

April/May 2007

The

# Remodelers' Journal

## NATIONAL CoTY Winners Announced

SPRING BOARD MEETING WRAP-UP

PLUS, UNIVERSAL DESIGN  
GAINS MOMENTUM



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DOLORES DAVIS  
CS & S DESIGN-BUILD  
402 CORRAL LN  
AUSTIN TX 78745-6611

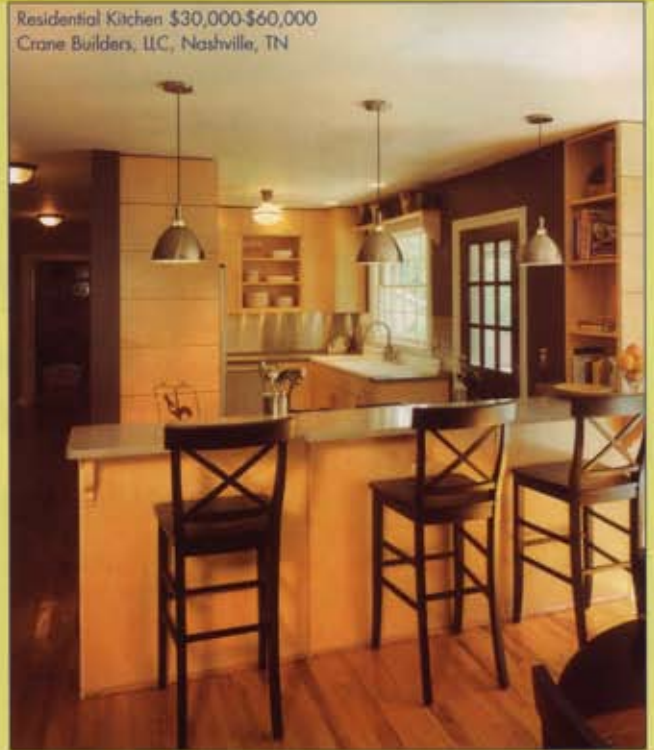
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**NARI**  
NATIONAL ASSOCIATION OF  
THE REMODELING INDUSTRY

# National 2007 Winners



Residential Kitchen under \$20,000  
Girls Appeal Renovations, Inc., Nashville, TN



Residential Kitchen \$30,000-\$60,000  
Crane Builders, LLC, Nashville, TN



Residential Kitchen \$60,001-\$100,000  
Design-Build, Austin, TX



Residential Bath \$30,000-\$60,000  
PS Construction, Inc., Sacramento, CA



Residential Kitchen Over \$100,000  
Chicago Design & Remodeling, Lake Oswego, OR



Residential Exterior Under \$100,000  
Master Plan Remodeling Design/Build, Portland, OR



Residential Exterior \$100,000 and Over  
The Levine Group Architects + Builders, Inc., Silver Spring, MD



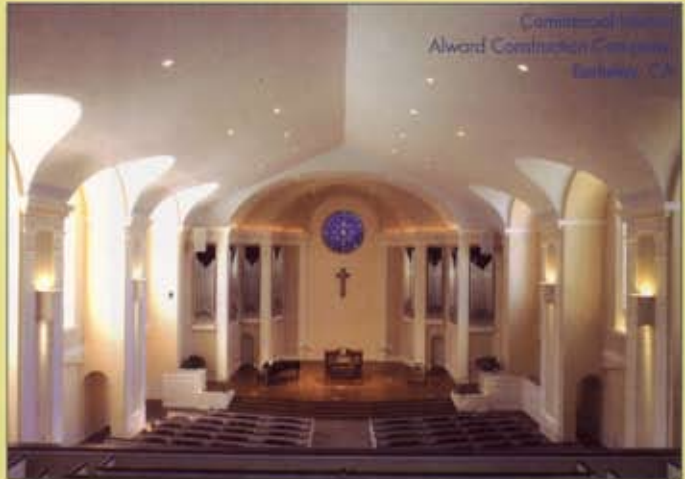
Residential Exterior Specialty  
Home Rebuilders, Inc., Atlanta, GA



Entire House Under \$250,000  
Cottage Craft Construction, Portland, OR



Entire House \$250,000 to \$500,000  
Capital Improvements, Allen, TX



Commercial Interior  
Alward Construction Company  
Baltimore, CA



Residential Historical Renovation/Restoration  
Finish Line Building, Inc., Columbus, OH



Entire House Over \$1,000,000  
Handcrafted Homes, Inc., Roswell, GA

**More winners on page 17!**

# MEMBER SPOTLIGHT

## WHEN DID YOU JOIN NARI?

Back in the mid-1990s our trade association began talks to be part of NARI, but the timing wasn't right. In 2003 the talks resumed and another board member and I were successful in convincing our board to merge with NARI. Overall it's been a wonderful decision.

