



Ohio Valley NARI
Serving the Cincinnati Metropolitan Area
 136 South Keowee Street • Dayton, Ohio 45402
 800.498.NARI

Bureau of Worker's Compensation Update

From Al Gardner, Frank Gates Service Company

2009 was a year of change at the Ohio Bureau of Workers' Compensation (BWC), and it appears that 2010 will bring about even more changes – changes in the rates, changes in programs, and changes in the maximum allowable discounts employers may receive. With all the new programs that the BWC implemented last year, numerous requirements have now been placed upon the Ohio employers.

We now have a two-hour safety training requirement for certain employers that must be completed before June 30, 2010. If you're an employer that happens to be in the BWC's new 100 percent EM Capped program, then March 31, 2010, holds some importance. Or maybe you are one of the lucky ones that participates in the One-claim program, Drug-Free workplace, and the 100 percent EM Capped program? Now more than ever, employers need help in navigating through all the program deadlines, qualifications and the requirements.

Don't forget that February 26, 2010 is the deadline for the Ohio Valley NARI group rating program enrollment. The Ohio Valley NARI has endorsed and entrusted their workers' compensation group-rating program to the Frank Gates Service Company for over a decade. The Ohio Valley NARI group has had a strong performance year-after-year with the offering of the highest discounts available to its members. Last year alone, the Ohio Valley NARI program saved its members over \$171,000 in workers' compensation premiums (the average savings per member was in excess of \$8,500). Again last year, 96.5 percent of all employers chose to stay with the Frank Gates Service Company.

Please contact Al Gardner at Frank Gates / Avizent, 614-766-8757 or agardner@frankgates.com, if you have any questions or concerns on the 2010 changes mentioned above.

Addressing the EPA's Renovation, Repair and Painting Rule

A Short Discussion on Lead-Safe Work Practices to be held in West Chester on February 11th

To prepare for the requirements specified by the EPA's Renovation, Repair and Painting Final Rule, which takes effect on April 22, 2010, Ohio Valley NARI members are urged to attend a short program on this topic presented by William Menrath, senior environmental health research associate at the University of Cincinnati. At this event, you will learn about how to get certified to meet these requirements. Please note that separate training is required to become an EPA-accredited renovator (see our information on our February and March EPA RRP Rule training classes).



MEMBERSHIP MEETING

What: Renovation, Repair and Painting Lead Rule
When: February 11, 2010
Time: 6:30 p.m. – Registration and Networking
 7 – 8:30 p.m. – Dinner and Program
Where: Cincinnati Marriott North
 6189 Mulhauser Road,
 West Chester, OH 45069
 Exit #19 off I-75
Cost: \$30 member, \$35 non-member
RSVP: Ohio Valley NARI at 800-498-6274



THE NARI RENOVATOR

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THE OHIO VALLEY CHAPTER OF THE NATIONAL ASSOCIATION OF THE REMODELING INDUSTRY

Ohio Valley NARI 2009 Evening of Excellence Was a Success

On December 10, 2009, the Ohio Valley NARI held its Annual Evening of Excellence at the original Montgomery Inn. This year's gala proved to be a memorable event for all in attendance. While the ribs were a hit, as always – the best part of the evening was looking back on the many accomplishments of our membership in 2009.

Four of our OVNARI members were honored with a total of eight 2010 Contractor of the Year (CoTY) awards



Andrew and Ellen Glasgow with H. Glasgow Construction Co.

for projects completed between July 1, 2008, and November 2, 2009. Receiving their award plaques were Neal's Design & Remodel – with a total of four CoTYs, Murphy Home Improvement earned two awards, and Gregory Construction and H. Glasgow Construction each received one award. Congratulations!

While we can all agree that the economy was certainly our industry's biggest challenge last year, OVNARI was still able to recognize success in many ventures, including:

- Our annual golf outing
- The 7th Annual Feature Vendor's Night, which grew in attendance again last year
- Our Consumer's Remodeling Guide expanding into a four-color publication
- Our 2009 and 2010 OVNARI leadership
- OVNARI membership stayed as strong as ever!

2010 has just begun, and while it may hold its share of challenges, we expect many exciting ventures ahead. So plan your 2011 CoTY entries now, and we may award you and your fine organization at next year's Evening of Excellence.



Andrew Glasgow, CR with H. Glasgow Construction Co. and April Cowen, CKBR with the Front Gate.



Connie Hampton and Leanne Matthews with Neal's Design and Remodel.



EPA's RRP Rule Certification Class

Tuesday, February 2
 University of Cincinnati
 E. Galbraith Rd.

Sales Seminar

Wednesday, February 10
 4537 Ferguson Drive, Cincinnati

Renovation, Repair & Painting Lead Rule – short overview

Thursday, February 11
 Cincinnati Marriott North
 West Chester

EPA's RRP Rule Certification Class

Monday, March 8
 University of Cincinnati
 E. Galbraith Rd.

Deadline for OVNARI group rating program enrollment (BWC)

Friday, February 26

INTERVIEW WITH NEW OVNARI BOARD MEMBER:

ANDREW GLASGOW, CR

VICE PRESIDENT OF OHIO VALLEY NARI
H. GLASGOW CONSTRUCTION CO. • WWW.CINCIREMODELER.COM



How have you been involved in OVNARI up until this point?

After joining OVNARI in the fall of 2008, I held a seat on the 2009 OVNARI Board of Directors, achieved my CR certification, entered and won a local CotY award and have participated in numerous OVNARI events throughout the year!

Tell me why you wanted to become an OVNARI board member?

