

MEETING NEWS

General Membership Meeting

Pella New Vinyl Technology and Prefinished Options
Pella Windows and Doors – Scott Chitko, Sales Representative

Wednesday November 9, 2011

Gathering: 6:00 pm – Dinner and Networking: 6:30 pm – Program 7:00 pm

Liberty Hall Banquet & Conference Center

800 Eisenhower Drive
 Kimberly, WI 54136

Join your fellow NARI members and guests to learn about Pella Windows and Doors products. NARI member Pella Windows and Doors will show and discuss their new 350 Series Windows and Patio Doors. This series offers triple pane glass making the window or door 83% more energy efficient. The series also offers welded corners and 61% more vinyl with metal reinforcement for superior strength and durability. Pella Sales Representative, Scott Chitko, will also discuss their designer series and factory or custom pre-finishing options.

85 years later, Pella is still an industry leader and the second largest manufacturer of windows, patio doors, entry doors and storm doors in the country. Pella is a family-owned and professionally managed privately held company. Pella strives to bring innovative windows and doors that do more than frame the landscape. They make life easier with meaningful details that matter to consumers every day. Pella strives to make their products, service and company better to enrich the homes and lives of others.



VIEWED TO BE THE BEST.®

Advanced reservations are required for this dinner meeting. Please RSVP online at www.remodelfoxvalley.com your attendance and that of any other business partners or guests no later than the end of business on Monday October 17. Payment can also be paid upon registration at the meeting. Checks can be made out to Fox Valley NARI. Nick Arnoldussen can be reached at 920-788-6224 or email info@remodelfoxvalley.com. Meetings are included for one person per business membership. For all other attendees, meetings are \$20.00 per person.

MISSION

Promote professionalism, education and ethics within the remodeling industry throughout the Fox Cities

VISION

Committed to providing innovative vision and exemplary leadership in support of industry excellence

FOX VALLEY NARI CHAPTER

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NARI NATIONAL

The voice of the remodeling industry

Recent News: Read about these articles and more at www.nari.org/media/releases

- ♦ Learn how your remodel can impact a child's health during National Lead Poisoning Prevention Week, 10/21/2011
- ♦ Green recognition program reinforces area of expertise, 10/10/2011

NARI Green: www.greenremodeling.org

The purpose of Greenremodeling.org is to establish a body of knowledge for Remodeling Professionals and for Green-minded Homeowners; and to support professional growth in the field of green remodeling and encourage the homeowner to become educated about green homes. The goal is to become the web's most knowledgeable green remodeling information source.

NARI's core purpose is to advance and promote the remodeling industry's professionalism, product and vital public purpose. To learn more and what your membership can do for you visit: www.remodeltoday.com



NARI CotY 2012 Awards

The Contractor of the Year (CotY) awards are given each year by NARI Headquarters to members who have demonstrated outstanding work through their remodeling projects. NARI Contractor Members are invited to compete for the prestigious awards in recognition of their achievements for remodeling projects finished between July 1, 2010 and Nov. 30, 2011. Go to www.nari.org/awards for complete information and rules and to obtain your CotY Entry Request Form which must be submitted by noon CT on Nov. 30, 2011. Entries are due by 5:00 pm CT on Dec.1, 2011.

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PRESIDENT'S INSIGHT

Craig Le Beau

Fellow Members,

The December general membership meeting is fast approaching and we will be electing our new Board of Directors. The sustainability and advancement of this chapter relies on the membership. We need your time and talents to lead, organize and drive this chapter to the next level. In this newsletter is information about the various positions of the Board of Directors. Please review them and seriously consider nominating yourself or another member to hold these positions. Talk with current Board members about the role and responsibilities. Each of us gets out of the Fox Valley NARI membership what we put into it. The more active you are with your membership the better. Not only does time on the Board help our chapter, it also provides you great leadership training and/or sharpening of your current skills. I hope to see your name on the ballot in December.

I found this article and wanted to share it with you. Although its predications are not the best of news, let's hope our community will trend more positive for the coming year. When I see these types of articles I can only think how much better off we all are by association. What I mean is association to NARI and the Fox Valley Chapter. Your continued membership shows your customers, colleagues and peers your commitment to your job and industry. Your membership provides numerous opportunities others are not experiencing . networking and swapping ideas; obtaining information and resources vital to your business; updating your skills and knowledge base; keeping up with industry rules, regulations and standards; latest business products and services; development of new business through member relations. I know I have realized these benefits and certainly hope so have you. If you are not, make your membership more than pay for itself through involvement by attending membership meetings and being a member of the Board. I look forward to seeing all of you at the November 9th General Membership Meeting.

