

## Unique Building Concepts A One-Stop MUST Shopping Experience June 11th—6:00– 8:00 pm

### 2008 Events Calendar

#### June 11, 2008

**Chapter Meeting: 6-8pm**  
**Host: Unique Building Concepts, LLC**  
 2514 E. Mohawk Lane, Suite 101, Phoenix 85050  
 602.944.9494

#### June 14, 2008

**Mexican Tile & Stone Company Reception**  
**9am—1pm**  
 2222 E. Thomas Rd., Phoenix  
 RSVP: 602.647.8598

#### July 9, 2008

**Annual Beer & Wine Tasting Social 6:30pm**  
**Four Peaks Grill & Tap**  
 Frank Lloyd Wright & Hayden Roads, Scottsdale  
 Limited space available.  
 RSVP's a must by June 20th.

#### August 1, 2 & 3, 2008

**Summer Home & Garden Show** at the University of Phoenix Stadium

#### August 13, 2008

**Westar Kitchen & Bath Chapter Meeting: 6-8pm**

#### September 10, 2008

**Arizona Wholesale Supply Co. Inc. Chapter Meeting: 6-8pm**

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

Unique Building Concepts offers a variety of unique products such as distinctive glass tiles in many shapes and sizes, beautiful hand-hewn decorative wood beams, iron doors, and tremendous selections of stone mosaics to name a few.

By directly importing most of our materials, we offer terrific prices while striving for excellent customer service. Many of our products are in stock, readily available, and will dramatically enhance the beauty of any decor. Also, because of our diversified product mix, many of our clients have found that UBC offers a one-stop shopping experience for a variety of their building needs from flooring, to decorative accents, to outside materials. A number of industry professionals have commented that they have to run around to 4 or 5 showrooms to get everything that we have available. Since UBC predominately caters to the trade, contractors, remodelers, and designers can bring their customers to select products or finalize design ideas without the worries that they will try to buy direct.

We operate under the philosophy that better products and variety = better service = a better customer experience.

The NARI Chapter meeting presents an excellent opportunity to introduce some of our new product lines and design ideas. NARI members will delight in the sheer breath of product that we can provide at great values in our showroom.

Our presentation will focus on how we can be a wonderful resource for quality products and great service. In having sponsored these meetings in the past for other fine organizations, we have often heard that visiting our showroom was the best part of the meeting.

UBC will be providing a variety of appetizers/finger foods, drinks, and some door prizes.

As a courtesy to our host, please **RSVP** to the NARI office via email at [jettaatk@yahoo.com](mailto:jettaatk@yahoo.com) or leave a message at (480) 419-1631 **by Friday, June 6th** — 4pm. Provide your name and company affiliation and any names of guests or employees.

## Two NARI Members Make REMODELING's Big50

Congratulations to **Kirk Development Company** and **Legacy Custom Building & Remodeling Inc.** for receiving top honors by REMODELING magazine's Big50.

Since 1986, REMODELING has inducted 50 new members into an elite group of remodeling professionals called the Big50. The Big50 comprise individuals, whose exemplary business practices, unique design sensibilities and exceptional management skills elevate them above their peers.

To date, the magazine has named more than 1,700 remodelers to the list through a rigorous six-month selection process that considers hundreds of candidates each year in May.

So what does the article say about our two prestigious and long standing members?

**Kirk Development Company** made the list in 1987, when George Kirk ran the company. Now his daughter Julie and son-in-law Tom Sertich, CAPS CR, CGR manage a design/

build firm that brings in between three and four times the revenue that it used to while maintaining profitability. They attribute much of their success to its employees, many of them who ran successful companies before joining Kirk, including Gary Wheat, CAPS CR, current Greater Phoenix NARI Chapter President, Barry Flemming, CAPS CR, CKBR and Fred Warren, CAPS CR, all NARI Past Presidents. Sertich also was a NARI Past President.

**Legacy Custom Building & Remodeling Inc.** also made the Big50 list under founder Rosie Romero in 1993. Mark Olson joined as VP in 2001 and took over majority ownership a year later. Mark Dixon, CR, CKD became a partner at the same time and Brian Shaurette joined the team in 2003 as sales manager. Mike Daniel, CR bought out the rest of Romero's stock when he came on board as production manager.

Legacy has grown by more than 25% annually over the last several years. Mark Dixon, CR also was a former NARI Chapter President.

