

REMODELING TO THE HIGHEST STANDARDS

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Kansas City NARI Continues to Meet Virtually and in Small Group Settings

Kansas City NARI cares about the health and safety of all members, employees, and the consumers who turn to NARI for remodeling. As we follow the impact of the coronavirus (COVID19) throughout the area, we want you to know that your safety is our top priority.

- For the time being, our chapter meetings at the Radisson Hotel has been changed to Virtual Lunch & Learns.
- We hosted a great WIN Women in NARI event in June at Inspired Closets with 20 attendees. Barbara Fishman, Savvy Style, presented information on how to Clean your Closet- Clear your Mind. Inspired Closets provided cold drinks, delicious appetizers, a fun scavenger hunt in their showroom and awesome door prizes.
- We held 2 roundtables in June on "Want to Grow your Remodeling Business?" with Jake Schloegel, MCR, CLC, founder of Schloegel Design Remodel. See details on how you can purchase the links to these 2 roundtables on page 6.
- NARI Next hosted a hot but successful kickball tournament and collected over 200 canned goods and \$40 cash for Harvesters.
- The spring Remodeled Homes Tour has been rescheduled to September 26 & 27.
- All committee meetings are now being offered in person at the NARI office with social distancing in place or via Zoom... it's your choice!

As you know, Kansas City NARI's mission

is to "support member-focused education and encourage business relationships." We will monitor upcoming chapter events on a case by case basis as we continue to monitor this changing situation closely. Kansas City NARI will communicate any changes with future events in as timely of a manner as possible.



The door prize winners at WIN hosted by Inspired Closets! Left to right is Alex Manuele and Gail Hudson, ProSource of KC West; Melody Davidson, UDCP, Interiors by Melody; and Sharon Carey, Frontier Restoration.



Thanks to the those attending the NARI Next kickball tournament for donating canned goods and cash to Harvesters!

The President's Message

Hello,

Kansas City, like many other places around the country, was just beginning to ease stay-at-home orders and social distancing requirements. Unfortunately, as businesses began to reopen, the number of Covid-19 cases increased. Because of this, our work environments continue to change.

Besides a significant impact to our work, the stay-at-home, masks and social distancing requirements have resulted in a lot of social isolation, which many of us are not used to. Even for those who consider themselves to be more introverted, the forced physical distancing is difficult and at times, a little depressing.

As many of us transition back to an office or onsite job setting how will your work environment be different? Have you changed the way you're interacting with co-workers and clients? Will a greater percentage of your work be conducted virtually? How does the constant concern about following the Covid-19 safety guidelines affect us on a daily basis?

This is not the way many of us imagined our workplaces, but it is the 'new normal' and can bring about additional stress. So, let's make an extra effort to do something to counter the stress. Everyday look for the joy in your life and when appropriate, express gratitude and pay it forward.

Rita Blitt, a local artist, created a Kindness Program to help make the world a better place. Her well known phrase to many is "Kindness is Contagious. Catch it!" When we go about our day with this phrase in mind and focus on kind acts, it does make the world a better place.

Last night out-of-the-blue, my nephew sent me some photos of his kids and we had a short text conversation. It brought me joy and I told him he made my day! In these current times, we appreciate these little things so much more.

Recently, I saw a Facebook video message from Wendall Gartman, owner of Gartman Remodeling. His cheery voice, joyous presence and positive, uplifting message really inspired me. What a great way to start my day! I responded and told him so.

So, as Rita says, "Kindness is Contagious. Catch it!" and as Wendall says, lets, "Spread some happiness." How can you bring kindness and happiness to those around you and make their day better? In these challenging times we could all use a little added joy in our lives.

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Our KC NARI chapter is still looking for ways to connect with our members while also remaining safe. Please watch for emails from KCNARI and look for updates on our website.

Stay well!



Judy Transue, CR, CRPM, UDCP
CHC Design-Build
judy@chcdesignbuild.com
913-438-6933



HomeAdvisor, the #1 Online HomeServices Marketplace, reaches over 45 million active homeowners and wants to help you connect with more high-quality sales leads.

That is why HomeAdvisor is offering remodelers **25% off all leads**, AND Waived Membership (valued at nearly \$300) to **new members** who join the HomeAdvisor Pro Network by July 31st.

