

## MEETING NEWS

### General Membership Meeting BelPro Fire Specialists, Inc.

Wednesday September 15, 2010

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

**Mark's East Side**  
 1405 E Wisconsin Avenue  
 Appleton, WI 54911



Have you ever considered what you would do in the event of a fire at your home, business or job site? Does your home, office, workshop or work truck have a portable fire extinguisher? How far is the local fire department? What would be their response time and what would be the potential devastation to the area on fire? This month Fox Valley NARI is pleased to have Owner, Robert Bell, of BelPro Fire Specialists, Inc. address this hot topic.

Bob will speak about code-driven customer service focused options for you and your customers fire protection needs. He will cover residential sprinkler systems, fire extinguishers, smoke alarms, carbon monoxide alarms, and more to help you protect your most valuable assets and that of your customers. Learn of the different means of fire protection and how to maintain these systems.

BelPro Fire Specialists, Inc. is celebrating its 10-year anniversary. They are a family owned fire and life safety company, with over 40 years combined experience in the industry. The mission statement of the company emphasizes ethics and honesty in serving their clients' Fire and Life Safety needs by providing top quality products, service, and technical support in an effort to ensure compliance with Federal, State, and Local Fire and Life Safety codes and standards.

BelPro Fire Specialists, Inc. specializes in the installation and inspection of fire and life safety equipment, such as building fire alarms, portable fire extinguishers, and clean agent suppression systems. Although BelPro Fire Specialists, Inc. services customers' state wide in the commercial and manufacturing industries, they specialize in the health care industry, such as Community Based Residential Facilities (CBRF), as well as the IT industry. BelPro Fire Specialists, Inc. also provides OSHA required portable fire extinguisher fire training for industrial/commercial clients, as well as consulting services. Visit them at [www.belprofire.com](http://www.belprofire.com) for additional company information.

As always this dinner meeting is open to all members, their business partners and guests. Advanced reservations are required. Please RSVP online at [www.remodelfoxvalley.com](http://www.remodelfoxvalley.com) your attendance and that of any other business partners or guests no later than the end of business on Monday, September 13. Payment can also be paid upon registration at the meeting. Checks can be made out to Fox Valley NARI. Paul Welhouse can be reached at 920-841-2643 or by email at [paulw@welhouseconstruction.com](mailto:paulw@welhouseconstruction.com)

**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

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## **NEW General Membership Meeting Location!**

The Grillin' Steakhouse & Lounge owned and operated by Bill and Debra Verhagen was sold and closed June 30. Bill Verhagen had undergone knee and back surgeries making operating the restaurant difficult on Debra and simply the right time to sell.

New owner Ger Xiong, an Appleton resident, and his investor brother Tong, wanted a place that could cater to both the Hmong community's needs and to the general population at large. Grillin's facility fit the need and has become the Phonsavan Restaurant, Banquet Hall and Nightclub. The new family owned and operated facility opened to the general public on Saturday Sept. 4. The facility will continue on as a restaurant and banquet hall with a traditional Hmong and American menu.

At the time of the sale it was unclear the direction of the new facility and whether or not the Fox Valley NARI meetings would be a fit. In addition, the open date was not solidified. The Fox Valley NARI Board decided to find a new location not risking a lack of location for general meetings in 2010.

Several locations were considered, but Mark's East Side Dining and Cocktails had their private dining area available for the Fox Valley NARI dates through the end of 2010 and welcomed the meetings. Therefore, the Board agreed to move the General Membership Meetings to Mark's East Side effective Sept 15. Established in 1967 the family owned and operated restaurant has been pleasing pallets of patrons' in northeastern WI with award winning food and service.

Mark's East Side may not be a long term fit as the Fox Valley NARI continues to grow in membership. The smaller capacity of the private dining area won't meet NARI's growth plans. The Board will be revisiting new location options this fall for 2011. If you have any recommendations, please let any Board member know.

Fox Valley NARI would like to thank the Verhagen's for their hospitality and sponsorship of NARI over the past two years at Grillin' and wish them well on their future endeavors.

Fox Valley NARI thanks Mark Dougherty and the staff at Mark's East Side for welcoming the Fox Valley NARI to their location. Members look forward to great food and successful General Membership Meetings this fall.

