



The Arizona Remodeler

Official Publication of the National Association of the Remodeling Industry

March 2008

Arc Styles at Arizona Stone to Host March 12th Event ~ Location Change ~

2008

Events Calendar

March 12, 2008

**Chapter Meeting
Arc Styles/Arizona Stone
2630 W. Deer Valley
Road, Phoenix**
4:00 Board Meeting
6:00-8:00 Member Meeting
and Dinner

March 12—15, 2008

**NARI National Spring
Board Meeting**
St. Petersburg, FL

April 9, 2008

Chapter Meeting
**Host: Ferguson Kitchen,
Bath & Lighting Gallery**

April 25, 26 & 27, 2008

**Home and Landscape
Show Arizona State Fair-
grounds**

May 14, 2008

Chapter Meeting
Host: GMAC Mortgage

June 11, 2008

Chapter Meeting
**Host: Unique Building
Concepts, LLC**

July 9, 2008

**3rd Annual Beer & Wine
Tasting Social**

Times and locations are subject to change. Call the NARI office for more information and to RSVP at (480) 419-1631.

We hope you will join us when Dave Denure of **Arc Styles** hosts the March 12th member meeting at **Arizona Stone**.

Dave Denure has planned a spring outdoor party at Arizona Stone's 27th Ave. and Deer Valley location. The remarkable outdoor showroom includes pools, pergolas, outdoor kitchens, koi ponds, fountains, fire walls, barbeque areas, putting greens and a whole lot more. The grounds are so fabulous that weddings are even held here. This is one meeting you don't want to miss.

Arc Styles and Arizona Stone will show you the importance of "Curb Appeal" — ways to enhance any home by adding value that focuses on architectural products, profiles and installation.

Using "Curb Appeal" you can add warmth, character and high impact to your client's home. One of the featured products is a stone veneer. Stone provides a distinctive beauty, durability, style and texture that is timeless.

Come see how you can unlock the hidden potential of your client's home. Arc Styles can provide you with magnificent designs and imaginative uses with a unique variety of architectural products that are installed by true craftsmen.

Arc Styles is a general contractor and residential exterior design and installation specialist.

Reservations for this fabulous event are accepted until Monday, March 10th at 4:30pm. Come see for yourself what can be done with some imagination and a lot of appeal.

Contact Jetta at (480) 419-1631 with your RSVP or email her at Jettaatk@yahoo.com.

Visit Arizona Stone's website at ArizonaStone.com and click on locations (Phoenix) to see just what you will see up close and in person when you attend the March meeting. Arizona Stone also offers concrete pavers, wood beams and mantles. Expand your horizons.

Member Input Contributes to Newsletter

The newsletter is going through some changes thanks to many of you. While I enjoy the design and writing component, I sometimes struggle to find interesting topics that are current and relative. This month, things have turned the corner.

Thanks to Clark Worthley of **CASE Remodeling** we have a column on his role in Scottsdale's Green Building Advisory Committee. Rochelle Horn of **Republic West**, and President of the **AZ Chapter of NKBA** writes about pending legislation that impacts Arizona's remodeling industry.

Barry Flemming, CR CKBR of **Kirk Development** gave an update on the holiday party, and Patrick Benkowski of **Roadrunner Custom Remodeling Inc.**'s profile is shared.

I'm always looking for ideas, stories and features about you and/or your business. Please email me your info to Jettaatk@yahoo.com (no more than 150 words) and I will likely include it in an upcoming newsletter. Article submissions are due to me by the 25th of the month. Thanks!

2008 Greater Phoenix NARI Board of Directors

Chairman of the Board

Ivan Kolesik, Jr.
The Kolesik Law Group, P.L.L.C.
Phone: (623) 256-6732
lkolesik@KolesikLaw.com

President

Gary Wheat, CAPS CR
Kirk Development Company
Phone: (602) 944-3658
GWheat@kirkdevco.com

Vice President

Brian Puglisi, CR
NY Design Build Inc.
Phone: (480) 626-7626
bp@NYdesignbuild.com

Treasurer

Steve Ripley
GMAC Mortgage
Phone: (602) 224-4358
Stephen.Ripley@gmacm.com

Secretary

Brian Young
NY Design Build Inc.
Phone: (480) 626-7626
Brian@NYdesignbuild.com

2008 Directors:

Julie Cook
Inside Out etc.