HomeAdvisor Pros benefit from:

- **Quality Lead Gen:** Pros receive the exact type and volume of new business they want.
- **Increased Online Presence:** A comprehensive online public profile, complete with ratings and reviews showcased to homeowners on HomeAdvisor's Pro Directory.
- **More Productivity:** Smart tools, including the free Pro Mobile App, where pros can easily manage their leads, account, and track their performance.

This exclusive limited-time offer allows you the perfect opportunity to give HomeAdvisor a try with no commitment to membership fees. Experience the quality lead generation and exposure that could significantly impact your business.

If you are interested in this opportunity, act now before this deal expires on July 31st.

Contact (833) 765-0533 or email nari@homeadvisor.com to speak with a HomeAdvisor representative to learn more, and to redeem these exclusive limited time benefits.

This offer is only available to new members who join the HomeAdvisor Pro Network before July 31st.

Board Minutes

June - The chapter has 12 new certified individuals. They will be recognized at a future in-person chapter meeting as well as in NARI News. Jan Burchett has officially announced her retirement for December 31, 2021. Judy Transue, CR, CRPM, UDCP, will appoint a committee to oversee the staffing changes.

July - The board approved the special staffing committee appointed by Judy Transue, CR, CRPM, UDCP. Jason Wright, CRS, will chair the committee. The Futures Fund Committee made the hard decision to cancel the October Topgolf fundraising event. The office server and phone systems will be upgraded. Five thousand remodeling guides will be distributed in area grocery stores. The Remodeled Homes Tour has been rescheduled to September 26 & 27.

Congratulations!

- Jeremy and Aubri Nienhuser, Made in the Shade, added Lydia Jane to their household on May 8, weighing in at 9 lbs 2 oz. According to Jeremy, "Momma and Baby are doing great but Papa wants to soak up as much lovin as he can this week" so he took a well-deserved break from work back in May!
- It's a baby boom! Congratulations to Jenna Dighero, Habitat for Humanity of Kansas City ReStore, and her husband Tyler on the birth of Avery James. She was born on May 13 and weighed 6.8 pounds and was 18.5 inches long.
- Congratulations to Jeff Deason, Solid Ground Remodeling, and Stephanie Budt, on their June 6 wedding!
- And it's another baby...but a BOY this time. Congratulations to Megan Bringman, GCP, Schloegel Design Remodel, and Doug Bringman, NiteLites of Kansas City Outdoor Lighting, on the birth of Leo Conrad on June 22, weighing in at 7lbs 10oz. He joins big sisters Laila and Kate.

KANSAS CITY NARI

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Joni Smith, Great American Building
Materials



KC NARI MEETINGS:

All meetings will be held at the NARI office
OR via Zoom...it's your choice!

Board Meeting

Wednesday, August 5 - 3:30 p.m.

Judy Transue, CR, CRPM, UDCP, 2020 President
913-438-6933, judy@chcdesignbuild.com

Advocacy Committee

Wednesday, July 22 - 9:00 a.m.

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

Education Committee

Thursday, July 16 - 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, July 14 - 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, July 15 - 11:00 a.m.

Co-Chairs - Benita Brewer
913-339-8446, designergal@kc.rr.com
Ryan Christopher
913-498-9082, ryan@anythingonanything.com

Remodeled Homes Tour Committee

Tuesday, July 14 - 11:30 a.m.

Co-Chairs - Celia Aldrich, UDCP
913-649-3544, Celia@aldrichcontracting.com
Mellody Jurgeson, Bath & Kitchen Idea Center
by Grandview Winnelson
816-765-2555, majurgeson@winnelson.com

Social Committee

Tuesday, August 4 - 11:30 a.m.

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

Workforce Development Committee

Thursday, July 16 - 8:00 a.m.

Deb Giudicessi, Chair
913-782-9663, deb@thediwoodshop.com



BUY NARI!

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

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

ProSource was founded in 1994 and has 25+ employees in the Kansas City market. Their mission says, "At ProSource, we don't just say we have the lowest prices, we guarantee it!" ProSource is the largest business to business flooring and provider in the United States. They specialize in "Helping our Trade Pros and their customer complete successful projects!" ProSource is member based and dedicated to giving remodelers, builders, designers, installers, property managers, general contractors, and other trade professionals the absolute best prices, selection & service in the marketplace.

