



# NARI NEWS

NARI Greater Dallas

April 2006

## NETWORKING MEETING

TUESDAY, APRIL 11TH

6:30 pm

## INTERNATIONAL MARBLE COLLECTION (IMC)

11210 Zodiac Ln.  
Dallas

Special presentation on Quarries and how they play into the end product of stone surfacing.

Enjoy hor doeuvres, drinks and an opportunity to network with other NARI members at their beautiful showroom. IMC invites you to visit their new Fort Worth location at 2100 Handley-Ederville Rd.

Reservations into the NARI office by 5:00 pm,  
Friday, April 7th

Contractors Jackpot \$50  
Must be Present to Win

Last months big winner was Mark Woodman of  
Woodman Remodeling

### As a NARI Member you should:

- Use NARI Members
- Use the "NARI Member" logo
- Recruit new members
- Get Involved

### Mark your Calendars for these Upcoming Events:

- **Weds., April 5th**— Suppliers Council Meeting
- **Weds., April 5th**— Government Affairs Meeting
- **Thurs., April 6th**— Executive Meeting
- **Tues., April 11th**— Board Meeting and General Meeting at IMC
- **Weds., April 12th**— Membership Committee Meeting
- **Weds., April 19th**— Contractors Council Meeting
- **Sat., April 22nd**— Rebuilding Together Work Day
- **Sat., April 29th**— Rebuilding Together Work Day
- **Weds., May 3rd**— Suppliers Council Meeting
- **Thurs., May 4th**— Executive Meeting
- **Tues., May 9th**— Networking Meeting at Patterned Concrete
- **Weds., May 17th**— Contractors Council

**2006**  
**Chapter**  
**Officers**

**President**

Bob Moisan, CLC  
Moisan Remodeling, Inc.  
214-342-8768

**First Vice President**

Jeff Teller  
Nationwide Floor &  
Window Coverings  
469-892-0118

**Second Vice President**

Don Wimberly, CR, CGR,  
CAPS  
Vanguard Construction  
972-243-7198

**Treasurer**

Jeff Redd, CPA  
Golden, Dellenges, & Redd  
214-369-8200

**Secretary**

Sarah Paget  
Meletio Electric  
972-740-3123

**General Counsel**

Scott Steinbach  
The Steinbach Law Firm  
972-960-1850

**President Emeritus**

Doug Traver, CR  
Traver Construction, Inc.  
972-503-6882

**Executive Director**

C. Lynn Rogers

**Office Administrator**

Kim Savelsbergh



**President's Message**  
**By Robert Moisan, CLC**

Our local chapter was well represented last week at the NARI National meetings in San Francisco. We were able to send five members to these meetings, thanks in part to National NARI picking up the tab for two of our members. This year National did something different than normal, in that they invited two members from every chapter in the country to come to the meetings, with National picking up this tab for travel expenses. This allowed many chapters that could not otherwise afford to travel to this type of meeting, to attend and see the all of the things that happen on a national level that benefit each and every chapter.

There was also an all-day Leadership Summit, that allowed chapters of all different sizes to sit together and network while going through the exercises that were planned for us. This Leadership Summit was very beneficial for many of the smaller chapters, as they realized that they were not alone in the uphill battle that we all face in getting people involved at the local chapter level.

One of the points that was driven home during this workday, was the need to have every member buy into the B.A.G., or 'Big Audacious Goal', that NARI has adopted. The emphasis was that this goal must become something that everyone knows and uses to move our chapters forward. For those unfamiliar with this B.A.G., here it is;

**'THAT ALL REMODELERS WILL WANT TO BE PART OF NARI AND ALL CUSTOMERS WILL INSIST ON CONTRACTING WITH OUR MEMBERS'**

Getting a chance to attend the Education and Certification board meetings is always interesting, and it always amazes me how much time and effort is put into these committees by these board members. The commitment from these people to continuing the advancement of NARI and it's members is very inspiring.

The Dallas chapter was well represented at the awards ceremony Saturday night, with nine Regional 'Contractor of the Year' awards presented and three National CotY awards. The Dallas chapter is well known for the high quality work that continues to be produced, and is showcased each year at the annual CotY event.

Our esteemed E.D., Lynn 'MOM' Rogers, spent a day in the Chapter Executives Forum meeting, sharing her wealth of information and ideas with chapters from all over the country.

