

REMODELING TO THE HIGHEST STANDARDS

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October 22 Chapter Lunch Meeting...In Person with Limited Seating!

Selling Your Why – Clearly
Communicating Why Potential Clients Should Hire You presented by David Lupberger

Many homeowners believe that they should get 3 or more estimates for the work they want done. It's what they have been told to do. The problem with this is that all contractors are not created equal. It is not a level playing field. We need to differentiate ourselves and our client-based service offerings. Potential clients need to know what you bring to their project and why you do what you do. It's our job to communicate our why so that potential clients can see the benefits of working with us.

Learning objectives:

- People don't buy what you do – they buy you and the company commitments you bring to their project
- Defining your why with the help from past clients – why did they work with you?
- Documenting your company why – building trust with potential clients
- Knowing your why is the key to company sales and growth

David Lupberger draws on more than two decades of experience in the residential remodeling field to work with remodelers in developing proven business systems. Through his work in the remodeling industry, he hopes to redefine the way the remodeling industry operates so that the trust between quality remodelers, their customers, suppliers, and

trade contractors can be leveraged and improved.

Lupberger has been involved with custom home building and remodeling for over 20 years. After moving to the Washington DC area in 1988, he practiced high-end residential remodeling and focused on delivering the highest quality service to his clients. Over 90 percent of his work came from repeat and referral business, demonstrating the trust he developed with clients.

That experience in managing customer expectations led him to write a book called, **Managing the Emotional Homeowner**, which has become one of the bibles of the remodeling industry and helped hundreds of remodelers improve the level of service they provide clients.

Lupberger believes fervently that the best customer service only comes when a remodeler can deliver consistent results, which happens only with proven systems. He spent nearly 4 years writing the Remodelers Turnkey Program. This series of manuals is a basic how-to text on running a remodeling company. He recently authored the Home Asset Management Plan, a business system showing contractors how to implement a "client for life" program with their homeowner clients.

In 2004, Lupberger got to move back to Colorado, where he spent the first 30 years of his life. From his base in Colorado, he now consults with both remodelers and industry manufacturers such as General Electric to maximize customer service relationships between all the industry partners. He travels extensively, speaking to thousands of remodelers across the country and is a regular on the seminar series at national trade shows. He also is a columnist for **Professional Remodeler** magazine. *(Continued on next page)*

KC NARI In-Person Chapter Meeting with Limited Seating--Fast Facts

Date: Thursday, October 22

Time: Lunch meeting 11:30 –1:00

Place: Radisson Hotel, 12601 W. 95th St., Lenexa

Cost: \$29 with ADVANCE reservations; \$34 for those companies needing to be invoiced. **Please Note: All those who reserve and don't attend will be invoiced.**

BUY NARI Tabletop Sponsors: AZEK/TimberTech, Kansas City Building Supply, Raynor Garage Door.

Deadline for Reservations: Monday, October 19

RSVP via e-mail to kcnari@remodelingkc.com, call 913-362-8833, or register online. Go to www.remodelingkc.com and sign up under the Events tab.

Due to COVID, safety precautions will be in place. Masks must be worn during the entire meeting unless you are sitting down to eat. Once your meal is done, masks will need to be worn throughout the meeting.

The President's Message

Hello,

Wouldn't it be nice if life had a reset button? Similar to cell phones, computers and other electronics, it would be great if we could press reset to improve our circumstances or smooth out the kinks in life. Unfortunately, no such thing exists, but there are ways we can figuratively press reset in our individual lives. For some, resetting your mood and outlook may be going on a daily jog or playing a round of golf. For others, it may be shopping or having a nice cold beer. For me, pressing reset involves taking a stroll through my gardens, going on a bike ride, or drinking a nice glass of wine.

Taking moments for self-care can be a great way to reset and refocus your day, but there are times we all need a larger reset button like a vacation out of town, taking a trip to the lake, or attending an inspirational conference or seminar. Recently my husband Kevin and I took a much-needed trip to Breckenridge for a chance to reset and to enjoy the week-long condo stay we purchased at the Holiday Happy Hours last year. We had the perfect stay and loved the accommodations (Special thanks to Mark Heinze for donating the Colorado condo to NARI's Futures Fund fund raising auction items.)