ProSource not only carries a large assortment of commercial and residential flooring products, but they added cabinets, plumbing fixtures and countertops. We are truly a one stop shop! Visit either location to view these fabulous values.

Thanks to ProSource for being our June 25 virtual Lunch & Learn sponsor! John Shafer from ProSource of Kansas City West announced that Richard Fry is the new manager of the ProSource of Lee's Summit location.

New Member Minute

Michaela
PEARCE
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Michaela Pearce, Pearce PR & Marketing

Pearce PR & Marketing is Kansas City's premier "solopreneur" agency. Pearce PR can give clients of any size & budget "big agency" results at a fraction of the price. For more information, please visit, www.PearcePR.com & get social with us at @_PearcePR.

During COVID-19, what is something you have implemented at work that has been helpful?

Flexibility & Grace: The Pandemic has forced me and my

clients to be extremely flexible in planning our marketing initiatives for 2020. Things have been cancelled, postponed, planned & planned again! Giving ourselves flexibility and grace — has been the theme of marketing and PR in 2020!

As restaurants are reopening, which one do you want to visit first?

My favorite sushi restaurant — Blue Sushi & Sake Grill! Because there's something about take-out sushi that's just... wrong! :)

What are your some of your hobbies?

Tennis, dancing (I'm a former professional dancer), and spending time with my family!

New Member Minute



Matt Arenholz, Top Notch Heating & Cooling

Top Notch is a Lenexa based HVAC contractor that has been in business since 1974. We install and service both residential and light commercial HVAC units and have around 20 employees.

During COVID-19, what is something you have implemented at work that has been helpful?

We have really worked to leverage technology to help with communication with customers. Using Zoom, Facetime, etc. allowed us to still have a more personal conversation with a customer than just over phone or email. We utilized a "contact-less" tune up to be able to still take care of our customer's needs while still practicing social distancing.

What's your favorite local restaurant?

One of my favorite restaurants that I have missed is The Other Place in Olathe. We picked up take-out many times through quarantine, but nothing quite like eating it there and fresh out of the kitchen.

What are some of your hobbies?

My hobbies include traveling with my family, bicycling, and playing golf.

New Member Minute



Weave Gotcha Covered

Weave Gotcha Covered, a social enterprise company, specializes in creating custom window coverings (draperies, shades, blinds) and upholstery. Visit our website at www.weavegotchacovered.com. Kelly Wilson is the owner and Denita Robinson, who answered these questions, is a design consultant.

COVID-19: We reopened our workroom on May 18. However, during our shop's closing, the employees worked from home sewing our custom drapery orders.

Where are you going to eat now that restaurant restrictions have been relaxed? I would like to visit the Summit Grill. Their menu is fabulous!

What do you do outside work? I love crocheting and knitting, sewing, and I am a mixed media artist.

Want to Grow your Remodeling Business? Grab the Link to Both Roundtables for Just \$15

Thank you to Jake Schloegel, MCR, CLC, founder of Schloegel Design Remodel, for facilitating two great group discussions in June about business growth. He covered:

- Why do you want to grow your business, what are your goals, what do you expect from growth?
- What resources are required--finances, personnel, marketing, systems and processes, etc.?
- What are your strengths and weaknesses to facilitate growth?
- What are some of the pitfalls and benefits of a larger company?

We are selling the links to both 90-minute roundtables for just \$15. This helps the chapter financially since 16% of the budget comes from education programs. To purchase, please email kcnari@remodelingkc.com.

Three Marketing Hacks from Kansas City NARI

Help us and we'll help you with three EASY marketing hacks from Kansas City NARI.