## 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

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

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

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Stephen.Ripley@gmacm.com

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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  
NY Design Build Inc.

Sarah Merritt—Board Alternate  
Buildproof, Inc.

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

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P.O. Box 26985  
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(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.

## Message From The President

Gary Wheat, CAPS CR  
Kirk Development Company

June 2008

Welcome friends:



Our chapter membership continues to grow, and we are sure to reach my goal of 100 members this year. Thanks to the recruitment efforts of all of our motivated members.

Remember when YOUR Company recruits three new members this year, your membership dues are waived and you save \$500.00. We've had several members take advantage of this savings last year.

Greg Moss from **Smith Barney** agreed to be Chairman of our membership committee. Joining him on the committee are Brent Neves from **Weather Shield Windows and Doors**, Tim Morsa from **Cook Remodeling & Custom Construction, Inc.** and Sarah Merritt from **BuildProof**. Working on a committee is a great way to meet and work with member companies. Call Greg, Jetta, or myself to see how you can help out on one of our committees.

Several of our members have been in the news lately, and I want to thank them for mentioning Greater Phoenix NARI on air. Contact Jetta or myself for the links. Alan Farber from **Buildproof** was interviewed on Good Day Arizona and suggested that the viewers should use a NARI contractor. Thanks for the PLUG Alan!

Jerry Corell and Tim Dolan from **JLC Enterprises** were on Channel "3 On Your Side", along with **International Window Company**, helping an elderly woman who was taken advantage of by a NON-NARI contractor.

Did you meet anyone NEW at May's dinner meeting at Cervantes Restaurant in Tempe? When I tell you to bring plenty of business cards to our networking meetings I mean it. We are trying some new things to keep the meetings fresh so give me some feed-back.

June's meeting is hosted by **Unique Building Concepts, LLC**. See the announcement in this newsletter for info on topics and directions. You can expect another interesting time! Your RSVP's are due to the Chapter office by Friday, June 6th by 4pm. This allows the host just enough time to work with staff and the caterer to make sure the meeting has enough food and drink, and lately, enough space. RSVP to Jetta when you receive this newsletter and tell her the number in your party and their names. She will have name tags for you and your associates at the Welcome Table hosted by Sabra Romano Bustos of **Arizona Whole Sale Supply Co., Inc.** and Sarah Merritt of **BuildProof**.

Thanks to Steve Ripley from **GMAC Mortgage** for a really great dinner and Chapter meeting last month. Network with your fellow NARI members to keep our economy going!

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

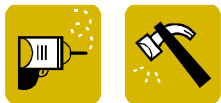


Do you have something of interest to contribute to the newsletter? Contributions of 150-175 words are due the 28th of each month.



### The Pot of Gold

rolls over to a whopping \$200 in June. Tri-Lite Builders was not at the May meeting when their name was drawn. 😞



Greater Phoenix  
NARI Local  
Volunteering News...

## Green Impacts Building Codes by Clark Worthley—Case Remodeling

The American Society of Heating, Refrigerating and Air Conditioning Engineers is in the final stages of releasing its latest guidelines which are known as ASHRAE 189. Its goal is to reduce energy use by commercial and large multi-unit residential buildings by 30% as compared to 2007 average energy use. It also addresses a number of other green issues such as construction debris disposal, water use, air quality, and acoustical standards to name a few. While it doesn't

directly pertain to most residential remodeling projects, ASHRAE 189 is expected to be worked into the ICC's building codes within the next couple of years. As is typical with the ICC codes, municipalities will adopt these codes, perhaps with some local changes, shortly thereafter. Some communities, such as Scottsdale, are already looking to include at least some of the ASHRAE 189 standards into their building codes, perhaps before the ICC does. While it

is too early to tell precisely what changes are going to be mandated and which will be voluntary, it is clear that many municipalities will use the ASHRAE 189 standards as a model to add green attributes to their local building codes. NARI members should pay attention to any mention of ASHRAE 189 in the trade publications and other building code related information sources as it is complex and represents a significant departure from current building codes.

## Trends in Cabinetry by Doris Pritchett—Classic Custom Cabinetry, Inc.

Doris Pritchett says although times are tight, she sees the need for cabinetry in the remodeling arena remaining stable.

She adds that knotty alder is the wood of choice with cherry and straight grain oak making a strong comeback. The furniture look in kitchen islands and baths, especially the powder bath is a must. Posts, corbels and furniture feet create that special one-

of-a-kind look. The color palette has become darker and richer with stains including Espresso and Cognac being very popular. Heirloom and rustic finishes that use glazing, to accentuate details and distressing are still in demand.