Tom Dederichs, CR & CLC
Red Mountain Renewal

Jerry Corell
JLC Enterprises

Dave Denure
Arc Styles

Taisia Goidich
Ferguson Bath, Kitchen & Lighting
Gallery

Kyle King
Durafoam, Inc.

Tom Reed, CR
Tri-Lite Builders

Chapter Executive

Jetta Atkinson
(480) 419-1631
Jettaatk@yahoo.com

The Arizona Remodeler newsletter is published on a monthly basis by:

Greater Phoenix NARI
P.O. Box 26985
Scottsdale, AZ 85255 Phone/
FAX: (480) 419-1631

The publication or any advertisement is not to be construed as an endorsement unless the ad specifically states that there is such endorsement or approval.

A Message From The President

Gary Wheat, CAPS CR
Kirk Development Company

March 2008



Welcome friends:

Who was that curly haired man at our February 13th dinner meeting? If you don't know, ask one of the 80-plus members and guests that enjoyed the great food and hospitality of Chris Hahn and his crew at COHACO's Scottsdale showroom!

I can't guarantee that every dinner meeting will have a professional entertainer, but I can guarantee you will meet a lot of friendly people and have a good opportunity to network with Quality Remodeling Professionals.

We are taking reservations for hosting dinners in 2009. If your company would like to have 60-100 business professionals in your showroom, contact Chapter Executive Jetta Atkinson or me for more information.

Our March 12th dinner meeting is hosted by Dave DeNure from Arc Styles at Arizona Stone's Westside showcase on the northeast corner of Dear Valley and 27th Avenue. Weather permitting, we will have a lovely garden setting with Italian food served alfresco, "outside on the patios."

Your Vice President, Brian Puglisi, CR of NY Design Build will be facilitating the board meeting and introductions for the dinner. Jetta, Secretary Brian Young and I will be attending the National NARI board meeting in St. Petersburg, Florida. I hate to miss this dinner because it will be delicious.

One of Greater Phoenix NARI's goals is member education. This month we have Clark Worthley of CASE Remodeling to tell us more about the growing trend of building green. "It's EASY being GREEN." Also, Barry Flemming, CR CKBR of Kirk Development Company will share his experiences in dealing with today's consumers.

Sign-up forms for the committees will be available on the greeting table. Make a difference in your Chapter while meeting new friends.

Remember--"If you see someone without a smile, give them one of yours."

I look forward to meeting you at our next event!

Sincerely,

Gary Wheat

Gary Wheat CAPS CR
President



You may never know what results come from your actions. But if you do nothing, there will be no result.
~ Mahatma Ghandi

NARI Volunteering Opportunity by Dee Larson, Angels on Call

62 year old Roxanne worked as a beautician. She owns her own home and has lived a comfortable financial life style until tragedy knocked on her door.

Two men broke into her home, beat and repeatedly stabbed her, burglarized it, trashed it, and left her for dead. For 2 days, Roxanne's will to live kept her alive on her bathroom floor until a concerned friend checked up on her. She was immediately taken into Intensive Care, where

she underwent a multitude of surgeries. Her recovery was remarkable. But, there was one thing holding her back. She was afraid to go home. Angels on Call completed free home repairs before she came home in hopes she would feel safe again. Our volunteers reinforced dead bolt locks as well as installed new locks on all her doors and gates. They replaced broken windows, provided door/window sound alarms, replaced window locks with new ones and installed a

motion light. Roxanne felt safe to return home again. Angels on Call, a 501c3 charity community service program needs your help to change the lives of families and individuals in the greater Phoenix Metro area by providing no cost home repairs to low/fixed income homeowners. Contact Dee at 480-695-5992 or Tom Dederichs, CR & CLC, the NARI Non-profit Chair at 480-276-3477 to see what projects you can do this month. The list changes monthly.

“Scottsdale has one of the oldest and comprehensive green building programs in the nation.”