1. **FREE: Share your blog with us!** Michaela Pearce handles KC NARI's social media posts & blogs and we'd love to share one of your company's blogs with ready-to-remodel consumers on our social media platforms. Send your blog to kcnari@remodelingkc.com and we will forward to Michaela.
2. **FREE: Showcase your Expertise on NARI Home Time radio show!** The show, heard live every Wednesday from 1-2 pm on KKLO 1410 AM/92.7 FM, is back up & running after a COVID-19 break. Come spend 30 minutes with Jan Burchett and showcase your company and your expertise. After the interview, take the SoundCloud recording and share it on your social media and website platforms. That's a win-win for you and KC NARI. We are booking interviews in August and September. What date works for you?
3. **FREE--#NARI Chatroom.** If you are on Facebook then you need to be in the #NARI Chatroom group! Here's why: The NARI Chatroom purpose: share best practices and contacts in the industry, recommend technology for industry professionals, introduce new products or services (no sales promos) and post job positions.

Please pass these details on to the person in your company that handles your marketing.

Preparing for the Post COVID-19 Business Landscape

By Jarod Dickson, BASYS Processing

Business owners will be impacted by the COVID-19 pandemic and its aftermath for months, maybe even years. So, how can businesses move from economic hardship to renewal and growth? As we work to recover, innovation and flexibility will be of paramount importance.

Getting back to work

One way to predict what our business landscape will look like is analyzing a country that's already navigated its first outbreak: China. The China Aviation Authority has restricted all airlines flying to and in China to no more than 75% of capacity and movie theaters and bars remain closed. Many states are following similar trajectories, with plans to re-open in phases. If you're heading back to work, know what restrictions your state has in place.

Hiring employees back after layoffs might prove challenging too. Some will have found other jobs, but another issue has cropped up as well: \$600 stretches a lot further in Kansas City than it does in New York City. The additional \$600 the federal government is paying on top of state unemployment benefits is far above many states' minimum wage. This additional funding lasts through July, and some employers will struggle to lure employees back before then.

A shift to domestic supply chains

COVID-19 revealed just how fragile international supply chains are. Moving forward, many businesses will source supplies domestically in a bid to protect themselves and consumers. We've already seen this in action with a shortage of PPE. In the U.S., enterprising companies shifted to fill that need. Anheuser Busch pivoted to manufacturing hand sanitizer and Ford partnered with GE to boost production of ventilators. Post COVID-19, this could pull manufacturing back to the U.S. and create domestic jobs.

Reassessing expenses

A recession, even just a short one, is inevitable. In the best-case scenario, the economy will see growth in June, and in the bleakest, growth won't occur until 2021. Either way, businesses need to carefully monitor and control expenses.

Discretionary Expenses

Use your credit wisely and look at all discretionary expenses you can cut. Consider how to pivot sales and marketing efforts to low or no-cost strategies (i.e. social selling and content marketing). Then, think about the long-term, how you'll survive this, and—when the turnaround comes—be ready to capture leads and win new contracts.

Essential Expenses

Review fixed expenses and whether you can reduce them. If you're keeping employees on the payroll, consider supplementing cash flow with a PPP loan. If your business rents a physical location, attempt to renegotiate your lease. Finally, contact your vendors to revisit agreements, rates, etc. If you're not a current BASYS customer, give us a call or send us a statement to see if we can find savings for you!

Jarod Dickson is the Senior Sales Manager for BASYS Processing, a Kansas City NARI member. He brings over 10 years of experience to his role. To learn how Jarod can help you generate cash flow and reduce expenses during this difficult time, call (913) 307-2753 or email jdickson@basyspro.com.

Twelve New Certified Individuals!

Congratulations to the following individuals for obtaining NARI certification:

Nicolas Juncos, CLC, Schloegel Design Remodel
Erich Piepenbring, CLC, Remodel Moore
Doug Schauerman, Jr, CLC, Schloegel Design Remodel
Kyle Verstraete, CLC, CMP Construction, Inc.
Kris Worden, CLC, Schloegel Design Remodel
Allen Deuschle, CR, Kansas City Remodel & Handyman Allen LLC
Nick Shepard, CR, KC Home Solutions
Nick Vaughn, CKBR, UDCP, KC Home Solutions
Nina Schmidt, CKBR, Schloegel Design Remodel
Kelly Summers, CKBR, Schloegel Design Remodel
Ron Webster, CKBR, Schloegel Design Remodel
Judy Transue, CR, CRPM, UDCP, CHC Design-Build

Thanks for Renewing!

The following companies renewed their NARI membership in 2nd quarter 2020.