Our very own Paul Zuch will no longer be our Regional Vice President, as he was voted onto the NARI National Board. We can look forward to the day when Paul will be representing Dallas as the President of the entire national association. Paul has done an excellent job as RVP, and we wish him luck in this new position.

Hope to see all of you at the next meeting, which will be at International Marble Collection, better known as 'I.M.C.' @ 11210 Zodiac Lane in Dallas on Tuesday night April 11<sup>th</sup> at 6:30 pm.

*Bob Moisan, CLC*



Every NARI Greater Dallas member should have received a NARI Greater Dallas Membership Directory by now. If you did not receive one, please contact the NARI office at 214-943-6274. If you would like to request a supply of directories for your showroom, please contact Alice Shockey with 1-877-8-Dump-It at 972-824-3992 or the NARI office.



## HELP WANTED!!!

A key charity NARI Greater Dallas supports is Rebuilding Together (RT). RT is a national organization that revitalizes homes for elderly and disabled residents. We need volunteers to assist with the homes we'll be rehabilitating on April 22 and April 29.

RT is a NARI member that provides a terrific service for low income elderly and disabled homeowners. Volunteers are needed to do everything from basic scraping and painting to skilled labor like carpentry. All volunteers are welcome... whether you can volunteer for a couple hours or a full day on April 22 and/or April 29!

Please contact Bryce Sevilla (Rebuilding Together Greater Dallas) at 214-277-4648 with questions or to volunteer.

*Jeff Teller*



## NARI GREATER DALLAS BOOTH BIG HIT AT SPRING HOME AND GARDEN SHOW

A big thanks to a group of NARI members who publicized NARI Greater Dallas at the recent Spring Home and Garden Show at Market Hall. Featuring the New Products Pavilion and Ask a NARI Pro, the booth exhibit was a popular show item with homeowners who attended. We give a special thanks to Regions Bank and Contractor members: Moisan Remodeling, Traver Construction, Servant Remodeling, Longacre Construction and Von Gillern Construction for their sponsorships. Also to the volunteer contractor members who worked the booth and gave out over 1800 membership directories at the three day show. Our show committee did an outstanding job in producing an eye-catching booth with some interesting and popular new products from supplier members who participated. The next show booth exhibit is the Fall Home and Garden Show September 8-10 at Dallas Market Hall. If you are interested in a booth at the show, please contact Pat Smith at 972-355-5128 or the NARI office at 214-943-6274. NARI is working for you !

## TRCC Registration Update

The Texas Residential Construction Commission voted to revise its fee schedule to provide for 2 year builder registrations. This will replace the current one year registration period. The fee will continue to be \$500 for initial registrations and \$300 for the now biennial renewals. The TRCC intends to implement a program where half of all registered builders renew each year based on an odd or even builder registration number. For more information visit the TRCC website at [www.trcc.state.tx.us](http://www.trcc.state.tx.us).

### 2006

### Board of Directors

**Chris Black**

CB Construction

**Pat Dawsey**

Nationwide Floor & Window Coverings

**Rob Jackson, CR**

Servant Remodeling

**Tim Kenney**

Park Row Lighting

**David Ludwick**

David C. Ludwick, Architect

**Bill Moody**

The Granite Guy

**Pat Smith**

P.F.Smith Enterprises

**Jack von Gillern**

von Gillern Construction

### ACTIVE PAST PRESIDENTS

**Lynn Rogers**

Rogers Enterprises

**Randall Hall, CR, CGR**

Randall Hall

Design/Build

**Gary Vaughan, CR, CGR**

Vaughan Group, Inc.

**Ken Murphy, CR**

Ken Murphy Associates, Inc.

**Paul Zuch, CR, CGB**

Capital Improvements

**Doug Traver, CR**

Traver Construction, Inc.

# A Taxing Thought

Let's discuss a fun topic this month – IRS audits. Specifically, what are your chances of being audited? For the most part your chances are slim, but let's quantify them. For individuals, about 1% of all individual returns were audited last reporting period. However, if you have a Schedule C and your gross receipts are over \$100,000, your audit chances jump to over 3.6% of all individual returns filed.

For S corporation and partnerships, the chances are nominal BUT are increasing. Roughly 0.3% of all returns of each type were audited. Not much, but this amount is still 75% higher than the previous year and is still increasing. C corporations are a little higher at 0.79% while fiduciary returns are at 0.18%. The two groups most heavily audited – corporations with over ten million in assets and estate tax returns.