Going Green by Clark Worthley, CASE Remodeling

As some of you know, I was recently appointed to the City of Scottsdale Green Building Advisory Committee. Ironically, I am the only contractor on this 18 member committee. Scottsdale has one of the oldest and comprehensive green building programs in the nation and being part of it is both an honor and an opportunity to make a difference. Whether you believe in the benefits of being green or not, this trend

towards being more eco-friendly in both our business practices and our personal choices is only going to grow. Many other municipalities in Arizona and elsewhere are looking to Scottsdale for ideas on how to develop their own green building programs. This trend is being driven by rising energy prices, concerns over our dependence on foreign energy and strategic materials and a growing awareness

that our health is being affected by what we come into contact with including mold, chemicals, viruses and even sunlight. I hope to write sometime about how this impacts remodeling in every NARI newsletter. For now, please feel free to contact me if you want to discuss this topic further. I can be reached at (480) 634-4440.



NARI NATIONAL NEWS...

NARI Launches New Online Career Center

NARI National has launched an interactive job board, the Remodelers' Career Center. With its focus on the remodeling industry companies and professionals, the Remodelers' Career center offers its members—and the industry at large—an easy-to-use and highly targeted resource for online employment connections.

Both members and non-members can use the remodelers' Career Center to

reach qualified candidates. Employers can search for qualified candidates based on specific job criteria and create an online resume agent to email qualified candidates daily. They also benefit from online reporting that provides job activity statistic.

For job seekers, Remodelers' Career Center is a free service that provides access to employers and jobs in the

remodeling industry. In addition to posting their resumes, job seekers can browse and view available jobs based on their criteria and save those jobs for later review if they choose. Job seekers can also create a search agent to provide email notifications of jobs that match their criteria. To participate go to <http://careers.nari.org/>.

Interior Design Licensing For Contractors? By Rochelle Horn, CKD—Republic West, Inc.

If you include in your legal contracts any of the following: design drawings, space plans, power and communications locations, lighting specs, finish plans, furniture, elevations and construction details or if you coordinate with other design professionals, among others, please read.

This is a condensed description of proposed Interior Design Registration amendments to the AZ Board of Technical Registration. It adds the authority for "voluntary" registration for interior designers to

the State Board of Technical Registration. This specifically defines ANY work done for a client on the inside of a building that is non structural falls under this voluntary registration. You will not be able to offer "Interior Design Services" without being a Register Interior Designer.

As proposed, you will have to pass a written exam that is approved by the board which tests for minimum competency in interior design with nationally accepted testing standards (not NARI or NKBA), pass a

course of study with a minimum of 40 semester hours or 60 quarters of interior design related course work that culminates in a certificate, degree or diploma and possess at least 3525 hours of diversified interior design experience. Thus anyone with out a specific degree (4 year program) in interior design would not qualify for registration. This means appliance, plumbing, stone, flooring, lighting and wall covering suppliers providing specifications to a client would not qualify.

For more information, please attend a Town Hall meeting hosted by The Arizona Chapter of NKBA on Tues., March 25th at Grace Chapel Scottsdale Foursquare Church Auditorium 8524 E Thomas Rd. Scottsdale @ 7:00 pm. Speakers include Ed Nagorsky Attorney and Advocate for NKBA, Jennifer Perkins, Institute for Justice and Tina Gobbel Litteral, AIA. There is no need to pre-register. Contact me at rhorn@republicwest.com. You can also visit www.azidalert.org for more info.

NARI Member In The News—Patrick Benkowski, CR

NARI Past President and current Website Chair Patrick Benkowski, CR of **Roadrunner Custom Remodeling Inc.** was featured in a recent issue of *Remodeling Magazine*.

As reported, Benkowski traded the chilly winters of Milwaukee for our warm winters in the Valley with no regrets. The former owner of Custom Design Associates, and a Big50 in 1997, settled

in the booming Phoenix market six years ago.

With his move across the country also came changes in the way he does business.

Benkowski once headed a \$2 million a year remodeling business but now states his current venture is smaller and more personal. He does most of the project himself and subcontracts the major plumbing and electrical work.

He also integrates one of his hobbies into his business — computers. He created a web site that includes before and after photos, testimonials and educational articles.

Benkowski believes more remodelers should take advantage of the convenience of the web. His clients Visit his website at www.Roadrunnerremodeling.com.

