similar to how I built my company from the ground up...putting together a team of dedicated individuals makes the journey so much more enjoyable. I look forward to the opportunity to work with our fantastic staff, leadership team and members as we continue to build on the foundation of Kansas City NARI.

It is very apparent that we all share a dedication to improving the professionalism of the remodeling industry and helping build the future of our workforce. Our industry needs more professionals like our members. This is why it is imperative that we all become advocates for Kansas City NARI and the professional remodeling industry. We have a strong national office, a thriving local chapter and many members who have successfully weathered the downturns and upswings of the US economy over the years.

What is one thing that Kansas City NARI can provide to your company? Is it education for your staff...or a NARI certification for you? Is it continuing to mentor and network with local construction trades programs and meet students where they

are and educate them about the remodeling industry as a worthwhile career? Is it networking events where you can meet other remodeling professionals and share life? Is it as simple as a golf tournament that allows you and your staff to take a well-deserved break? I'd love to hear from you!

Our mission is to "support member-focused education and encourage business relationships." Thank you for being a NARI member. Please consider becoming more active this year as Kansas City NARI continues to better our industry. What has been accomplished over the decades in Kansas City NARI is absolutely impressive, let's continue the momentum.

Sincerely,



Nick Shepard, CR
KC NARI President



News Worth Repeating

On December 1, 2021, the Board of Directors approved a special committee as defined in the By-laws of the Kansas City Chapter of the National Association of the Remodeling Industry, Article VIII, Committees – Powers and Duties B. Special Committees.

The Special Membership and Retention Team (SMaRT Committee) will work to document a structure to increase and retain remodeling members and evaluate our current dues structure. This committee will meet for 6 months to finalize a plan to present to the Board of Directors that will sustain the current and future membership financial viability of Kansas City NARI.

The SMaRT committee is made up of 3 supplier members, 4 remodeling company members and the Executive Director. The SMaRT committee will determine how often they will meet and for how long.

Board Meeting Recap

On January 12 the Board of Directors approved membership applications for Oak Home Improvement, LLC and Turn Key Interiors, LLC. The following was reported:

- A membership survey to distribute by the end of January.
- The REMY awards dinner event was moved to March 24.
- Executive Director requested help with painting the office and replacing some doors in the office.
- The following officers will be the delegates for Kansas City NARI at the National Convention, April 5 – 7 in Savannah, GA:
 - 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, UDCP, Architectural Craftsmen
- Remodeling KC Guide will be available for distribution at the Johnson County Home & Garden Show, January 21 – 23 at the Overland Park Convention Center.
- Framework is being created for the marketing committee to create a subcommittee structure that will focus on new member acquisition and retention, consumer awareness and workforce development.
- We will host a Mice Race at Ferguson Bath, Kitchen & Lighting Gallery on Thursday, March 3.
- We need to determine where we will hold the golf tournament in September.
- A section for the Remodeled Homes Tour will be added to the website.
- A section for Workforce Development will be added to the website.

KANSAS CITY NARI

8015 Shawnee Mission Pkwy. • Merriam, KS 66202

913-362-8833 • Fax: 913-362-8837

KCNARI@RemodelingKC.com • www.RemodelingKC.com

President

Nick Shepard, CR
KC Home Solutions
nick@kchomesolutions.net,
913.780.4498

First Vice President

Jason Wright, CRS
Jason Wright Electric
jason@jasonwrightelectric.com,
816.207.5445

Second Vice President

Steve Brattin, SVB Wood Floors
steve@svbwoodfloors.com,
816.965.8655

Secretary

Lindsay Hicks
Habitat for Humanity of KC
lhicks@habitatkc.org, 816.231.6889

Treasurer

Mary Thompson, CR, CRPM,
UDCP, Architectural Craftsmen
mary@archcraftsmen.com,
913.963.2246

Directors

Mara Proctor, CKF
mproctor@ckfco.com, 913.599.5492
Ryan Christopher, SVB Wood Floors
ryan@svbwoodfloors.com, 816.965.8655
Derick Shackelford, CR, CRPM, CLC
Shack Built

dericks@shackbuilt.com, 913.603.9903
Bill Ruisinger, CRPM, Paint Pro
bill@paintproinc.net, 913.685.4089

Christine Hawkins

Ferguson Bath, Kitchen & Lighting Gallery
christine.hawkins@ferguson.com, 913.915.9140

Chair of the Board

Jonathan Kelly, Fireplace & BarBQ Center
jkelly@fireplacecenterkc.com, 913.383.2286



KC NARI MEETINGS:

All meetings will be held in person at the NARI office or via Zoom...your choice!