So when you attend the next NARI general meeting, take a good look around the room. Odds are at least one person/business in that room will be audited in the coming year and it might be you. Keep good files and maintain a comprehensive set of books and records. Stay organized and remember – the auditor is from the government. They're here to help you... part with your hard earned money, that is.

If you have any tax or accounting questions to which you would like answers, please e-mail or call today.

Jeff Redd, CPA  
214-369-8200

jeffr@gdrjcpa.com  
Golden, Dellinges & Redd, LP



## NARI Welcomes Our Newest Members

### **Bella Vista Company, LP**

Darin Breedlove, CR  
P.O. Box 180340  
Dallas, TX 75218  
Ph: 214-321-6257

### **Direct 2 Builders**

Stan Roberts  
2750 Northaven, Suite 102  
Dallas, TX 75229  
Ph: 972-243-4732

### **GMAC Mortgage**

Ram Vepa  
5700 Granite Pkwy., Suite 100  
Plano, TX 75024  
Ph: 972-987-3911

### **Millwork & More**

Keith Nelson  
3352 Broadway Blvd., #396  
Garland, TX 75043  
Ph: 972-679-7555

### **Rebuilding Together**

Bryce Sevilla  
brycesevilla@verizon.net  
Dallas, TX  
Ph: 214-277-4648



## CR CERTIFICATON CLASS

I am in the process of starting a new Certified Remodelers Class to begin this spring. If you would be interested in being a part of this class please contact the NARI office at 214-943-6274. The class will meet for approximately two hours, one night each week for 10 to 12 weeks. I know that we are all busy but I also know that having a CR Certification is very beneficial to you as a contractor and to each of your potential clients.

At the present time there are only 22 NARI of Greater Dallas Contractors holding a CR Certification. The Dallas Division of NARI is lagging behind other Divisions in the number of Certified Remodelers. No matter how many years you have been a contractor there is always more to learn about the construction business, so sign up as soon as possible.

-Don Wimberly, CR, CGR, CAPS

## 2006 CotY Award Winners

Congratulations to three local members for becoming National CotY Winners at the Evening of Excellence during the NARI National Spring Board Meetings. Congratulations also go out to fellow Region 5 national winner **CG&S Design Build** in Austin, TX for Entire House \$250,000 to \$500,000.



**D&D Services Remodeling Specialists**  
Bath under \$30,000



**DSL Construction Inc.**  
Residential Exterior Specialty

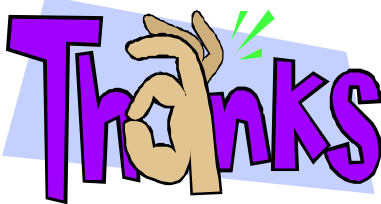


**Moisan Remodeling, Inc.**  
Residential Addition \$100,000 to \$250,000

# NARI MATTERS

Congratulations to Bob McDonald of the **Bob McDonald Company** for being featured in the December issue of Savy Magazine. Bob is a long time member of NARI Greater Dallas and has served on the Board of Directors and supported the chapter in all areas. Bob— you are a winner!

Other kudos to— Savy Contest Winners: Best Kitchen Remodel— **Elite Remodeling**, and Best Whole House Remodel— **Restoration Park Cities, Inc.**



A big Thank You to Tom Law and the crew at Ferguson Enterprises for hosting our meeting in March. We had over 90 in attendance enjoying some great food and wonderful door prizes. Mark Woodman of Woodman Remodeling was the lucky winner of the \$150 Contractors Jackpot. Thanks again Ferguson for hosting a great evening of networking.



## NARI's B.A.G.

**NARI's Big Audacious Goal is "All Remodelers will want to be part of NARI and customers will insist on contracting with our members."**

*Keep this in mind for our April Meeting*

## THE VALUE OF NARI MEMBERSHIP

Do you think your membership dues are too high– too low? Do you know what benefits are derived from being a member? I DO! And I know there is a tremendous value for what dues you pay. And how do I know? By being a Supplier member, a past president, and now as your Executive Director.

If you only use the NARI logo, you are getting a great return on your investment just by being identified as a professional of the #1 trade association in the remodeling industry. The NARI membership directory and resource guide for homeowners is one of the best sources for advertising your companies to homeowners. The website is also a great tool even if you don't subscribe to the options offered, you are listed!