This week we return to our business and personal lives with refreshed mindsets. Taking a break from the daily grind to spend time enjoying the scenery and fresh air was just what we needed. In late October I'll have another opportunity to refresh my outlook with an interesting professional development

opportunity. I plan to attend the virtual Women In Residential Construction (WIRC) conference. Each time I attend this conference, I am inspired by the speakers and attendees, and leave feeling like I gained a new perspective from the experience.

In November, I will attend the virtual NARI Fall Education Experience hosted by NARI Headquarters. This event is open to all NARI members for a fee. Watch for more information coming to you soon. If you are looking to learn new skills and explore new possibilities in your career, I highly recommend you seek industry conferences or workshops that interest you.

I encourage each of you to think about what makes you feel renewed and find a way to do that. Discover your reset buttons for your personal and professional lives and set yourself up for new beginnings this fall.

Sincerely,



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



News to Know

- Congratulations to our newest certified member: Benjamin Bass, Certified Lead Carpenter (CLC), Schloegel Design Remodel.
- Baby news! Congratulations to Kylie Brewer and husband, John, both from Scovell Remodeling, on the birth of Patrick on August 19, weighing in at 8 lbs., 13 ounces. He joins siblings Annie, Quig and Jimmy.

In Sympathy

NARI member Corey Joseph Bax, 30, of Jefferson City, Missouri passed away on Thursday, June 25, 2020. He and his brother, Logan Bax, joined the chapter in late 2019 as AFLAC Business Solutions. Corey was a 2008 graduate of Helias High School and went on to graduate from the University of Missouri in 2013. He was a member of the Delta Upsilon (DU) fraternity and loved his fraternity brothers and the memories they made together. Corey's true love was baseball and he was passionate about Helias baseball as a player and as a coach. Corey was most proud of his American Legion Post 5 team that won the state championship 2 years in a row. He loved St. Louis Cardinals baseball and Blues Hockey (Gloria! Gloria!). He is survived by his parents: Kent and Kelley Bax; brothers: Adam Bax (Claire Pearson) and Logan Bax; son: Louie; and many other relatives and friends.

Pending Applications

Belfor Property Restoration

Shawn Hawkins, Estimator, & Rodney Todd, Regional General Manager
Kansas City, KS
General contractor and insurance restoration since 1946

Sponsor: Christine Hawkins, Ferguson Bath, Kitchen & Lighting Gallery

Bordner Installation Group

Kyle Benoit, Marketing Director
Raytown
Contractor since 1988

Sponsor: Ryan Christopher, Anything on Anything

Lorax Design Group

Kurt Kraisinger, Owner
Overland Park

Landscape designer since 2009
Sponsor: Steve Brattin, SVB Wood Floors

Royal Energy, Inc.

Jim Baldauf, Owner
Lenexa
Energy brokerage since 2015

X/O Exteriors & Outdoors

Andrew Hite, Sales Manager
Olathe
Distributor of exterior siding products since 2008

Board Minutes

September—The Board discussed that moving forward, each committee would have Board representation on it and that the Board liaison could report to the Board from the committee notes. There has been a water infiltration issue at the office and staff is working with the landlord to resolve it. The August 24 virtual consumer seminar brought 18 consumers to the Zoom call. We received 5 applications from the August virtual membership drive. The 23rd Annual Remodeled Homes Tour will be held May 1-2, 2021.

KANSAS CITY NARI

8015 Shawnee Mission Pkwy. • Merriam, KS 66202

913-362-8833 • Fax: 913-362-8837

KCNARI@remodelingkc.com • www.remodelingkc.com

President

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

First Vice President

Jonathan Kelly
Fireplace & BBQ Center

Second Vice President

Nick Shepard
KC Home Solutions

Secretary

Steve Brattin
SVB Wood Floors

Treasurer

Jason Wright, CRS
Jason Wright Electric

Directors

Celia Aldrich, UDCP, Aldrich Contracting
Ryan Christopher, Anything on Anything

Maddy Ferguson, Mission Kitchen & Bath
Jon Otten, Capitol Federal Savings Bank
Derick Shackelford, CR, CRPM, CLC

Chairman

Joni Smith, Great American Building
Materials



KC NARI MEETINGS:

All meetings will be held via Zoom.