Remodeling Spending Expected to Soften into 2012 by John Caulfield Builder Magazine

The Joint Center for Housing Studies, in its latest forecast, sees few signals indicating sustained growth.

Remodeling expenditures seemed to be peaking through the first nine months of 2011. In the third quarter alone, they hit an annualized estimate of \$116.8 billion, the highest this activity has been since the first quarter of 2009. But remodeling spending is expected to dip precipitously over the next six months, according to the latest leading indicator of remodeling activity published by the Joint Center for Housing Studies at Harvard University. The Joint Center predicts some recovery by the second quarter of next year, but even the forecasted dollar amount for that period- \$110.1 billion, annualized- would be 3.5% less than what Americans spent during the 12-month period ended in the second quarter of 2011. "Homeowners are continuing to undertake smaller jobs but are still nervous about discretionary projects," says Kermit Baker, the Joint Center's Director of the Remodeling Futures program. "What's expected to keep remodeling spending down is the lack of push from existing home purchases, which are also in limbo based on September sales, which were 11.3% higher on an annualized basis than a year ago but down 3% from the previous month. "When [existing home sales] break out, [it] will break out upward, but it hasn't broken out yet," said Lawrence Yun, chief economist of the National Association of Realtors, which released its latest sales data last week.

	Bil. \$	% Chg.
2Q 2007	\$146.2	3.1%
2Q 2008	\$125.7	-14.0%
2Q 2009	\$115.7	-8.0%
2Q 2010	\$114.5	-1.0%
2Q 2011	\$114.2	-0.3%
2Q 2012	\$110.1*	-3.6%*
*Projections		

Source: Joint Center for Housing Studies, Harvard University.

This downward trend in remodeling activity is bound to have repercussions for the myriad home-improvement and pro dealers that have shifted their emphasis away from builders and toward repair and remodeling contractors. Many builders around the country have also diversified into remodeling, some as a stopgap until home-buyer demand returns, others as a permanent addition in their business model. The viability of that strategy, though, hinges on the availability of higher-margin remodeling work. And right now, it appears such work could be scarcer in the coming months.

Happy Thanksgiving to you and your family!

Craig Le Beau
President

Fox Valley NARI Chapter 2012 Board of Directors Elections in December

Make the most of your NARI membership by being involved. Chapter Board elections are fast approaching and will be held at the December 21st General Membership Meeting at Liberty Hall. We are looking for members to run for President, Vice President, Treasurer, Secretary and Directors. All positions are available and open! Together these leaders manage the affairs of the Chapter under the Chapter policy and bylaws. They determine policy and procedure, publications, programs, and more. Here is a summary of each positions individual responsibility:

President . presides at all meetings of the membership and board; official spokesperson of the Chapter; creates board meeting agenda; writes monthly Presidents Insight for newsletter, informs membership of any pertinent information; addresses any membership concerns; oversees strategic planning and direction; delegates other roles and responsibilities to members and/or members of the board; other responsibilities as needed.

Vice President . performs all duties in the absence of the President; oversees membership recruitment and retention efforts; leads golf outing committee; other responsibilities as assigned.

Treasurer . has charge and custody of the funds and securities of the chapter; accounts receivable, accounts payable; annual filing of state and federal tax as applicable; prepares annual budget; reports on financials; manages membership renewals and membership database; must have full working knowledge of QuickBooks; other responsibilities as assigned.

Secretary . keeps, archives and presents electronic minutes at board meetings; other responsibilities as assigned.

Director . assists in leading, advising and supporting the Officers and Chapter as a whole; lead and/or monitor assigned committees; change agent and proactive member of the Chapter; other responsibilities as assigned.

As a board member we also ask your participation on at least one committee and to support the General Membership Meetings. Board members need to devote time to learn about NARI and the Fox Valley Chapter to share our mission and values to the community acting as a spokesperson and membership recruiter. The Fox Valley NARI Chapter currently has no paid staff and is fully volunteer run.

The Fox Valley NARI Chapter needs your knowledge and skills to drive our chapter forward! As a growing organization we need strong leadership and board members willing to roll up their sleeves and help continue our development and execute our mission. The Board meets monthly at 5:30 pm on a day based on new board members schedules.

If you have any questions about the Board of Directors regarding time commitment, responsibilities or anything else, please either seek out a current board member at the next General Membership Meeting or feel free to contact any one via the contact information listed in the newsletter on page 2. Please seriously consider nominating someone or volunteering yourself! Our Chapter success and future depends on you! To nominate someone or get your name on the December ballot please call or email President, Craig Le Beau. All nominations and self-nominations must be submitted no later than end of business on Monday December 19.