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# PRESIDENT'S INSIGHT

*Paul Welhouse*



Fellow Members,

Here I sit writing you the September Fox Valley NARI President's Insight realizing that another summer is coming to a close. I certainly hope it was a safe, fun filled, and exciting summer for you and your families. We have not formally met since May due to summer being our industries traditional busy season. Hopefully that tradition remained in tacked for you and your business during these stressful economic times.

The last function the Chapter had was in June for our annual Fox Valley NARI golf outing. The weather had its moments, but worked with us to tee off another successful adventure. The outing didn't net the same amount of monies as last year, but still well into the black. As the Fox Valley NARI's major fundraiser of the year it was certainly a success and a great job to all involved! Thank you to all who participated. If you have any suggestions for improvements, please do not hesitate to let one of your Board members know. Planning for the 2011 event June 10<sup>th</sup> at High Cliff Golf Course will start soon.

Unfortunately, the summer economy has not been kind to all and we have lost some great people from our Chapter. Thankfully our strong membership base continues to pull through and some members have graciously stepped forward to keep the Fox Valley NARI moving in a positive direction. I am pleased to announce the following changes to your Board of Directors. Ryan Petersen, Keith Petersen Plumbing, Inc. is the new Vice President and Becky Herring, StairGoddess, LLC, is a new Director. Please congratulate Ryan and Becky on their new roles.

Although we have lost some individuals, membership for the Chapter continues to grow. Thus far in 2010 we have unfortunately lost two members, but gained eight for 43 total members. The Chapter is at record membership levels! This continues to prove that even in tough economic time's businesses see the value of continued business and personal growth through memberships, education and networking – all offered through NARI. Continue to network with fellow business sharing information about our Chapter. If there is a business you would like us to contact please let us know. Our goal is to increase new membership 35% and retain 90% of current members per year through 2012. We are doing great to reach both goals for 2010, but need four new members yet this year.

In light of our growth we are starting to develop committees to help advance our Chapter. Our first committee is the Awards Committee. The Awards Committee currently consists of Chair, Becky Herring, with committee members Beni Westgore and Tod Reahl. The committee is need of a couple of more members to help improve specifically the Level Best Awards program. Please let Becky or I know of your interest as meetings will begin in September.

Finally, the Board has lined up some great General Membership Meetings for this fall. September 15<sup>th</sup> we have BelPro Fire Specialists, Inc. Owner, Bob Bell, will discuss residential sprinkler systems and other fire protection devices. October 20<sup>th</sup> is motivational and goal setting expert Bill Collar. Bill, former football coach at Seymour High School, will present on the value of keeping a positive attitude for personal motivation and enjoying life. November 10<sup>th</sup> will feature the Kohler Co. As always December (15<sup>th</sup>) will be our Holiday Celebration and election of officers for the New Year. Please mark your calendars now to attend these informative networking meetings.

I look forward to seeing all of you at the September GMM.

Paul Welhouse  
President

## Rebuilding Together Fox Valley Annual Fall Project Day

October 2 is the annual Rebuilding Together Fox Valley Fall Project Day. RTFV is looking for volunteers and skilled trades people to help with repairing homes of low-income homeowners, specifically seniors, and those with disabilities. Please contact Craig Le Beau, Construction Manager, RTFV directly at 920-730-2156 or by e-mail at [Craig@rtfv.org](mailto:Craig@rtfv.org). For more information about RTFV please visit [www.RTFV.org](http://www.RTFV.org). RTFV is a member of the Fox Valley NARI and Craig is member of the Board of Directors.



## NEW MEMBER SPOTLIGHT

### Welcome! City Wide Insulation



City Wide Insulation is dedicated to providing outstanding service for their builder-customers in every possible way. They offer a wide range of installation capabilities, logistical know-how and unique services. City Wide Insulation is an integral member of your team. They want to help you construct the very best homes whether new or remodel for your customers. They help fulfill your vision by providing services and expertise that can result in construction excellence. City Wide Insulation is bonded and insured and their company-trained installation professionals use the latest equipment and building science techniques on the job site. You can expect quality service and installation on a more consistent basis. Visit them at [www.mascocs.com](http://www.mascocs.com) for a complete line of products and services including insulation, fireplaces, windows, gutters and gutter protection and shelving. For more information contact Joe Huempfer at [joe.huempfer@mascocs.com](mailto:joe.huempfer@mascocs.com) or 920-336-2603.