The green movement provides yet another opportunity Pritchett adds, "Younger consumers are more environmentally conscious and

are in the prime of their lives, buying homes now and in the near future. They are concerned that wood products purchased come from forests that are responsibly managed and sustained." As suppliers of cabinetry, wood flooring and trim, Classic Custom Cabinetry, Inc. supports and empowers this movement. She states "Businesses that embrace the green movement will grow and prosper."

## NARI Members Do Good & On The News by Tim Dolan, JLC Enterprises

When Tim Dolan of **JLC Enterprises** caught the Channel 3 News segment about an 80 year old woman who was taken advantage of by an unscrupulous contractor and lost her \$5200 invested in 6 replacement windows, he was sincerely sorry for the woman. He was also angry with "3 On Your Side" for continuing their bad press on local contractors when as Dolan states "...most of us

are here to help the consumer." Dolan added that Channel 3 was at first hesitant to do the story until Dolan promised them he would replace the windows for free.

Dolan contacted fellow NARI member Tom Ward of **International Window Corporation (IWC)** about donating the windows which they obliged. JLC Enterprises employees Joe Pollin and Andy Lacinak, Jr completed

the installation.

Dolan was on Channel 3 news on May 19th and discussed the amenities of the new windows and why he volunteered for the project. His comments regarding contractor accreditation and how consumers can turn to NARI for a list of contractors was conveniently edited out. Come on Tim Harper, afraid you'd lose your ammo?

## The News on the New 2009 Chapter Print Directory

The Chapter print directory continues to evolve with each year getting better and better. This year there are more special features and editorial which provides the consumer more of a magazine experience.

Our Contractor of the Year (CotY) Awards section increases in size with more full color photos and pages dedicated of the winners.

Those of you who received certification and/or accreditation will be recognized in a

section about certified professionals.

We're also developing a feature on member awards and expanding the NARI philanthropic activities section.

A list of remodeling categories and member listings expands as well.

New this year will be the opportunity to place an article about your business and services adjacent to your ad.

The 2009 Ad rates are as follows:

**Full page 4/c:** \$1750

Full page 2/c or b/w: \$1400  
Half page ad with half page advertorial: \$1750

**Half page 4/c:** \$ 850

Half page 2/c or b/w : \$700  
Quarter Page ad with quarter page advertorial: \$850

**Quarter Page 4/c:** \$500

Quarter Page 2/c or b/w: \$400

The inside front cover runs \$1950. Full page ads will run opposite editorial.

Look in the mail for the direc-

tory and website information update, the order form and advertising specs at the end of this month. Space reservations are due on September 1st, however for best positioning, reserve your advertising space now.

Don't wait. To reserve your space contact Brian Puglisi, CR — Directory Chair at (480) 626-7626 or email him at [BP@NYDesignbuild.com](mailto:BP@NYDesignbuild.com) or committee member Julie Cook at (480) 991-4424 or [Julie@insideout.com](mailto:Julie@insideout.com).

## Interior Design Licensing Update by Rochelle Horn, CKD—Republic West, Inc.

Legislation Update - SB1502 was signed into law by Governor Janet Napolitano. It establishes a Sunrise Law in Arizona that will require anyone who wants to enact occupational licensing must first submit documented proof of a need based on health, safety and welfare issues/concerns. Testifying in favor of the law before the Senate and House of Representatives were grassroots

members, the Institute for Justice and the Reason Foundation. The best part is no state with a Sunrise law has ever passed interior design licensing legislation. We will keep you informed of any future attempts around the law.

The Interior Design Protection Council has been formed to provide assistance in organizing grassroots opposition groups in states facing, or soon to face li-

censing attempts. This is a membership organization and you can join by going to [www.azidalert.org](http://www.azidalert.org) click on the IDPC link for information. There are brand new opposition organizations in Oregon, California and the movement continues to grow.

Horn is President, Arizona Chapter NKBA. For more information, she can be reached at [rhorn@prepublicwest.com](mailto:rhorn@prepublicwest.com).



## July 9th Social at Four Peaks Grill & Tap—Limited Space Available

Wondering what to do when the weather is already in the 110's and you are not in San Diego like a lot of the Valley?