Board Meeting

Wednesday, February 9 - 3:00 p.m.

Nick Shepard, CR, 2022 President
913.383.2286, nick@kchomesolutions.net

Advocacy Committee

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

Education Committee

Wednesday, February 16 - 11:30 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, February 8 - 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, February 16 - 1:30 p.m.

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

Remodeled Homes Tour Committee

Tuesday, February 8 - 11:30 a.m.

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

Social Committee

Tuesday, February 1 - 11:30 a.m.

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

Workforce Development Committee

Thursday, February 17 - 8:00 a.m.

Bob Quirk, Chair
816.765.4843, bob@morganmillerplumbing.com



SAVE THE DATE!

2022 Events

Thursday, January 27 – Luncheon, Chris Kuehl

Friday, February 4 – 6 – We will have a booth at the KC Remodel + Garden Show.

Friday, February 11 – NARI Next, Poker Night

Thursday, February 24 – Luncheon

Thursday, March 3 – Mice Race Networking Event

Thursday, March 24 – REMY Awards Evening with Joel Nichols, Doubletree by Hilton in Overland Park

Thursday, March 31 – Luncheon

Wednesday, April 6 – NARI Next, Hump Day Happy Hours, PLACE TBD, call us if you have suggestions.

Thursday, April 21 – Luncheon

Saturday, April 30 – Sunday, May 1 – 24th Remodeled Homes Tour

Thursday, May 19 – Luncheon

Thursday, June 23 – Luncheon

Thursday, July 28 – Luncheon

Wednesday, August 3 – NARI Next, Hump Day Happy Hours, PLACE TBD, call us if you have suggestions.

Saturday, August 20 – Family Picnic, Shelter 4, Longview Lake

Thursday, August 25 – Luncheon

Thursday, September 29 – Luncheon

Wednesday, October 5 – NARI Next, Hump Day Happy Hours, PLACE TBD, call us if you have suggestions.

Thursday, October 27 – Luncheon

Thursday, November 17 – Luncheon

Call for Committee Volunteers

Being part of a committee is a leadership opportunity that shouldn't be missed. If the time is right in your career, stand up and serve! Being an effective member of one of the NARI committees requires certain traits and skill sets: integrity, responsibility, respect, and a positive attitude. If you see these qualities in yourself, have the passion to service your peers and industry, now may be the time to set a course for your volunteer leadership path.

If you have ever thought--why hasn't KC NARI done this or that, or you enjoy seeing your work in action, or want to have a genuine impact on KC NARI, you should join one of the following committees:

- The Membership Committee guides the member retention and recruitment strategies of KC NARI.
- The Marketing Committee recently restructured to support marketing with working subcommittees for new member acquisition and retention, consumer awareness and workforce development.

Want more information about how you can help KC NARI, call us at 913.362.8833 or reach us by email at kcnari@RemodelingKC.com.

Newest Members to KC NARI!

Welcome them to NARI, give them a call, shoot them an email, agree to meet them at the next local NARI event.

Kitchen Renovation DBA Oak Home Improvement LLC

Michael Collings, Owner/GM

North Kansas City

Kitchen contractor since 2015

Sponsor: Karl Dunivent, Choice Cabinet

Turn Key Interiors, LLC

Susan Fehlig

Leawood, KS

Interior design for commercial and residential remodeling
Sponsor: Mike Berry and Jonathan Kelly, Fireplace & BarBQ Center



Congratulations!