Board Meeting

Wednesday, November 4 - 3:30 p.m.
Judy Transue, CR, CRPM, UDCP, 2020 President
913-438-6933, judy@chcdesignbuild.com

Advocacy Committee

Thursday, November 5 - 9:00 a.m.
Peggy Bruce, Chair
913-827-9952, peggy.bruce@vwealth.com

Education Committee

Wednesday, October 14 - 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 13 - 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 21 - 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, October 13 - 11:30 a.m.
Co-Chairs - Celia Aldrich, UDCP
913-649-3544, Celia@aldrichcontracting.com
Melody Jurgeson, Bath & Kitchen Idea Center
by Grandview Winnelson
816-765-2555, majurgeson@winnelson.com

Social Committee

Tuesday, November 3 - 11:30 a.m.
Christine Hawkins, Chair
913-915-9140, christine.hawkins@ferguson.com

Workforce Development Committee

Thursday, October 15 - 8:00 a.m.
Deb Giudicessi, Chair
913-782-9663, deb@thediwoodshop.com



BUY NARI!

***Thanks to Locks & Pulls for
being a BUY NARI Sponsor!***

**10333 Metcalf and North Store at 109 NE 91st St.
913-381-1335 or 816-436-4545, www.locksandpullskc.com**

Founded in 1985, Locks & Pulls has two showrooms filled with door hardware, cabinet hardware, bath accessories, and keypad door locks. For over 34 years, Locks and Pulls has been serving the builder, remodeler, and designer community, as well as providing homeowners with the finest decorative hardware from the world's best, and most innovative manufacturers. From the smallest apartment to luxury hotel suites, starter homes to spectacular executive and celebrity mansions, Locks & Pulls has over 5,000 door, bath, and cabinet hardware selections in stock that will satisfy the basics, as well as the most discriminating of tastes.

One visit to their website or showrooms will confirm the saying, "If you can't find it at Locks and Pulls, you probably won't find it!", and, that attention to detail and outstanding customer service are the required complement that they offer for any remodeling, construction, or design venture.

The winners of four \$25 Q39 gift cards were Nick Shepard, CR, KC Home Solutions; Jennifer Blomendahl, Jason Wright Electric; Lisa Clough, CMP Construction; and Suzan Goerz, Capitol Federal Savings Bank.

BUY NARI!

***Thanks to Arvest Bank for
being a BUY NARI Sponsor!***

**6300 Nall Ave., Mission—17 locations in KC
913-261-2265, www.arvest.com**

"The story of Arvest is one of commitment started by our founders, an intense dedication to focusing on the customer above all else. This philosophy has remained the same during our growth from a small bank to a network of community banks able to provide a complete range of financial services. Staying true to these principals has been the common thread throughout our history. We will always be active and involved members of the communities we serve and we will work to put the needs of our customers first as we continue to fulfill our mission: People helping people find financial solutions for

life." Arvest Bank has been a corporate sponsor since 2016.

The winners of the Arvest Bank door prizes included: Yeti mugs filled with chocolate went to Celia Aldrich, UDCP, Aldrich Contracting; Mark Kipp, Prime Capital; John Bruce, Outdoor Lighting Perspectives; Quik Trip gift cards went to Bill Ruisinger, CRPM, Paint Pro; Chris Peterson, MCR, CRPM, CLC, Schloegel Design Remodel; and Scott Balentine, MCR, CLC, Black Oak Construction; a bottle of wine & a bag of chocolates went to Jonathan Kelly, Fireplace & BBQ Center; and a Blue Tooth desktop speaker went to Saren LaVo, Surface Center Interiors.

BUY NARI!

***Thanks to Mike O'Connell,
MCRS, GCP, CAPS, Hayes
Insulation for being a BUY
NARI Sponsor!***

816-985-8333, www.hayesco.com

Have you ever attended a NARI chapter lunch meeting (back in the day when we met face to face), you know who Mike O'Connell is - the man in the yellow suspenders who tries to talk you into giving all your money for the 50/50 raffle. If you've not attended a NARI luncheon yet you have missed out on a great lunch and meeting lots of NARI members.

When Mike isn't volunteering for NARI, he is employed by The Hayes Co. Unlike most sales people, Mike enters each home and immediately begins looking for problems - things that might create problems with your love life. One person feels the home is too hot; the other feels it is too cold. He has the solution for that. Mike brings over 40 years of experience of solving problems in homes that make homeowners feel uncomfortable. In the insulating world, Mike is known for knowing how to solve problems.

You don't have to know what your problems are - just call Mike and he'll not only tell you what your problems are, he'll tell you how to solve them - sometimes at no cost! If you are a contractor, he will make you look good for your client.