**Congratulations
to Kerri McCoy
of Mexican Tile
and Stone
Company this
month's winner
of the \$150 Pot
of Gold!**



Use Your Greater Phoenix NARI Logo

I cannot tell you how many times I look at many of our member's four color magazine ads, newspaper ads and direct mail pieces and note that they are not using the NARI logo.

Why use the NARI logo in your marketing pieces? Mary Busey Harris, Executive VP of NARI states: "The NARI brand is a pledge of quality and a promise of excellence made to you as a

member and to your clients and customers. As a member of a professional association, you share a unique identity with other remodeling professionals. Collective recognition is a powerful tool and far exceeds the recognition of any individual company or firm. Frequent and consistent usage will build the NARI brand that defines YOU!"

NARI National has set March

31, 2008 as the compliance date for all Chapters to use their correct logos.

For our new logo, contact NARI National at (800) 611-NARI (6274) or you can email the request to info@nari.org.

The more people who see our logo, means more recognition of our Chapter of remodeling professionals who are ethical and honest and committed to high standards.





Join the Events Committee. Contact Tai Goidich of Ferguson's to get in on the fun.

Holiday Party News by Barry Flemming, CR CKBR Kirk Development

On Dec. 14th, the Chapter hosted another great holiday party and if you weren't there, you missed a whole lot of fun.

Although the purpose of the party is to cap off the NARI year with a social get-together, the auction benefited Florence Crittenton.

With the attendance of companies including NY Design Build, Republic West, JLC Enterprises, AFS Building Company and Kirk Development, we had over 75 atten-

dees. This made this year's Holiday Party the largest outing for Chapter in 15 years.

The Committee thanks Allied Plumbing, Glenn Lakes Golf Club, Tri-Lite Builders, Pella Windows & Doors, GMAC Mortgage, AFS Building Company, AP Builders, Arizona Wholesale Supply, Arc Styles, Durafoam, Freelite, Hauptman's Flooring, Talisman's Marble, Roadrunner Custom Remodeling, Marvin Windows, ProSource, Republic West, Kolesik Law

Group, Kinetico, and all the other members who contributed to this event.

NARI also thanks Bill Johnson's Big Apple Restaurant for their flexibility at the last minute, moving us to the larger bar area which was again nearing capacity and the great food choices.

As our President Gary Wheat always says... "If you want to get more involved with your Chapter" ..the Events Committee is the place to begin.

Reservations

accepted now
for the 2009
calendar year
to host a

Chapter event.

Contact Jetta at
480-419-1631.

3 Regional CotY Award Winners Off to National

Seventeen judges worked almost two days evaluating 530 remodeling projects.

Linda Minde of **Tri-Lite Builders** states: "We are honored to have been selected for one of NARI's coveted industry awards. Our project, Residential Exterior over \$100,000, shows the magic that can be done to transform a home that was definitely not built to take advantage of the pictur-

esque views unique only to the SW. Two giant columns were removed from the back patio; the roof was raised to make room for the large trapezoidal shaped windows and the new vaulted ceiling allowed the homeowners to enjoy their spectacular backyard view from the inside. We are thankful to the team for their talents and commitments to excellence. Brian Puglisi, CR of **NY Design Build** remarked

"Winning the regional CotY award brought all of us a great feeling of pride and accomplishment. We are honored to be recognized for our work by our peers in the Remodeling Industry. I recommend that more of our members try this the next time around. It can really give you a boost!"

Kirk Development also won in the Residential Addition under \$100,000 category.

Accessing NARI National's Website

NARI National's Website is easy to access. If you are having trouble, try these simple steps from Judy Carlson, the Administrative Assistant at NARI National.

Click on the red house in the upper right hand corner of the website marked "Members Only."

At the prompt, type in your email address as your user name. Note the system must have the same email ad-

dress in NARI National's data base or you can reach Judy by phone at (847) 298-9200 and she can walk you thru the process.

Then enter your password. If you have NEVER been there before type in the word "password" as your temporary password.

Then click on "log-in" to enter the "Members Only" section.

If you want to change your password, click on the last item on the left hand side — "Change Password" and follow the prompts.

Have you changed your email address and NOT notified our office? I update our roster monthly for National. Please let me know of any email, address or phone number changes so that we remain current.

Thank you.