A+ Insulation LLC 8 year member
Alenco, Inc. 26 year member
Ann Egan Interior Design 1 year member
Apex Energy Solutions 1 year member
Applause Custom Sight & Sound 12 year member
Architects, the 9 year member
Architectural Craftsmen, Inc. 12 year member
Artisan Woodworks & Remodel 1 year member
Arvest Bank 6 year member
AZEK & TimberTech Products 15 year member
Bin There Dump That 5 year member
Birkby Co. 6 year member
Black Oak Construction, LLC 3 year member
Blue Springs Siding & Windows 6 year member
Bradford Homes Remodeling LLC 13 year member
Built by Design 14 year member
Cabinet Designs LLC 2 year member
Canyon Stone/Plygem Inc. 9 year member
CdE Contracting, LLC 9 year member
Chambers First Class Connections 2 year member
Choice Cabinet KC 8 year member

Connelly Plumbing Solutions 3 year member
Copeland Insurance Agency, Inc. 7 year member
Cosentino Surfaces 8 year member
Dimensional Stoneworks LLC 2 year member
Earthway Enterprises Inc. 17 year member
Edward Wayne Inc. 5 year member
Farm & Home Builders, Inc. 25 year member
Fireplace & Bar-B-Q Center, Inc. 8 year member
Gahagan-Eddy 8 year member
Gaumats International, LLC 8 year member
Gaylord Glass 9 year member
Grandview Top Co., Inc. 13 year member
Gutter Cover of KC 12 year member
Hammer and Nails Remodeling LLC 2 year member
Hayes Insulation 24 year member
HCS Restoration KC LLC 3 year member
Jericho Home Improvements, LLC 10 year member
Kansas City Bathroom Remodeling 1 year member
Kansas City Building Supply, Inc. 24 year member
KC Lift & Elevator 2 year member
Kimminau Wood Floors 11 year member
Kitchens & Baths by Briggs 9 year member
Kreative Driveways, Inc. 25 year member
KSHB/KMCI-TV 6 year member
L Marie Interior Design LLC 8 year member
Locks and Pulls 9 year member

Marketplace Events 23 year member
 MSC Enterprises Inc. 16 year member
 MSI 4 year member
 Noblit Didier Development LLC 10 year member
 Northland Career Center 1 year member
 Olathe Advanced Technical Center 3 year member
 Open Door Homes, Inc. 1 year member
 Outdoor Lighting Perspectives of Kansas City 6 year member
 Pileggi Painting 10 year member
 Raynor Garage Door of KC 27 year member
 Rebuilding Together Kansas City 2 year member
 RedesignKC 5 year member
 REW Enterprise Inc. 10 year member
 Rhino Builders Remodel + Design 23 year member
 RockTops Granite & Stone 4 year member
 Royal Creations Architectural Landscaping 2 year member
 Royal Garage Door 9 year member
 Rusty's Dandy Painting, Inc. 25 year member
 Sandler Training by Effective Sales Development 2 year member
 Sandler Training--Stalp 4 year member
 Scovell Remodeling 16 year member
 Solid Ground Remodeling 2 year member
 Speedpro Imaging Shawnee 4 year member
 The Sherwin-Williams Co. 20 year member
 The Wilson Group, Inc. 12 year member
 TheHomeMag Kansas City 12 year member
 Timberstone Homes, Inc. 1 year member
 Totta Hardwoods 4 year member
 Truman Heritage Habitat for Humanity ReStore 5 year member
 Tyrer Wholesale Floor Covering 17 year member
 Western Chandelier Co. 24 year member
 Westport Glass 3 year member
 Williams Insulation and Gutters 6 year member
 Wineteer Construction/LifeWise Renovations 23 year member

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KANSAS CITY NARI CHAPTER

2020 REMY Is Open...Go to www.REMYKC.com to View Rules & Categories



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

Entries for the 2020 program will be judged on a 75-point system (except for Historical Renovation that has 105 points) includes project overview, before and after photos, budget considerations, overall aesthetic appeal and communication with the homeowner. Winners have to score at least 64 points (89 for .Historical Renovation). All Star Awards will be presented to those entries that achieved 70 or more points (99 for Historical Renovation). Remodeling contractors and design professionals from other NARI chapters serve as the judges.