The two \$25 Quik Trip gift cards from Mike/Hayes were given to: Scott Maxey, Marvin; and Brandy Kimble, FNBO (First National Bank of Omaha).

BUY NARI!

Thanks to McCray Lumber for being a BUY NARI Sponsor!

**Five lumberyards & a millwork facility serving the
KC, Lawrence & Topeka metro markets
913-422-1300, www.mccraylumber.com**

McCray Lumber & Millwork is a family owned and operated business founded in 1947. Over the past 72 years, McCray Lumber and Millwork has grown alongside the Kansas City community. With humble roots and a passion for service, McCray Lumber and Millwork has expanded over the past seven decades, more than doubling in size and yards, helping it to become a Midwest leader in building materials supply to remodelers in the area.

McCray Lumber & Millwork is an active NARI member and was honored to receive the National Distributor of the Year Award in April 2017 at the NARI National spring business meeting in Scottsdale, AZ.

The winners of the McCray door prizes included: \$25 QuikTrip

gift card to Kenny Choikhit, CR, CLC, UDCCP, Schloegel Design Remodel; coffee mug & stainless steel beer koozie to Lydia Bagnall, Total Home Remodeling; coffee mug & travel bag to Chris Peterson, MCR, CRPM, CLC, Schloegel Design Remodel; two Yeti-like stemless wine glasses to Total Home Remodeling and a \$25 Quik Trip gift card to Al Felman, CKBR, Mission Kitchen & Bath.

BUY NARI!

Thanks to Marvin for being a BUY NARI Sponsor!

**Corporate Location: Warroad, Minnesota
Local Rep: Scott Maxey, 913.209.5313, www.marvin.com**

At Marvin, we are driven to imagine and create better ways of living. With every window and door we make, we strive to bring more natural light and more fresh air into homes, and to create deeper connections to the natural world. We put people at the center of everything we do by designing for how people live and work and imagining new ways our products can contribute to happier and healthier homes.

As a fourth-generation, family-owned and operated company, Marvin fosters a culture committed to living our values. Our commitment to doing the right thing, working stronger together, and thinking differently inspires us to be better every day. Crafted with exceptional skill, our products deliver quality you can see, touch and feel, beauty that brings joy, and performance that stands the test of time.

Driven by a spirit of possibility, our commitment to people goes beyond the products we make. We commit to long-lasting and trusting relationships with our employees, customers, channel partners and communities.

The winners of the three \$25 Joe's KC gift cards were: Rhonda Bruce, Outdoor Lighting Perspectives; Jake Snyder, CR, Hammer and Nails Remodeling; and Stephanie Adams, Scovell Remodeling.

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

BUSINESS BUILT TOGETHER

BUY NARI!

***Thanks to Ferguson Bath,
Kitchen & Lighting Gallery for
being a BUY NARI Sponsor!***

14105 Marshall Drive, Lenexa as well as locations in
Lee's Summit, Lawrence, Topeka & KC North
913-752-5660, www.ferguson.com

Ferguson Bath, Kitchen & Lighting Gallery was founded in 1953. The company is ranked as the largest plumbing wholesaler in North America. Ferguson is the leading wholesaler of plumbing, lighting, appliances and hardware for the building industry. Currently, they have seven beautiful showrooms located in the KC metro including the Factory Direct Appliance locations.

The winner of the \$25 Amazon gift card was Donna Kirsopp, CKBR, Schloegel Design Remodel.

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!

SCORE

Karen Foelsch

4747 Troost, Suite 101, Kansas City, MO 64110

(816) 235-6675

Karen.foelsch@scorevolunteer.org

kansascity.score.org

SCORE offers small business entrepreneurs confidential business counseling services at no charge.

Suiter Business Builders, Inc.

Vicki Suiter

27055 W. 102nd St., Olathe, KS 66061

(415) 884-0288

vicki@suiterbusinessbuilders.com

suiterbusinessbuilders.com

Strategies to Succeed

**2020 REMY Deadlines are in
Oct...Go to www.REMYKC.com
to View Rules & Categories**

2020 REMY
REMODEL OF THE YEAR

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:

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

Late Entry - \$255* if paid and entry submitted by Oc 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.

Marketing 101...Use Social Media and NARI Home Time Radio Show to Brand your Company!

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 is heard live every Wednesday from 1-2 pm on KKLO 1410 AM/92.7 FM. 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 October and November. 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.