NARI Certifications were developed to recognize highly experienced remodeling professionals, capable of planning and managing complex remodeling projects to client satisfaction.

Certified professionals represent an elite group of industry experts who possess extensive technical and management skills that set them apart as capable remodeling professionals.

The following individuals passed their certification exam!

Jonathan Simmons, CLC, Remodel Moore
Certified Lead Carpenter

Andrew Gower, CRPM, CLC, Schloegel Design Remodel
Certified Remodeling Project Manager

Donald Richeson, CRPM, Schloegel Design Remodel
Certified Remodeling Project Manager

Joe Meagher, CLC, Schloegel Design Remodel
Certified Lead Carpenter

Kyle Coelho, CLC, Schloegel Design Remodel
Certified Lead Carpenter

Shannon Washam, CLC, Schloegel Design Remodel
Certified Lead Carpenter

Steven Beck, CLC, Schloegel Design Remodel
Certified Lead Carpenter

Jacob Roach, CR, Martanne Construction
Certified Remodeler

Joseph Merdian, CLC, ReTouch Design-Build-Renovate
Certified Lead Carpenter

Cara Christman, CKBR, Shack Built, LLC
Certified Kitchen and Bath Remodeler



Remodeled Homes Tour

As you are planning your 2022 marketing participation, it's important that you don't forget the 2022 Remodeled Homes Tour.

This is an affordable way to market the quality and craftsmanship of your company to a focused audience. The Remodeled Homes Tour is an annual event produced by Kansas City NARI for our member contractors who want to showcase their projects. It's also a great place to allow your employees "bragging rights" for a job well done and for them to meet potential clients.

The 24th Annual Remodeled Homes Tour is slated for April 30 – May 1, 2022. The goals of the Remodeled Homes Tour remain the same:

- Provide a member benefit! Only KC NARI contractors can enter a home in the tour. KC NARI members that
- Promoting the tour. We use paid social media advertising as well as various ad campaigns to market and advertise the Remodeled Homes Tour.
- Help KC NARI members write new business.
- Raise money for Kansas City NARI's Futures Fund. Ticket sales proceeds go to enhance and promote careers in the remodeling industry!

Have more questions? Feel free to reach out to Kansas City NARI directly at (913) 362-8833 or email dj@RemodelingKC.com.

Sincerely,

Charlie Schloegel, CR, UDGP
2022 Remodeled Homes Tour Committee Chair



Member Benefits



Does your accounting team know that you can receive a 2% rebate on ALL Home Depot purchases, regardless of how you have paid?

Use this video to train your Accountant, Office Manager or whoever would manage this rebate program for you. It is simple. <https://www.youtube.com/watch?v=3qjqbG1y6lw>

- Use agreement code: NARI when signing up.
- You can register any credit card to receive the 2% rebate.
- NARI members earn an average of \$1,973 each year.
- NARI members signed up for the program receive a 2% rebate based on purchases you make at The Home Depot.
- The Home Depot ProXtra 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.

Need more information? Call us at 913.362.8833.

4th Quarter Membership Renewals

Thank you for the continued support of KC NARI and our programs. We are convinced that your participation will assist in our vision to be the premier resource for the remodeling industry and its consumers.

Aflac Business Solutions - 2 year member
Anything on Anything, LLC - 3 year member
Archadeck - 19 year member
Architectural Surfaces - 20 year member
Armstrong Kitchens - 26 year member

Backyard Dimensions - 3 year member
Banner Garage - 3 year member
Bath & Kitchen Idea Center by Grandview Winnelson - 15
year member
BCS Heating and Air - 1 year member
Bednar Interiors Remodeling - 19 year member
Belfor Property Restoration - 1 year member
Bona US - 2 year member
Bordner Home Improvement - 1 year member
Borger Construction - 11 year member
Braco Stone - 10 year member
Capitol Federal Savings Bank - 22 year member
City Wide Remodelers, LLC - 34 year member
Conley Construction Inc. - 2 year member
Coulston Construction - 7 year member
Deatherage Home Designs - 7 year member
Eddie Cummings Tile, Inc. - 20 year member
Eric Kjelshus Energy Heating and Cooling - 16 year member
Faust Construction - 8 year member
Findit Digital - 3 year member