Come to the annual Greater Phoenix NARI Summer Social at the Four Peaks Grill & Tap in North Scottsdale. This non-sponsored event kicks off at 6:30pm. Space is limited and you must RSVP and pay in advance by June 20th.

The Four Peaks Grill & Tap

is noted for its amazing home brewed beers including the popular Kilt Lifter, a Scottish Style Ale, Oatmeal Stout, their 8th Street Ale and Arizona Peach among several others. Many of their beers have earned awards in the World Beer Cup.

For those of you who like your domestic beers like Bud Light or prefer a chardonnay or merlot that's available too.

For just \$37.00 you receive

three drink tickets and all of the gourmet pizza and appetizers you can eat.

Space is limited, and payment must be received by June 20. Call the office at (480) 419-1631 and give Jetta your credit card information or send a check to NARI at P.O. Box 26985, Scottsdale, AZ 85255. This is a closed event and payment will not be taken at the door. Cheers!



## Greater Phoenix NARI New Members

- **Acu-Chem Inc.**  
**ROC 092315 & 090507**  
Lisa Thompson (602) 993-9800  
11029 N. 24th Avenue. #807, Phoenix, AZ 85029  
Email: LThompson@acu-chem.com  
Website: www.acu-chem.com  
*Preservation, restoration and maintenance of natural stones; porcelain and ceramic tile and grout; epoxy coatings.*
- **All American Residential & Commercial Construction**  
**ROC 203518**  
David B. Harris (602) 296-7430  
2441 W. Acoma Drive, Phoenix AZ 85023  
Email: All\_american@cox.net  
Website: www.allamericanconstruction.org A  
*full service residential and commercial general contractor specializing in room additions, kitchen and bath remodeling and tenant improvements.*
- **The Apollo Group, LLC Design & Build**  
**2010022 ROC 215221 Class B**  
C. Tyler Kestner (480) 664-1742  
8914 E. Aster Drive, Scottsdale, AZ 85260  
Email: tyler@theapollogroupaz.com  
Website: www.theapollogroupaz.com  
Dependable & reliable contractor for residential remodels, renovations and additions. Member of the BBB and the Scottsdale Chamber of Commerce.
- **BC Renovations, LLC**  
**ROC 237632**  
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.*
- **Bella Builders Corporation**  
**ROC 194955**  
William Stiles, CR (602) 309-0969  
16211 N. Scottsdale Rd., Ste. 443, Scottsdale, AZ 85254  
Email: Bill@BellaBuilders.com  
Website: www.BellaBuilders.com  
Residential remodeling, design and home 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.*
- **Custom Stone Works**  
**ROC 202270**  
Mike Dennis (480) 899-9876  
88 S. Hamilton Place, Gilbert, AZ 85233  
Email: customstoneworks@gmail.com  
*A granite fabricator and installer — primarily for custom homes and remodels.*
- **Dodge Electric, Inc.**  
**07-306542-u / ROC 062811 / ROC 07299**  
Victor Williams (480) 926-1033  
781 S. Arizona Ave., Chandler, AZ 85205  
Email: office@dodgeelectric.com  
Website: DodgeElectric.com  
We are specialists in installing electrical systems for your projects, big and small.
- **EuroDream Kitchens & Design Gallery**  
**ROC 186383 CLXS-AZ**  
Johan Bolle (480) 998-0244  
8670 E. Shea Blvd., Scottsdale, AZ 85260  
Email: PBolle@EuroDreamKitchens.com  
Website: www.EuroDreamKitchens.com  
Contemporary European design. See us for cabinetry, countertops, appliances and window treatments.
- **Homework Remodels**  
**ROC 207613**  
Steve Shinn (602) 478-5102  
4525 N. 19th Place, Phoenix, AZ 85016  
Email: steve@homeworkremodels.com  
Website: www.HomeworkRemodels.com  
*Remodeling company specializing in historic thru mid-century modern homes.*
- **Huntwood Custom Cabinets**  
**ROC 113169 & 120507**  
Dennis Ayers (480) 596-9595  
14455 N. 79th St., Suite H, Scottsdale, AZ 85260  
Email: Dayers@huntwood.com  
Website: www.huntwood.com  
*Huntwood provides custom framed cabinetry in traditional and contemporary stylings.*
- **Pacifico Marble & Granite**  
**ROC 238124 & 238175**  
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.*
- **Raymac Construction Inc.**  
**ROC 206884 & 229343**  
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.*

See next page for more new NARI members...