Those members who choose to attend our monthly network meetings are finding valuable information on products, leads, referrals, that benefits their business. AND to those who participate in leadership roles, committees, etc. benefit evenmore.

Certification designations, CotY awards, and the “fun stuff” - golf tournaments, community service projects, casino events, baseball, all offer opportunities to be a part of a group who share the same goals.

All of these benefits are derived from your dues and the volunteer hours given to make it all happen.

Don't forget a portion of your dues go to the National NARI associations which offers benefits too numerous to mention.

Thank you for being a part of NARI Greater Dallas. We are glad you chose to be a member and for whatever your reasons for joining, we want you to know you are going to get your moneys worth!

*C. Lynn Rogers  
Executive Director*



## NARI STAR MEMBER NARI STAR MEMBER

Pat Smith of P.F. Smith Enterprises is one “great” lady. Coming on board with NARI Greater Dallas as our Home Show manager for five years, Pat continues her dedication to the chapter as our Show Committee Chair. Joining the association in 1998, she has served on the board of directors for three years. Always dependable, gracious, and professional, we are fortunate to have Pat leading our endeavors in marketing NARI Greater Dallas at the Home Shows. Thanks Pat– you are a winner!

## HOSTS

- NARI Greater Dallas needs members for the following committees: Awards, Government Affairs, Marketing, Membership, Show, and Suppliers Council. If you are interested in any of these committees, call the NARI office at 214-943-6274
- It's not too early to start getting your entries for CotY (Contractor of the Year) awards ready. If you need the rules, etc., contact the NARI office. Deadline will be October 2, 2006. Remember, you need before and after pictures.
- Our networking meetings the second Tuesday of each month (unless notified otherwise) are our general meetings as required by our by-laws. They ARE NOT “ After Hours” and should not be confused with Home Builders. It is an opportunity to network, but also get information on Chapter business and the Host company products.
- All future NARI Greater Dallas events are listed on our website. Just go to the “ Members Only” page (User Name: NARI, password: remodel6274). Click on the Calendar and you will find the full years events in a printable format.



# April 2006

Sun	Mon	Tue	Wed	Thu	Fri	Sat
						1
2	3	4	5 11:30 Government Affairs 11:30 Suppliers Council at Jarrell	6 11:30 Executive Meeting at NARI office	7 5:00 DEADLINE for Reservations for Networking Mtg.	8
9	10	11 6:30 General Networking Meeting at IMC	12 4:00 Membership Committee Mtg. at Razoo's	13	14	15
16	17	18	19 11:30 Contractors Council	20	21	22 Rebuilding Together Project
23	24	25	26	27	28	29 Rebuilding Together Project
30						

# May 2006

Sun	Mon	Tue	Wed	Thu	Fri	Sat
	1	2	3 11:30 Suppliers Council Mtg. at Jarrell	4 11:30 Executive Mtg. at NARI office	5 5:00 DEADLINE for Reservations for Networking Mtg.	6
7	8	9 6:30 General Networking Mtg. at Patterned Concrete	10 4:00 Membership Committee Mtg.	11	12	13
14	15	16	17 11:30 Contractors Council Mtg.	18	19	20
21	22	23	24	25	26	27
28	29	30	31			

# CONTRACTORS COUNCIL

Contractors Council is changing their meeting day. They will be meeting on Wednesdays from now on. Same location (Spring Creek BBQ on Preston & LBJ), same time (11:30 am), just a different day of the week. That's the Wednesday a week after our General Networking meeting. If you would like to participate in planning or presenting at the Contractors Council, please contact Lanny Huggins at 940-321-8885 or email at [lanny@hugginsconstructionco.com](mailto:lanny@hugginsconstructionco.com).



## ALL ABOARD

It's not too late to cruise with other NARI members on a 4 day 3 night Caribbean sailing this summer. Recruit four new members for one trip, eight new members for two trips, and one new member for a buy-on.

Deadline is April 1st. Don't miss out on a chance to get ABOARD the NARI Cruise.



101 West McDermott  
Suite 108  
Allen, TX 75013

214-943-6274  
214-547-8472  
[info@naridallas.org](mailto:info@naridallas.org)

Mailed: March 29, 2006