My father and I view our roles in the business as a team. I learn every day from his years in the industry, but often through me he is able to gain a new perspective on things. I viewed joining the OVNARI board in much the same way. Joining the board allowed me to join



forces with some of the top local experts in the local remodeling industry. I wanted to participate in an active role supporting an organization I believed so strongly in; I also feel that I have been able to provide a young and fresh view on things within the organization itself. I walk away from each OVNARI event with an overwhelming feeling that I am so lucky to have this library of experience and knowledge that OVNARI offers – at my finger tips. I often find that just through conversation with OVNARI members, I have found an answer to a problem I may be facing without even directly asking.

Tell me about your years / work in the industry.

As the third generation with H. Glasgow Construction, I picked up a hammer from a very young age. I believe I learned to operate a Bobcat about the same time my training wheels were coming off! Even while in school, I was an active laborer for the company. There were countless days I drove a truck to school to get to work sooner. Learning this industry from the ground up has given me the ability to have a unique perspective of all the phases of construction. Today, I take a very active role in all aspects of the company. On any given day

you could find me at my desk surrounded by blueprints or working on a job site. I have an excitement for this industry that I believe is rare with people my age, remodeling is truly runs in my blood.

What are you looking forward to in our industry in 2010?

In 2010, I am most looking forward to seeing the industry self construct and redefine. Businesses will turn inward, focusing on their own strengths and uniqueness to remain profitable. I think we will see a big customer push for jobs to be done not just more effectively, but more efficiently. I think 2010 will bring the word 'personal' back into the remodeling industry. Customers will lean towards luxury items which make their space personal. Customers will also be looking for a personable experience from their contractor. Remodelers themselves will have to get personal with their companies; they will be forced to evaluate the productivity of all aspects of their business.

Do you see any challenges?

Despite where the economy is at, there will always be challenges for the remodeling industry. Homeowners are going to continuously push remodelers to be on their toes with certifications and industry knowledge, emphasizing on the green aspect. Remodelers who take advantage of organizations like NARI, that facilitate continuing education, will have a step ahead of the competition.

How can people get involved in OVNARI?

OVNARI makes it very easy for people to get involved. Whether it's taking part in one of our many continuing education events, or just joining us for a drink and the opportunity to chat with local peers; there is something for everyone AND their particular trade. Both our newsletter, and our new email publication, *Nuts and Bolts*, are easy ways to stay updated with what is going on at any given time in the organization. We are always looking for people to get involved, no matter how much or how little they can contribute.

Any other thoughts?

I just want to take this opportunity to thank all the members and the staff of OVNARI for making this newcomer feel at home over the past year.

Two Opportunities to Attend Certification Training for the EPA's RRP Rule

On February 2 and March 8, 2010, the Ohio Valley NARI will present a recertification program on the EPA's Renovation, Repair and Painting Final Rule (40CFR745), which requires that renovations conducted for compensation must be performed by Certified Firms using Certified Renovators. Renovation firms that wish to work in pre-1978 homes and child-occupied facilities must apply to the EPA and pay a fee in order to become certified. Those wishing to become Certified Renovators must successfully complete an EPA-accredited renovator course, or a course accredited by an EPA authorized State or Tribe. This course is the EPA model course for Certified Renovators, and as such meets all requirements in 40 CFR 745.90.

The course, taught by William Menrath, MS, of the University of Cincinnati, will teach you how to comply with the EPA Renovation, Repair and Painting Rule and the HUD Lead Safe Housing Rule, and how to perform lead-safe work practices safely and effectively.

Once you have successfully completed this Certified Renovator Initial Course, delivered by this EPA-accredited training provider, you will be an EPA Certified Renovator. EPA Certified Renovator Status will allow you to do lead safe renovation, repair and painting work in pre-1978 housing and in child-occupied facilities where work will disturb lead-based paint.

You do not need to attend both of these classes – we are simply offering it twice – once in February, and once in March. Class size is limited to 24 students, so register for one of these dates today by calling 800-495-NARI (6274), or by e-mailing us at info@narincincinnati.org.

CERTIFICATION PROGRAM

What: EPA's RRP Rule

Instructor: William Menrath, MS

When: Tuesday, February 2, 2010
or Monday, March 8, 2010

Time: 8 a.m. to 5 p.m.

Where: University of Cincinnati
2180 E. Galbraith Road, Building A – 3rd Floor

Cost: \$179 members, \$229 non-members
Includes instructor, materials, lunch and beverages

RSVP: Ohio Valley NARI at 800-498-6274
or at info@narincincinnati.org

SALES SEMINAR to Be Held on February 10th

In these tough economic times – break the rules and close more sales!

If you are interested in improving the sales of your organization, then the sales seminar being held on February 10th may be for you. It is sponsored by the Ohio Valley NARI and Sandler Training Roth & Associates.

Highlights include:

- Why salespeople fail . . . and what to do about it
- How traditional sales practices turn salespeople into unpaid consultants
- How to get to the real decision maker
- How to touch 100 percent of your desirable opportunities 100 percent of the time
- Why everyone looks busy, but sales remain low
- Do your salespeople have what it takes to succeed in today's volatile economy and marketplace?
- Is your sales management strategy and structure optimized to produce the results YOU need to succeed?

Seating is limited to 25 for this interactive sales seminar, so RSVP now!

For more information, contact Andrew Glasgow at 513-479-4375 or Andrew@hglasgowconstruction.com

SALES SEMINAR

When: February 10, 2010

Time: 8 a.m. to 4 p.m.
Lunch is included

Where: 4537 Ferguson Drive, Ste. 190
Cincinnati OH 45245

Cost: \$250 per person

RSVP: OVNARI Sales Seminar
Fax: 937-222-5794
info@narincincinnati.org
800-498-6274