FNBO-First National Bank of Omaha - 2 year member
Franken-Polli Company - 26 year member
Gartman Remodeling - 2 year member
GlenRoss Contracting, Inc. - 2 year member
Heiman Development Co, Inc. - 27 year member
James Hardie Building Products - 18 year member
Kansas City Cabinet Supply - 14 year member
Kansas City Millwork - 30 year member
Kansas City Remodel & Handyman Allen LLC - 3 year
member
Kansas Granite Mart, Inc. - 1 year member
KC Star/Excelerate Digital - 9 year member
Kirk's Remodeling & Custom Homes Inc. - 10 year member
Legendary Stone - 11 year member
Lorax Design Group - 1 year member
LP Smartside Trim & Siding - 7 year member
Martanne Construction - 1 year member
Mercedes Benz of Kansas City - 5 year member
Morgan Miller Plumbing - 9 year member
NSC Applied Products Group - 1 year member

Paint Pro, Inc. - 20 year member
 Phoenix Renovation and Restoration, Inc. - 21 year member
 ProSource of KC West - 27 year member
 Pyramid Pipe & Supply - 6 year member
 Pyramid Roofing Co., Inc. - 9 year member
 Quality Home Concepts LLC - 11 year member
 R&R Flooring and Home Improvement - 1 year member
 Renovations by Starr Homes - 5 year member
 Royal Energy Inc. - 1 year member
 Ryan Electric - 3 year member
 Sarto Countertops - 1 year member
 Schloegel Design Remodel - 33 year member
 SERVPRO of Leavenworth & NW Wyandotte Co. & West
 Topeka - 13 year member
 Stephen Velie Home Improvement - 1 year member
 SVB Wood Floors - 12 year member
 Titan Environmental Services, Inc. - 12 year member
 Top Notch Heating & Cooling - 2 year member
 Total Home Remodeling - 15 year member
 Total Home Renovations - 1 year member
 Urban Tile & Stone - 7 year member
 Well Appointed Kitchens, Baths, and Designs LLC - 1 year
 member
 Wise Security Systems, LLC - 2 year member
 X/O Exteriors & Outdoors - 1 year member

Member To Member Discount Spotlight

KR-HR, Karen Hughley
 karen@kr-hr.com, (913) 645.7149
 www.nucleustrainingsolutions.com

Visit KR-HR at the January 27 luncheon to discover how training gives you a competitive advantage! Mention you are a KC NARI to receive a discount on KR-HR services.

Do you value well-designed training for your staff? Would you like to gain a competitive advantage to attract and retain top talent?

You may know my company KR-HR. In addition, our newly launched company, Nucleus Training Solutions (NTS), creates custom video modules. We primarily develop short videos because of their versatility, and it's the way most people learn best!

We work with two partners that have training reimbursement programs. One partner pays 100% of our training development fees, so there's NO CHARGE to you - the other covers 90% of the development fees.

When is a good time to discuss details, and which option is best for your company? Spots are very limited for both programs. Funding will run out. Give me a call or shoot me an email and let's get custom training for your company on the books!



Kansas City NARI Thanks Our 2022 Corporate Sponsors

Platinum Sponsors		Diamond Sponsors	
 	 	 	 
		 BATH, KITCHEN & LIGHTING GALLERY	
Gold Sponsors			
			
			

Business Built Together

2022 Sponsorship Opportunities

The 2022 sponsorship opportunities are intended to put your company and products in front of the most credible remodeling professionals in the Kansas City area, our members. By supporting Kansas City NARI, you are committed to building the residential remodeling professional of tomorrow. We can customize sponsorship that fits your company needs, call us at (913) 362-8833 to customize a 2022 sponsorship package.



**BUSINESS BUILT
TOGETHER**

SUPPORT • PARTNER • CONNECT

KANSAS CITY NARI CHAPTER

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 Value Statement: Improve the perception of the professional remodeling industry by creating positive remodeling experiences.

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.