If you are unable to run for Office or the Board, there are plenty other ways you can offer your services to help the Fox Valley NARI! Please ask any board member how!

2012 Level Best Awards

Fox Valley NARI members are invited to compete for the prestigious 2012 Level Best Awards in recognition of their achievements for remodeling projects finished between July 1, 2010 and December 31, 2011. Entries are due to Fox Cities Magazine by 5:00 pm CST on Monday January 9, 2012. The 2012 Level Best Awards packets will be out shortly watch your email. Packets will also be available on line at www.remodelfoxvalley.com. Each year the Board of Directors review the program taking feedback from Fox Cities Magazine, the judges and participants and try to improve the program. Last year we mirrored the program to match that of NARI National CotY Awards. Although we made great improvements it was determined we had too many categories and some inapplicable dollar values to our market. Those were adjusted and overall categories reduced. Also new this year, Fox Cities Magazine will determine the annual %level Best - Best of Show+and minimum runner up of all the category winners. The goal is to bring an added level of competition. All other rules shall remain the same, but please be sure to read the entire packet so your entry is not disqualified for not following the competition rules.

Fox Valley NARI Seeks Part Time Office Help – There Is Still Time To Apply!

Thank you to the Fox Valley NARI membership and friends for spreading the word as applications are arriving daily to fill this roll! But there is still time apply! Fox Valley NARI is seeking an Office Administrator to be responsible for managing the day-to-day tactical activities and implementation of all new aspects of the Fox Valley NARI Chapter. This individual will perform all accounting/financial duties, create event/promotional flyers, manage the membership roster, update the website, oversee and perform all office related duties, improving processes and providing outrageous customer service. The successful candidate will be customer-service oriented, technically savvy, and capable of reporting data and information to the membership on a consistent basis. He or she will also communicate a continuous improvement and growth mindset to the membership. Position hours are very flexible, part-time and can work from home. This position has the opportunity to expand into full time with Chapter growth. Positions can be split amount multiple part-time positions based on interest and skills.

Major Duties & Responsibilities

1. Provide weekly administration of the Chapter including, but not limited to, obtaining mail from post office and processing accordingly; communicating with members and consumers through telephone, written communication, mailings and email.
2. Manage all financial matters of the Chapter in QuickBooks including AR, AP, P&L, Balance Sheet, annual budgeting and forecasting, bank and saving accounts, annual filing of state and federal tax as applicable.
3. Manage membership database and processing.
4. Assist in the development, coordination and execution of Chapter events like the monthly Board of Directors meeting and General Membership Meetings; and annual clay shoot, golf outing, Level Best Awards, booth displays and other events.
5. Assist in the development, coordination and execution of Chapter monthly Newsletter. Includes obtaining articles and advertisements, writing articles, editing and publishing.
6. Assist in the development, coordination and execution of Chapter marketing, advertising and other PR functions. Includes creation of materials and website maintenance and development.
7. Manage relationships and communication with members and consumers ensuring understanding and execution of their needs. Effectively handle all customer service issues.
8. Assist in development of all new strategic marketing and education programs to raise awareness, maintain and grow Chapter.
9. Support, drive and contribute to further refine NARI's and the Chapter's vision and mission.
10. Liaison to NARI National office.

Required Knowledge, Skills & Abilities

- High school diploma or general education degree (GED). Bachelor's degree strongly preferred; remodeling/construction industry experience a plus
- Strong computer literacy, including proficiency in QuickBooks and Microsoft Office Suite
- Strong listening and oral communication skills to address common inquirers and concerns from membership, general public and suppliers
- Ability to produce clear and concise information, ideas and overall effective communication
- Strong customer orientation, relationship-building skills, and the ability to interface effectively with members, consumers and suppliers
- Exceptional organizational skills, with the ability to shift priorities and deal with changing demands in an effective manner
- Inquisitive, detail-oriented with strong analytical skills
- Innovative, effective problem-solving and process improvement skills

To apply for this position, please send resume and cover letter via email to info@remodelfoxvalley.com or by mail to Fox Valley NARI, PO Box 1152, Appleton, WI 54912. If you would like additional information or discuss the position please call Diane Welhouse at 920-585-4794.

Fox Valley NARI is an equal opportunity and affirmative action employer committed to a diverse workforce.

