



## **PRESIDENTS SPEECH FROM BOARD INSTALLATION DINNER – 2017**

I'd like to take the time thank our past president Doug King and the board for their service this past year and Doug thanks for your hard work with national and in the work force development program. I would also like to thank our National President Fred Ulrich for taking time out of your busy schedule to be with us. With that said Welcome to 2017 a year that looks to be bright for positioning our businesses to be more successful than ever. Yesterday, I was reading an article in Kitchen & Bath design news entitled GROWTH THE NEW WATCHWORD OF 2017. They stated projections for 2017 and beyond are all about growth and not just growth in the overall size of the market, but also growth in the size of projects and size of budgets. I am seeing this right off the get go and have been growing in the last quarter of 2016.

But growth doesn't come easy. Especially these days, how many of you out there have been able to grow your staff with qualified personal with skills? In the last year a small portion in this group has gone out to reach students and teach them the value of a trade person. We will continue that fight in 2017 and if you are in search of skilled labor in years to come we ask that you join with us to help educate these students since they are our life line. You will be able to nurture your company so you can find people to take over your business rather than close it. In the years to come labor shortages will impact the project cost. And I ask each of you WHO will do that project for you? According to a recent Houzz survey that I participated in 78% of general contractors, remodelers and design build firms surveyed reported labor shortages in the last quarter of 2016. Carpenters were reported in shortest supply, 42% said finish carpenters were the hardest to find & 35% reported difficulty in finding and hiring general laborers and 26% reported problems finding qualified framers.

The last survey said that for every 5 general contractors or trades people that retire only ONE new contractor or trades person steps up to the plate. Where are you in this picture. If you're like me this is you.

***So here is my vision for 2017***

Join us in teaching in the school system to teach the students a trade its easy and only takes 2 hours a week add it to your marketing budget its free and the benefits are so worth it. Get with Doug or myself if you're interested.

I would like each and every one of you to commit to 15 minutes a month for NARI nothing else unless you feel you would like to donate more.

Our organization is shrinking rather than growing. Our slogan for 2017 is GO GET 'EM. What does that mean to you and me? Next time you're at Home Depot, Lowes, your supply house or with your sub-contractors Share about NARI, tell them what NARI has done for you, and share some of the benefits of NARI with them. When you're in a Home Depot, Lowes find a truck that's legal, let them know that if they shop at Home Depot and spend 25k a year they can have a free membership to NARI spend 15 minutes sharing your experience. I would like to share a quick story I was in Publix getting a sandwich for lunch back in September, while I was on line, the guy in front of me had a shirt on that said Miracle Plumbing, I remembered that we have no plumbers in our group, As we waited in line we started talking about NARI and the benefits of it. That 15 Minute conversation sold him, he came to a free meeting joined and has since become my plumber as well as a few other members. He attended a Schluter 2-day seminar thanks to our organization and has certified himself as a Certified Schluter installer setting himself with a new accreditation. As

I attended KBIS last week, the head of Schluter Florida told me last week that they have made him the go to plumber when they have a plumbing question, now that's a NARI story. From sub shop to sub-contractor to a sub above, all because of 15 minutes. So that's all I'm asking this year of each and every one of you. As you see on the table the small 4X6 card that says GO GET 'EM please put this on your truck dashboard and in your place of business as a reminder. Then give your 15 minutes, Our membership is key and we need each and every one of you this year.

We have 80 members; IF each one spends 15 minutes a month and brings in one new member this year at this time next year we will grow our organization to 120 members. That's 40 more people with a lot of new friendships and connections, we need all types of professionals in our group. Since I joined 10 years ago I have engaged with the following groups, A lawyer who found 40 K from the BP settlement, he is also helping me with a trust to help protect our assets we worked hard to get. I have an insurance agent that has coached me in all areas of my business that need protection, I have met another insurance agent that has helped me save thousands in health care, Bankers, painters, electricians, plumbers, lumber yards, discounts at numerous areas and the education I have received from the minds of members. Most of all the enjoyment of seeing new young professionals every month and their eagerness to want to grow their businesses.

This past summer we met with the top executives from Kohler remodeling division to discuss the remodeling industry and how they can become more involved in each of your businesses, they sponsored a choreograph workshop in September for NARI members which was attended by several of you. They are now national members and we are working on a program to have Kohler provide your companies with scholarships for NARI education in return for using their products. Details will be out soon watch the monthly newsletter.

There will be other exciting new programs in 2017 besides all the schools in S county a few of us are on the advisory board in Dunedin we meet Bi Monthly to discuss and help the teachers and participate in the job fair which is next week, a perfect place to find that young apprentice. Beginning in the fall we will be adding a new program to the construction department, we will be building a small building outside in the covered area that will house a bathroom, students will learn framing, sheeting, strapping clipping dry in roofing, flashing, soffit and fascia, drywall, plumbing, electric, Schluter waterproofing systems, tile work and finish work. This will all be sponsored by NARI members and other vendors in the industry, this is sure to bring NARI to the spotlight and will be a great way for you to meet some of these young apprentices and take them under your wing. They can start working for you this summer so be a big brother or a sister in this program you will enjoy it.

We will be having 4 special events this year 2 bowling days our annual golf tournament which hosted 78 golfers on the day of a hurricane and in April we will be doing a Lunch and skeet at silver dollar country club. So, make sure you put these dates on your colander, they will be in the next newsletter.

Finally, this year's meeting schedule looks to be exciting since many of you have stepped forward to donate your venues for meeting, there are only a couple of months left in this year's calendar so if you would like to host see Melissa, she also has some great speakers lined up for this year.

***So, welcome to a new exciting year and "GO GET "EM "***