Best of Show awards will be presented in four categories: Under \$75,000, \$75,000-\$150,000, \$150,001-\$250,000 and Over \$250,000.

REMY Entry Pricing:

Early Bird - \$165* if paid and entry submitted by Oct 2, 2020

Regular - \$175* if paid and entry submitted by Oct 22, 2020

Late Entry - \$255* if paid and entry submitted by Oct 26, 2020

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.

There can be two winners—one Gold and one Silver per price range provided that the point criteria is met. Some price ranges may not have winners because the minimum points were not reached. 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 point criteria will be designated as Silver winners.

Residential Kitchen:

Residential Kitchen total project cost* Under \$30,000

Residential Kitchen total project cost* \$30,000 to \$60,000

Residential Kitchen total project cost* \$60,001 to \$100,000

Residential Kitchen total project cost* \$100,001 to \$150,000

Residential Kitchen total project cost* Over \$150,000

Residential Bath:

- Residential Bath total project cost* Under \$25,000
- Residential Bath total project cost* \$25,000 to \$50,000
- Residential Bath total project cost* \$50,001 to \$75,000
- Residential Bath total project cost* \$75,001 to \$100,000
- Residential Bath total project cost* Over \$100,000

Residential Interior: Interior project that includes, but is not limited to, such projects as family or recreation room remodeling, bath or kitchen project with adjacent space, home theater or media rooms, wine rooms, attic conversions, etc. Work must be done within the existing walls of a residential structure. This category does not include room additions or basements. Only interior photos may be used.

- Residential Interior total project cost* Under \$100,000
- Residential Interior total project cost* \$100,000 to \$250,000
- Residential Interior total project cost* \$250,001-\$500,000
- Residential Interior total project cost* Over \$500,000

Residential Interior Element: This category represents one residential interior element that includes, but is not limited to projects such as railings and columns; brick, stone and masonry work; tiling; air conditioning and heating; fireplaces; vestibules; insulation; kitchen hoods; glass block; wall finishes such as plaster; flooring; best use of lighting or lighting control systems, or home automation. Work must have been done to the interior of an existing residential structure, and only interior photos may be used. The residential interior element must be specified in the entry materials and in the descriptive text in order to qualify.

This element cannot be included in any other entry.

- Residential Interior Element total project cost* under \$30,000
- Residential Interior Element total project cost* \$30,000 and Over

Residential Addition: Addition project includes, but is not limited to, additions, add-a-levels, or attic build-outs, which increases livable space of the existing home. The project is limited to one addition per structure. Interior and exterior photos may be used.

- Residential Addition total project cost* Under \$100,000
- Residential Addition total project cost* \$100,000 to \$250,000
- Residential Addition total project cost* Over \$250,000

Residential Exterior: Exterior projects includes, but is not limited to, alterations to the exterior of a residential building such as porticos, porches, glass or screen enclosures or greenhouse rooms (unconditioned spaces), windows, dormers, and exterior resurfacings like siding, stucco, etc. which enhances the overall appearance of the exterior. Exterior photos may be used, and interior photos of attached unconditioned spaces may also be used.

- Residential Exterior total project cost* Under \$50,000
- Residential Exterior total project cost* \$50,001 to \$100,000
- Residential Exterior total project cost* \$100,001 to \$200,000
- Residential Exterior total project cost* Over \$200,000

Residential Detached Structure—No Price Range

Structures such as garages, pool houses, studios, guesthouses, sheds, gazebos, pavilions, etc., remodeled or added to an existing residential property. Interior and exterior photos may be used.

Entire House An entire house project that remodeled or renovated a substantial portion of the entire residential house, inside and outside, or where multiple additions and/or style changes in footprint or elevation have been made in more than one location. The entry must include a description of the portions of the existing structure that were incorporated into the

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finished project. Pictures and plans submitted with the entry must highlight those portions of the home retained in the new design.

Residential Exterior total project cost* Under \$250,000

Residential Exterior total project cost* \$250,000 to \$500,000

Residential Exterior total project cost* \$500,001 to \$750,000

Residential Exterior total project cost* \$750,001 to \$1,000,000

Residential Exterior total project cost* Over \$1,000,000

Historical Renovation/ Restoration The renovation/restoration of the interior and/or exterior of a residential structure, or addition to a residential structure, originally built at least 75 years ago. Any and all changes are to have closely matched architectural style and building type. Any and all products used are to be of a material authentic in style to the area in which the building was originally built, paying special attention to period trim detail and period coloring. Restoration of missing historic features and added structures are to respect the essential historic character and architectural style of original building design.