### Welcome! Midwest Restoration



Midwest Restoration is a locally owned and operated provider specializing in the restoration and reconstruction of residential and commercial properties damaged by fire, smoke, water, storms, vandalism, or any other damage. They handle carpet cleaning, mold removal, sewage cleanup and property preservation. With just one call you will get the benefit of "one company" convenience for restoring your damaged property. Their complete restoration approach involves the coordination and supervision of every facet of the project, ensuring the best possible service. Midwest Restoration will not only handle your restoration needs, but also provide the handling of an insurance-related loss from beginning to end for a totally satisfied property owner at the completion of the insurance claim cycle. For more information visit Midwest Restoration at [www.mwrestoration.com](http://www.mwrestoration.com) or contact Coyne Borree at [coyne@mwrestoration.com](mailto:coyne@mwrestoration.com) or 920-243-3856.

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

- ◆ Lee Nimmer Insurance Agency
- ◆ Sullivan's Cleaning and Restoration
- ◆ Tod Raehl Remodeling & Construction
- ◆ TriCity Glass & Door, Inc.

## NARI NATIONAL

*The voice of the remodeling industry*

**Recent News:** Read about these articles and more at [www.nari.org/media/releases](http://www.nari.org/media/releases)

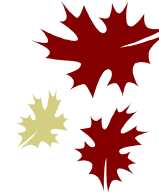
- ◆ NARI hires lobbyist, 9/3/2010
- ◆ National Grilling Month Sparks Outdoor Living Trends, 7/27/2010
- ◆ Creating an In-law Suite, 6/25/2010

**NARI Green:** [www.greenremodeling.org](http://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](http://www.remodeltoday.com)

# CALENDAR OF EVENTS



September 15	General Membership Meeting, Mark's East Side Robert Bell, BelPro Fire Specialists, Inc.	6:00 pm
September 28	Board of Directors Meeting, Plum Hill Café	5:30 pm
October 2	Rebuilding Together Fox Valley Fall Project Day	
October 20	General Membership Meeting, Mark's East Side Bill Collar, Motivational Speaker	6:00 pm
October 26	Board of Directors Meeting, Plum Hill Café	5:30 pm
November 10	General Membership Meeting, Mark's East Side Kohler Co.	6:00 pm
November 23	Board of Directors Meeting, Plum Hill Café	5:30 pm
December 15	General Membership Meeting, Mark's East Side Holiday Party and Election of 2011 Officers	6:00 pm
December 28	Board of Directors Meeting, Plum Hill Café	5:30 pm

Please note that all November General Membership Meetings will always be the 2<sup>nd</sup> Wednesday of month to eliminate conflicts with deer hunting and Thanksgiving. Please mark your calendar!

## NARI National Has Hired a Lobbyist

NARI has hired a lobbyist, Thomas Sullivan, to represent remodeling industry interests in Washington. NARI is very serious about representing, and advocating for, the remodeling industry in D.C.

Thomas M. Sullivan of Nelson Mullins Riley & Scarborough LLP has 19 years of experience in Federal legislative and regulatory advocacy. Tom's background makes him ideally qualified to represent the interests of NARI in Washington, D.C. In Mr. Sullivan's role with the firm he represents clients seeking to have their matters heard in Congress and during the regulatory and rulemaking processes

Before joining the Firm, Mr. Sullivan served as the highest ranking government official charged with exclusively advocating the views and needs of small business before government agencies and Congress during his seven-year tenure as Chief Counsel for Advocacy in the Small Business Administration. As Chief Counsel, Mr. Sullivan headed a team of attorneys and economists who worked to remove regulatory barriers and to elevate small business visibility within all levels of government. The SBA's Office of Advocacy under his tenure helped save America's business community more than \$65 billion. Inc. magazine in 2006 named Mr. Sullivan "an entrepreneur's best friend in Washington, DC." In addition Tom runs the Small Business Coalition for Regulatory Relief ([www.SBCRR.com](http://www.SBCRR.com)) which serves as a resource for small business stakeholders who work to ensure their interests are represented in the regulatory process. Before his appointment to the SBA, he represented the National Federation of Independent Business, the nation's leading business advocacy association. From 1994 to 1998, Mr. Sullivan served on the Congressional Affairs staff of the U.S. EPA. He also served at the U.S. Department of Justice's Environment and Natural Resources Division.