## Greater Phoenix NARI New Members continued

- **Smith Barney**  
Greg D. Moss (480-345-4741)  
80 E. Rio Salado Parkway, Ste 810, Tempe, 87281  
Email: Greg.D.Moss@SmithBarney.com  
*Look to Smith Barney to build, manage and preserve the wealth of you, the client.*
- **SM Surfaces Inc.**  
**AZ 089139-L48 140628—C05**  
**AZ 089128-C48 190257-K08**  
Ken Mathis Sr. (602) 493-7033  
2637 E. Greenway Road, Phoenix, AZ 85032  
Email: Ken.Mathis@smsurfaces.com or  
Email: Terry.mondhink@smsurfaces.com  
Website: www.smsurfaces.com  
*Contact SM Surfaces for floors, countertops, tile, carpet, stone, granite fabrication and hardwood.*
- **Socha Construction**  
J. Dale Socha (602)-388-4666  
12849 N. 36th Drive, Phoenix AZ 85029  
Email: DSocha@cox.net  
Website: www.dalesocha.com  
With over 28 years in business in Arizona and California, Socha delivers 100% customer satisfaction.
- **Stonehaven**  
**ROC 107540 & 107512**  
Shelby Hogan (602) 896-7641  
330 W. Melinda Lane, Phoenix, AZ 85027  
Email: Shelby.hogan@stonehaven-az.com  
*Professional fabrication and installation of custom granite countertops and more.*
- **Stonetnet, Inc.**  
**AZ 137062**  
Tom Wagner (602) 243-5828  
2635 S. 24th Street, Phoenix, AZ 85034  
Email: TomWagner@stonenetinc.com  
Website: www.Stonetnetinc.com  
*Fabricators and installers of natural and engineered stones.*

## Home Show Volunteers are Winners!

Congratulations to Tom Dederichs, CR CLC of **Red Mountain Renewal**. He won \$150 just for helping out at the NARI Booth at the Maricopa County Home & Garden Show April 25—27. Steve Ripley of **GMAC Mortgage** netted a cool \$50. Thanks guys!

## 2009 Chapter Meeting Host Sponsorships

Looking for the perfect opportunity to introduce your company, its people, products and services to the membership? Consider sponsoring one of our monthly meeting or events. Reservations are on a first come first serve basis. Contact Jetta at (480) 419-1631 to reserve your month now!

## 18th Annual NARI Golf Outing— Saturday, September 13th

Start practicing your drives and your tee shots for the scramble format outing at the Starfire Golf Club at Scottsdale Country Club.

Choose from the following sponsorship packages:

- 1) Four golfers: (fees, cart, lunch and 2 drink tickets plus exclusive hole sponsorship. Early Bird: \$60, Late Bird: \$680
- 2) Two golfers: (fees, cart, lunch and 2 drink tickets plus exclusive hole sponsorship. Early Bird: \$400, Late Bird: \$480
- 3) One golfer: (fees, cart, lunch and 2 drink tickets plus exclusive hole sponsorship. Early Bird: \$275, Late Bird: \$340.
- 4) Hole Sponsorship Only—Early Bird: \$150, Late Bird: \$200
- 5) Individual Golfer: (Fees, Cart, Lunch and 2 drink tickets. Early Bird: \$125, Late Bird: \$140

( ) I am registering to play.

( ) I want package # \_\_\_\_\_

( ) Here are my golfers:

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_

( ) I'm a single — put me with a group.

( ) Sign me up for lunch only. (Cost \$35.00)

Name: \_\_\_\_\_

Address: \_\_\_\_\_

City/State/Zip: \_\_\_\_\_

Phone: \_\_\_\_\_

Email: \_\_\_\_\_

Mail registration and a check to: NARI Greater Phoenix Chapter  
P.O. Box 26985, Scottsdale, AZ 85255

For more information contact golf committee members:

Brian Young (480) 292-4725  
Kyle King (602) 616-0920  
Jerry Corell (480) 216-8874  
Lisa Thompson (602) 330-2137  
Debi Rusk (480) 353-0324  
Kim Dennis (480) 227-9554  
Mary Salazar (602) 689-6556  
Tom Reed (602) 705-6099



There is plenty of fun in store. The Hole-in-One contest wins \$10,000 cash prize. There are prizes for longest drive and closest to the pin. There's a betting hole, special prize drawings, a silent auction, a 50/50 drawing and gift bags for all golfers.