Are you Compliant with Revised FFCRA Requirements?

By Karen Hughey, Founder & CEO of KR-HR and Kansas City NARI member

In late spring, NARI hosted weekly Zoom meetings to help our members navigate new safety and employee leave regulations. For those who attended, we discussed the Families First Coronavirus Response Act (FFCRA). All employers with less than 500 employees are impacted. Therefore, all NARI members must comply.

Firstly, as a refresher, and for those who are not familiar with the act, here are the highlights straight from the Wage and Hour Division of the U.S. Department of Labor:

“The FFCRA helps the U.S. combat the workplace effects of the coronavirus by giving tax credits to American businesses with fewer than 500 employees to provide employees with paid leave for certain reasons related to COVID-19. Please visit WHD’s “Quick Benefits Tips” for information about how much leave workers may qualify to use, and the wages employers must pay.”

Secondly, we work with clients. They have found managing the act challenging since employees all have different personal situations that impact their focus and effectiveness. As an employer, you need to ensure consistency and fairness when applying the act in your workplace.

Thirdly, a few crucial things you must do are:

1. Ensure you have an open-door policy for employees to come and openly discuss their situation.
2. Remember HIPAA and maintain confidentiality
3. Document each employee situation and include:
 - The details of the issue
 - The employee leave request
 - Business and personal aspects you considered
 - What provision of the act you are following?
 - Why you made the leave decision
4. Then, work closely with your accountant and tax preparer to ensure you submit the information correctly to receive your tax credit

Further, have you posted your Families First Coronavirus Response Act (FFCRA) Notice? If not, I highly recommend ordering a poster from LaborLawCenter. They won't try to upsell you. Here's a link to purchase or reach customer service. <https://www.laborlawcenter.com/ffcra-act-posters/>



Lastly, if you have questions or want to discuss your situation, please contact me at karen@kr-hr.com.



Getting to Know the 2021 Slate for KC NARI Board of Directors

At the November 19 lunch, those in attendance will vote for the following chapter leaders:

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, UDCCP, Architectural Craftsmen

Director (through 2023)

Derick Shackelford, CR, CRPM, CLC, Shack Built

These three Board members will retain their positions:

Director (through 2021)

Jon Otten, Capitol Federal Savings Bank

Director (through 2022)

Ryan Christopher, Anything on Anything

Chairman of the Board

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

Upon election, Jonathan Kelly will name his two President's Directors who will serve during his presidency in 2021. He has chosen Lindsay Hicks, Habitat for Humanity of KC, and Mike Totta, Totta Hardwoods.

We asked the 2021 slate for some insights into the following questions and here are their answers:

1. Give us ONE word of how you would define your 2020 year with COVID.
2. Give us a food, drink or activity that you love to do in the fall.

Jonathan Kelly, Fireplace & BBQ Center

My one word to describe the year 2020 with COVID-19: Unexpected. During the fall season, I love chili dogs and football.

Nick Shepard, CR, KC Home Solutions

My 2020 word is Interesting. I love BBQ, cold beer, and watching football.

Jason Wright, CRS, Jason Wright Electric
 2020 Is Exciting. We enjoy taking the grandkids to the pumpkin patch.

Steve Brattin, SVB Wood Floors
 2020 is Challenging. I would love to find time to take a relaxing vacation with my family.

Mary Thompson, CR, CRPM, UDCP, Architectural Craftsmen
 I would say 2020 is Unpredictable. I know it's fall when the Chiefs are playing as I LOVE watching the Chiefs!

Derick Shackelford, CR, CPRM, CLC, Shack Built
 2020 is Enlightening. My favorite things about the fall are the cooler weather, watching the changing colors of tree foliage, my wife's vegan chili and pumpkin beer.

Jon Otten, Capitol Federal Savings Bank
 2020 is BUSY (please put that in all caps!) and I love apple picking with the family.

Ryan Christopher, Anything on Anything
 I would say Reflection for my one word to define 2020. I love to make chili. There is nothing better with the changing of cold weather to cook up an award winning (self-proclaimed award winning) bottomless pot of chili.

Judy Transue, CR, CRPM, UDCP, CHC Design Build
 2020 is Challenging. I love a cool, crisp evening around a bonfire with good friends and a glass of Cabernet Sauvignon.



Thanks to Therma-Tru Doors for facilitating two exterior door installation seminars and for Great American Building Materials for sponsoring the box meals.