## WHAT IS THE MOST UNIQUE REMODELING PROJECT YOU'VE EVER BEEN INVOLVED WITH?

It was a finish-out of an old building in downtown Austin. Everything about this project was unconventional. It was a remodeling project gone bad and we were hired to 'fix it.' Unfortunately we had to work backward before we could work forward. The clients were overwhelmed, painfully conscious that they were losing money, and had fairly unrealistic expectations. It was unique for CG & S because by the end of the two-and-a-half year project, I understood how important it is to stick to one's principles and not walk away even though life, projects, and people can be difficult. My company and I grew tremendously during that time.

## HOW HAVE YOU FOUND QUALIFIED LABOR?

Through word of mouth. Every project manager, lead carpenter, and carpenter-helper has come from referral through other carpenters. I like this because these people are out in the field and they can assess someone's ability very quickly.

## HAVE YOU FOUND A WAY TO INCREASE INTERNAL EFFICIENCY WITHIN YOUR COMPANY?

Yes. In a word: systems! We believe a good system gets everyone on the same page. This has not always been easy, but you can only hit your head against a wall so long before you figure out that creating a system to do a particular function might make work go more smoothly.

## TELL US SOMETHING ABOUT YOU THAT WE MIGHT NOT KNOW.

Our company is a second generation remodeling company. In fact, this year we are celebrating our 50th anniversary of being in business. CG & S Design-Build was started by my parents and passed along to my brothers and me. Since my parents are still alive,



**DOLORES DAVIS**  
CG & S Design-Build

NARI of Austin

Years as NARI member:  
Six total – three as a member at large, three with NARI Austin.

it's been fun honoring them as the founders of our company. People also don't always know that I work with my brother AND husband (when people learn this they think it's a major feat... which is probably also true for my brother and husband!).

## WHAT ARE YOUR SPECIALTIES?

Although I am the General Manager and Project Coordinator for our company, I think of myself as a relationship builder. I have a fundamental belief that if I work on building good relationships with our employees, clients, vendors, suppliers, etc., we will be successful.

## COMPLETE THIS SENTENCE: HAPPINESS IS...

Feeling at peace with myself in all I think, say and do.

# PROJECT SPOTLIGHT

*John Sramek Remodeling featured on HGTV's "New Spaces"*



Imagine having every aspect of your work day recorded for national television. Taking the good with the bad, America gets to watch your successes or follies. For

John Sramek, this became a daily routine when HGTV chose one of John Sramek Remodeling's projects for its weekly series "New Spaces."

The project was a two-story house with a single story garage that needed an addition for the family's two children. The project was slated for completion in 12 weeks, but instead was completed in 10 due to the lucky streak of cooperative weather.

"One of the most important benefits that NARI offers to our members is marketing assistance," said Phil Peach, president and CEO of Greater Portland NARI where John is a member. "When HGTV contacted

NARI to ask for help with its new series, we knew this would be the perfect opportunity for some of our members. It's no small task to have your work scrutinized by a camera crew for days at a time. It can test the patience of the contractor, his subcontractors, and the homeowners. We were very pleased to be able to find the kinds of high-quality, suitable projects that met the needs of HGTV. Now they know who to call!"

John said one of the main challenges of the entire project was what was at stake and that regardless of the weather or other problems, he'd have to complete this project in a set amount of time. Unfortunately, bad news does sell and John did encounter a few snafus along the way. For instance, the windows that were ordered were one foot short and new ones were needed. John also said that the potential was there for his team's production process to be slowed down as they waited and worked with HGTV's production crew's schedule.

The siding of the entire house was also

replaced since what the original builder used was faulty, but John's team had enough time and room in the budget to fix it.

One of the most nerve-wracking parts of the home remodeling process is when the city inspector surveys the area for problems. However, John was confident in his abilities and agreed to film this portion of the process.

"This was a chance to educate people," John explained. "I was able to work with the inspector to get the best possible product. He's not just showing me what to do—we're working together."

For John, this was a chance to not only showcase his talents and perseverance, but to also positively represent all contractors.

"I was proud to represent the good contractors," John said. "For the past 20 years, I'm tired of hearing about guys who take the check and run. I hope this experience reflects how contracting usually happens." And for John, who finished in 10 of the 12 allotted weeks and under budget, he did just that.