NEW MEMBER SPOTLIGHT

Welcome Lowe's




Lowe's has been helping their customers improve the places they call home for more than 60 years. Founded in 1946, Lowe's has grown from a small hardware store to the 2nd largest home improvement retailer worldwide. Lowe's stores stock 40,000 products in 20 product categories ranging from appliances to tools, to paint, lumber and nursery products. Lowe's has hundreds of thousands of more products available by Special Order . offering everything customers need to build, maintain, beautify and enjoy their homes. Lowe's operates more than 1,725 stores in the United States, Canada and Mexico. Lowe's also partners with NARI professionals through their %Lowe'sForPros+program. From opening a line of credit to providing reliable quotes and delivery for tools, supplies and materials, Lowe's Commercial Services partners with Pros to get the job done right, on time and under budget. Visit www.Lowe'sForPros.com to see how Lowe's can be your small business resource, offering tools, bulk discounts, expert advice and industry information. For more information contact Jim Kieffer, Store Manager, at Lowe's W3255 Van Roy Road, Appleton at 920-636-2782 or by email at james.h.kieffer@store.lowes.com.

Special thank you to the following members who have renewed their membership!

- ◆ Ribble Group, Inc. dba Security Luebke Roofing
- ◆ City Wide Insulation

CALENDAR OF EVENTS

November 6	Daylight Savings Time . Move clocks back one hour	
November 9	General Membership Meeting, Liberty Hall Pella Windows and Doors	
November 24	Thanksgiving	
November 30	CotY Entry Form Requests Due	Noon CT
December 1	CotY entries due	5:00 pm CT
December 14	Fox Valley NARI Board of Directors Meeting, Plum Hill Café	5:30 pm
December 21	General Membership Meeting, Liberty Hall Board of Directors Election and Holiday Party	6:00 pm
December 24	Christmas Eve	
December 25	Christmas Day	
December 31	New Year's Eve	
January 1, 2012	New Year's Day . Happy New Year!	
January 9	2012 Level Best Awards due	5:00 pm CT

Unless otherwise noted, General Membership Meetings are held the third Wednesday of the month at Liberty Hall & Conference Center. Networking begins at 6:00 pm with dinner and program following.

LEARNING AND DEVELOPMENT

NARI Certification Programs

If you are a full-time, professional remodeling contractor with five years of experience you are eligible for NARI certification. A homeowner who hires a home improvement contractor with a NARI certification is hiring an individual who has made a strong commitment to not only his or her own professionalism, but that of the remodeling industry and to his or her business. For the homeowner, it's comforting to know that their remodeling contractor has a long-term commitment to his or her profession and the home improvement industry. For the remodeler, certification sets them apart in the market and offers a unique selling proposition. Certification is a challenging process requiring extensive knowledge of the remodeling industry and a commitment to professional conduct. Are you ready for the challenge? Here's how:

To start go to www.nari.org, Education, Certification Programs, Step-by-Step section. There you can review the nine different certification options and determine which is right for you. Download and submit the application. After acceptable review by the NARI Certification Board of your hands-on experience, industry training, involvement in continuing education, technical skills, practices in business management, as well as association and community service, you will receive your certification materials. At this point you committed to intensive study on a broad range of critical home improvement industry issues. Most certification candidates participate in a formal study group and spend eight to twelve weeks studying in preparation for a one day written exam. The exam is a comprehensive written examination covering critical subject areas such as sound business management practices, knowledge of building codes and construction law, plans and specification, proper and safe use of tools and equipment, safety, standards of practice, math, and several special skill areas. Once awarded your certification, NARI certified remodeling professionals must meet annual recertification requirements involving continuing education and participation in industry related programs.



Go Green with NARI

Green remodeling is one of the hottest (and hotly debated) topics in the industry. NARI has rolled out a green remodeling education program. NARI's green remodeling program is multi-faceted, focusing on energy efficiency and conservation, indoor air quality, efficient use of resources, recycling of demolition material and renewable hour class weekly. Each class will address specific topics such as building science application, green remodeling guidelines, solar applications, appliance selection and marketing a green business. This class can be the first step in moving your company into the business of green remodeling. The course is designed to provide you with a solid foundation in Green Remodeling and allow you to start practicing today. The primary texts will be included as part of the course materials along with a CD-ROM that contains links to additional references and resource materials as well as links to green product suppliers. Course size will be limited to 22 people to enable active participation by all attendees. Registration is now open for the **new series beginning Monday, January 9, 2012.**

\$495 - Members
\$695 - Non-Members

Visit www.nair.org/education do down load an application. All applications should be faxed or mailed to the NARI office: NARI, PO Box 4250, Des Plaines, IL 60016, Fax (847) 298-9225.

There are more education opportunities available at the NARI Learning Center www.nari.org/learning or www.nari.org/education. Be sure to visit NARI Radio and the NARI Learning Center for on demand podcasts and webinars plus their new Additional Education Opportunities sighting several organizations and resources!