Stay current with NARI National by updating Greater Phoenix NARI local.

Greater Phoenix NARI New Members

- **BC Renovations, LLC**
Meghan S. Pollard (480) 895-0239
2453 E. Prescott Place, Chandler, AZ 85249
Email: Meghan@bcrenovationsaz.com
Website: www.bcrenovationsaz.com
Offering full service residential remodeling and design services.
- **Buildproof, Inc.**
Sarah Merritt (480) 425-0632
6900 E. Camelback Rd, A-37 Scottsdale, AZ 85251
Email: Sarah@buildproof.com
Website: www.buildproof.com
Offering an online system that protects both the remodeler and the homeowner from financial risk.
- **Classic Custom Cabinetry, Inc.**
Bob Pritchett (480) 596-5601
8350 E. Evans Road, Suite E-1, Scottsdale 85260
Email: doris@classiccustomcabinetry.com
Website: www.classiccustomcabinetry.com
Designing and building cabinets, any size, finish or style to custom fit your needs. We also reface kitchen cabinets.
- **Fargo Painting**
Donald Fargo, Owner & President (623) 869-7271
P.O. Box 7660, Phoenix, AZ 85050
Email: Fargopainting@cox.net
We specialize in custom residential repaints (interiors and exteriors), room additions, remodels and exterior wood maintenance.
- **Homework Remodels**
Steve Shinn (602) 478-5102
4525 N. 19th Place, Phoenix, AZ 85016
Email: steve@homeworkremodels.com
Website:
Remodeling company specializing in historic thru mid-century modern homes.
- **Mexican Tile & Stone Co.**
Cindy McCook/Robert Peddle (602) 954-6272
Email: Robertp@mexicantileandstone.com
J4tuna@mexicantileandstone.com
Website: www.mexicantileandstone.com
Direct importer of Mexican tile and stone products.
- **Pacifico Marble & Granite**
Sebastien Verstraet (480) 699-7263
7625 E. Redfield Rd. #400, Scottsdale, AZ 85260
Email: sebastien@pacificomarble.com
Website: www.pacificomarble.com
Fabricator and installer of granite countertops and tile flooring.
- **Penrose Drafting**
Tim Penrose (602) 263-8143
540 E. Colter St., Phoenix, AZ 85012
Email: Penrosedrafting@netscape.net
Offering professional design and drafting services. We specialize in home room additions and new homes. Complete thru permitting.
- **Petra Drywall, LLC**
Jerry Bills (480) 969-7211
158 E. Inglewood St., Mesa, AZ 85201
Email: Petradrywall@yahoo.com
A high standard, quality custom drywall company. Petra is "not a track home product."
- **Raymac Construction Inc.**
Steve Taylor (623) 707-6401
38642 N. 12th Street, Desert Hills, AZ 85086
Email: Info@raymac-inc.com
Website: www.raymac-inc.com
Remodeling General Contractor... "Quality you expect — service you desire."
- **Signature Solid Surfaces**
Mary Tewalt (623) 341-1142
6502 W. Soft Wind Dr. Glendale, AZ 85310
Email: mtewalt@yahoo.com
Website: www.signaturesolidsurfaces.com
See us for solid surface countertops, vanities, tubs and shower pans.
- **Stonet, Inc.**
Tom Wagner (602) 243-5828
2635 S. 24th Street, Phoenix, AZ 85034
Email: TomWagner@stonenetinc.com
Website: www.Stonetinc.com
Fabricators and installers of natural and engineered stones.
- **Tuccino Brothers Plastering, Inc.**
Jerry Tuccino (480) 836-1170
16807 E. Palisades Blvd. #206, Fountain Hills, AZ 85268
Email: Tuccinofh@hotmail.com
Tuccino: stucco and synthetic stucco quality from wall to wall.
- **Unique Building Concepts, LLC**
Sales (602) 944-9494
2514 E. Mohawk Lane, Suite 101, Phoenix 85050
Website: www.uniquebuildingconcepts.com
A variety of unique building materials including doors, floor coverings and exterior products.

Recruitment Incentive...

Members who recruit three prospects to new NARI members in the calendar year can have their annual dues renewed at no charge. See a Board member for more details. It's easy. Four members earned their dues last year.