Residential Historical Renovation/ Restoration total project cost* Under \$250,000

Residential Historical Renovation/ Restoration total project cost* \$250,000 and Over

Commercial Interior—No Price Range

Remodeling performed within the existing walls of a previously occupied commercial space. Clearly define the type of client and the client's needs in the project description. Only interior photos may be used.

Commercial Exterior—No Price Range

Remodeling performed on the exterior of an existing commercial structure. Clearly define the type of client and the client's needs in the project description. Only exterior photos may be used.

Commercial Specialty—No Price Range

Includes, but is not limited to, such projects or operations as cosmetic facelift; siding, roofing, insulation; window, door; railing, columns, brick, stone, masonry work; tiling; solar panels; air conditioning, heating; gutters and leaders, etc. Work must have been done to an existing commercial structure. Landscape/Outdoor Living projects done for a non-residential project, whether or not an existing structure exists, may also be submitted in this category. Clearly define the type of client and the client's needs in the project description. The commercial specialty must be included on your entry form and in the descriptive text to qualify.

Residential Landscape Design/Outdoor Living--Best landscape design/outdoor living project includes, but is not limited to, landscaping, pathways, driveways, patios, pagodas, outdoor kitchens, decks, terraces, pools, spas, etc. Work is not

exclusive to existing structures. Commercial projects should be entered in Commercial Specialty. Only exterior photos may be used.

Residential Landscape Design/Outdoor Living total project cost* Under \$100,000

Residential Landscape Design/Outdoor Living total project cost* \$100,000 to \$250,000

Residential Landscape Design/Outdoor Living total project cost* Over \$250,000

Basement Best basement conversion where work must be done within the existing walls of a residential structure. Additions are excluded from this category. Only interior photos may be used.

Residential Basement total project cost* Under \$100,000

Residential Basement total project cost* \$100,000 to \$250,000

Residential Basement total project cost* Over \$250,000

Green - Residential Interiors—No Price Range

Interior remodeling projects that utilize sustainable, eco-friendly standards and practices. Projects entered in this category must meet CoTY criteria for Residential Kitchens, Residential Baths, Residential Interiors, Residential Interior Element, or Basements (any price point) and must complete and submit the Green Category Checklist. Projects entered in this category may also be entered into the appropriate Kitchen, Bath, Interior, Interior Element, or Basement category separately with additional fee. All Green entries will be judged by NARI Green Certified Professionals. Entries for commercial projects are not eligible at this time.

Green - Residential Exteriors—No Price Range

Exterior remodeling projects that utilize sustainable, eco-friendly standards and practices. Projects entered in this category must meet CoTY criteria for Residential Exteriors, Residential Detached Structure, or Landscape Design/Outdoor Living (any price point) and must complete and submit the Green Category Checklist. Projects entered in this category may also be entered into the appropriate Exterior, Detached Structure, or Landscape Design/Outdoor Living category separately with additional fee. All Green entries will be judged by NARI Green Certified Professionals. Entries for commercial projects are not eligible at this time.

Green - Entire House/Addition Projects—No Price Range

Entire House or Addition remodeling projects that utilize sustainable, eco-friendly standards and practices. Projects entered in this category must meet CoTY criteria for Entire House, Residential Addition, or Residential Historical Renovation/Restoration (any price point) and must complete and submit the Green Category Checklist. Projects entered in this category may also be entered into the appropriate Entire House, Addition, or Residential Historical Renovation/Restoration category

separately with additional fee. All Green entries will be judged by NARI Green Certified Professionals. Entries for commercial projects are not eligible at this time.

Universal Design - Kitchen—No Price Range

Kitchen remodeling projects utilizing Universal Design standards and practices. Projects entered in this category must meet CotY criteria for Residential Kitchens (any price point) and must complete and submit the Universal Design Category Checklist. Projects entered in this category may also be entered into the appropriate Kitchen category separately with additional fee. All Universal Design entries will be judged by NARI Universal Design Certified Professionals. Entries for commercial projects are not eligible at this time.