He has testified before Congress more than 30 times. He has been involved in more than 100 regulatory and legislative matters before the U.S. Environmental Protection Agency, the Occupational Safety and Health Administration, Homeland Security, Department of Transportation, the White House, and the Federal Communications Commission. He also has worked with governors and state officials on economic initiatives.

Mr. Sullivan is a sought-after speaker and guest lecturer on regulatory processes and issues. He lives in Virginia with his wife and two sons.

# LEARNING AND DEVELOPMENT

## NARI Certification Programs

If you are a full-time, professional remodeling contractor with five years 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](http://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 energy sources, among other topics. The program will run for 12 weeks with a 2-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 20 people to enable active participation by all attendees. **Last Series in 2010 begins Thursday, September 16, 2010 4:00 to 6:00 pm CT.**

\$495 - Members

\$695 - Non-Members

E-mail [info@nari.org](mailto:info@nari.org) to be put on the waiting list. All applications should be faxed or mailed to the NARI office: NARI, 780 Lee St., Suite 200, Des Plaines, IL 60016, Fax (847) 298-9225.

There are more education opportunities available at the NARI Learning Center [www.nari.org/learning](http://www.nari.org/learning) or [www.nari.org/education](http://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!



# SUSTAINABILITY

*Our environment, social and business responsibilities*

**7<sup>th</sup> Annual SE<sup>2</sup> Conference 2010  
Wisconsin's Premier Green Building Event  
September 21 & 22 - Olympia Report & Conference Center, Oconomowoc, WI**

## **Building Prosperity through Partnerships**

The Wisconsin Green Building Alliance (WGBA) invites you to attend its 7<sup>th</sup> annual Sustainability and Energy Efficiency - SE<sup>2</sup> 2010: Building Prosperity through Partnership Conference & Tradeshow all day on September 22<sup>nd</sup>. There is also a FREE kick off event on September 21<sup>st</sup> at 5:00 PM featuring a reception, networking and opening of the exhibit hall with over 40 exhibitors.

This year's premier Wisconsin green building event will focus on how partnerships can make our organizations, communities and businesses more sustainable. All afternoon breakout sessions have 1 GBCI CE hour, and 1.25 AIA CES hour (SD/HSW). The Quad/Graphics Tour has 2 GBCI CE hours, 1.25 AIA CES (SD/HSW).

You will not want to miss keynote speakers Mary Tod Winchester, Vice President Administration & Operations, Chesapeake Bay Foundation Save the Bay, Annapolis, MD and Rob Watson, Chairman, CEO and Chief Scientist ECOTECH International, New York, NY. Mary Tod will share insights to adopting green techniques and use of sustainable materials and practices as she has done with her Merrill Center a holistic green facility. Rob the "Founding Father of LEED" will discuss his national and international sustainable building success and how to use his work as a model of energy and resource efficiency. In addition there are 24 other local sustainable experts sharing their insights via panels, breakouts and tour presentations.

The conference is being held at the Olympia Report & Conference Center, Oconomowoc, WI. Registration is \$125 (members) and \$150 (non-members) which includes the Kickoff reception, trade show and conference.

Who should attend? YOU! Especially if you're involved with:

- Considering greening your own/companies building
- Design, construction, or manufacturing in the building industry
- City Planning or Economic Development

This year's program will include:

- ✓ Wind turbine manufacturing partnerships
- ✓ Information on a business, community and organization level to partner, design and execute green initiatives
- ✓ Bus Tour to Quad Graphics corporate headquarters and production facility in Sussex – awarded LEED-EB Silver in 2009
- ✓ SE<sup>2</sup> Award Ceremony where this year's winners will be announced
- ✓ Exhibit and networking

To see the full conference schedule, list of presenters and to register visit [www.wgba.org/se2/se2conf.html](http://www.wgba.org/se2/se2conf.html) or call (414) 224-9422

WGBA is a non-profit educational organization that serves the state of Wisconsin. They are an affiliate of the US Green Building Council and represent USGBC and its programs in Wisconsin. Their Members and Board are a diverse group, demonstrating the appeal of Green Building to all sectors of industry and society. WGBA brings people together in a professional network focused on sustainability, and work to promote green business activity within their member network.