Thanks to Bath & Kitchen Idea Center by Grandview Winnelson for serving as the corporate sponsor for the September 17 golf tournament. They fielded 2 teams and this team included (from left) Gayle Jagoda, CKBR, Schloegel Design Remodel; Mellody Jurgeson, Bath & Kitchen Idea Center by Grandview Winnelson; and Donna Kirsopp, CKBR, Schloegel Design Remodel.

Kansas City NARI Thanks Our 2020 Corporate Sponsors

Official Sponsor	Platinum Sponsor	Diamond Sponsors	
 A FERGUSON ENTERPRISE		 	
Gold Sponsors			

Business Built Together

KC NARI Past Presidents Step Up to Contribute to Futures Fund!

I wouldn't be where I am today without the help of the Futures Fund and Kansas City NARI. As a former student in the construction trades program at Olathe Advanced Technical Center, I saw firsthand the value Kansas City NARI and the Futures Fund provided for our construction trades class with grants for tools and materials. I was hired for a summer job by McCray Lumber because of their connection to the Futures Fund. I am now working full time for MSC Enterprises. I love the residential remodeling industry and hope to build a career in this field. -Will Eagan

At the Kansas City NARI Futures Fund, we believe that we can help by providing support to the local programs that are providing construction trades education. **That is why over the Kansas City NARI Futures Fund has granted more than \$87,000 over the last few years, providing 13 local schools and more than 300 students more opportunity to learn about and engage with our industry.**

Past President's Challenge

The Futures Fund Committee asked the Kansas City NARI past presidents to donate to the Futures Fund in light of

them having to cancel the Topgolf fundraiser due to COVID restrictions. Thanks to the following past presidents for contributing (based on press time of NARI News!)

- **Scott Balentine, MCR, CLC, Black Oak Construction (President 2006)**
- **Gene Bosley, McCray Lumber & Millwork (President 2015)**
- **Austin Cornell, MSC Enterprises (President 2017)**
- **Mike Guthrie, Raynor Garage Doors (President 2013)**
- **Mark Heinze, Phoenix Renovation & Restoration (President 2011)**
- **Jake Schloegel, MCR, CLC, Schloegel Design Remodel (President 1990-1992)**

We want to do more, and we need your help! We are asking you to partner with us as we continue providing grants to Kansas City Metro Construction Trades programs. Your donation does more than offset the cost of the programs-- you are helping change our industry for generations to come. **Please help our school partners as they create the workforce of the future by making a donation today! Click on this link (<http://www.remodelingkc.com/futures-fund/>) to make a donation online or mail your donation to KC NARI Futures Fund, c/o Greater KC Community Foundation, 1055 Broadway, Suite 130, KCMO 64105.**



The McCray golf team enjoyed the September 17 golf tournament at Winterstone Golf Course.



Graham Power with CSW was, needless to say, ecstatic about winning the Barrow of Beverages at the golf tournament.



NARI – KKLO Sponsorship

Since 2017 Jan Burchett, Executive Director of Kansas City NARI, has hosted a NARI Home Time radio show, 1 pm on Wednesdays on KKLO.

The promotion and exposure from this program has proven to be a beneficial partnership for all parties: NARI, its activities, and their members.

Let's keep the momentum going. KKLO is proud to recommend the following opportunity. :30 second announcements to promote the weekly radio show and the NARI Kansas City Chapter. :15 seconds of each announcement will promote the weekly show and interviews. The remaining :15 seconds of the message will promote your business!*

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

You'll receive (50) :15 second announcements for an investment of only \$500... only \$10 per announcement.

Contact Gary Cashion
913-732-3390
garycklo@gmail.com
www.KKLOradio.com

*This is exclusive for NARI members.

Johnson County Community College's Interior Design Student Association is partnering with local business this year at our fall fundraising event!

Supporting KC Local is a live raffle and open to the public. Our fundraiser is a great way to remind the community of the quality services you provide, generate leads, win prizes, and support JCCC's dedicated Interior Design program.

JCCC IDSA is requesting support in any of the following ways:

- **Gift cards**
- **Donated Goods or Services**
- **Technology related items**

Partner with JCCC IDSA and leaf a message of hope. Show the community we're rebuilding together!

Deadline for donations November 1, 2020

**TO DONATE please contact:
Julie Davis @ jdavi122@stumail.jccc.edu**





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.