Universal Design - Bath—No Price Range

Bathroom remodeling projects utilizing Universal Design standards and practices. Projects entered in this category must meet CotY criteria for Residential Bath (any price point) and must complete and submit the Universal Design Category Checklist. Projects entered in this category may also be entered into the appropriate Bath category separately with additional fee. All Universal Design entries will be judged by NARI Universal Design Certified Professionals. Entries for commercial projects are not eligible at this time.

Universal Design - Interiors—No Price Range

Interior remodeling projects utilizing Universal Design standards and practices. Projects entered in this category must meet CotY criteria for Residential Interiors, Basements, Interior Element, or Additions (any price point) and must complete and submit the Universal Design Category Checklist. Projects entered in this category may also be entered into the appropriate Interior, Basement, or Addition category separately with additional fee. All Universal Design entries will be judged by NARI Universal Design Certified Professionals. Entries for commercial projects are not eligible at this time.

Universal Design - Exteriors—No Price Range

Exterior remodeling projects utilizing Universal Design standards and practices. Projects entered in this category must meet CotY criteria for Residential Exterior or Landscape Design/Outdoor Living (any price point) and must complete and submit the Universal Design Category Checklist. Projects entered in this category may also be entered into the appropriate Residential Exterior or Landscape Design/Outdoor Living category separately with additional fee. All Universal Design entries will be judged by NARI Universal Design Certified Professionals. Entries for commercial projects are not eligible at this time.

Universal Design - Entire House—No Price Range

Entire House remodeling projects utilizing Universal Design standards and practices. Projects entered in this category must meet CotY criteria for Entire House, Detached Structure, or Residential Historical Renovation/Restoration (any price point) and must complete and submit the Universal Design Category Checklist. Projects entered in this category may also be entered into the appropriate Entire House, Detached Structure, or Residential Historical Renovation/Restoration category separately with additional fee. All Universal Design entries will be judged by NARI Universal Design Certified Professionals. Entries for commercial projects are not eligible at this time.

KC NARI REMY Only Categories—local categories that NARI Headquarters does not use for the CotY Awards.

(REMY ONLY) Designs and Plans—No Price Range

Covers remodeling designs & plans, interior and/or exterior, which detail project construction design challenges, solutions, plans, finishes & project documentation. Submittals must include a minimum of one scaled drawing, project design documentation and before & after photos. **If you did not hold the contract for this project, you must have the general contractor sign a separate form that allows you to enter the project in this category.**

(REMY ONLY) Residential Exterior Element

This category represents one particular special exterior element of a project. It includes, but is not limited to such projects as, columns, trellises, arbors, fences and gates, driveways, walkways, retaining walls, free-standing fireplaces, other masonry elements, fountains and water features, or outdoor lighting. Only exterior photos may be used. The residential exterior element must be specified in the entry materials and in the descriptive text in order to qualify. **This element cannot be included in any other entry.**

*Cost is defined as contract price, all extras, change orders 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, or labor should be included in this cost. All mark-ups and profit should be included in the cost provided. For member-owned projects, costs should include normal mark-ups as if the project was contracted to an outside client.

KC NARI Golf Tournament...

Thursday,
September 17

WinterStone
Golf Course
17101 E. Kentucky Rd.,
Independence

Tournament Corporate Sponsor:

BATH & KITCHEN
IDEA CENTER

by **Winnelson**

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: \$130 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 \$130 = \$ _____

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 \$95 (Value \$140)

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

Eagle Package \$75 (Value \$110)

2 mulligans per golfer (one per golfer on Front 9, one per golfer on Back 9), Bubba Watson Drive, 1 additional card per golfer at the Poker Run hole, \$5 bet per golfer at the Betting hole, and 2 Barrel 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.

Questions?? Call 913-362-8833

Scan and e-mail form to kcnari@remodelingkc.com or fax to 913-362-8837,
or mail to KC NARI, 8015 Shawnee Mission Pkwy, Ste. 150, Merriam, KS





8015 Shawnee Mission Pkwy.
Merriam, KS 66202

Address Correction Requested

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.

