



NARI-MN INSIDER

IN THIS ISSUE

- Membership When It Counts
 - 2020 Highlights
- 2020 Committee Review
- Upcoming Event Schedule
 - Regional CotY Winners
 - National CotY Winners
- The Connection of an Association
 - Thank You, Volunteers
- Upcoming Firm Night/Roundtables
 - Certifications
 - 2020 CotY Gala
 - 2020 Pillar Awards
- New Members/New Certification
 - Member Resources
 - NARI Cares

Membership When It Counts

2020 Membership Committee Updates

Meet your 2020 Membership Committee:

Mary Mackmiller - Co-Chair, Board of Directors, mackmiller design + build

Michelle Mlinar, Co-Chair, Cambria

Courtney Ernston, MN Construction Law Services

Kate Morrell, Hallmark Building Supplies

Taylor Schmidt

Michael Schlagel, Pella

To My Fellow Members -

Our committee is a small but mighty team and we are always looking for new members, particularly contractors.. We meet for an hour monthly via Zoom. If you would like to join us, call Mary Mackmiller (952)-294-0526.

Welcome To Our New Members!

Please join us in welcoming our newest members since January 1st. They are listed in alphabetical order. We are glad you have made a positive choice to grow your business and extend your network and reach. We look forward to seeing you at the next New Member Orientation and in Zoom meetings. You are in good company.

Ben Quie & Sons

Black Dog Homes

Buchanan Kitchen Curators

Built to Last Custom Closets

Capital One Spark Business

Carriage House Studio

Castle Building and Remodeling

Certified Moisture Testing, LLC

construction2style

Cosentino (National Industry Partner)

Craft Design Build

Creativ Endeavor

Enhanced Home Systems

Lewis Electrical Contracting and Consulting Services

Livit Site + Structure

ProPainters Inc

Redebu

Service Associate Construction Services LLC

The Tile Shop (National Industry Partner)

TopFlight Exteriors

Wellborn Cabinet (National Industry Partner)

Windsor Windows and Doors

Stay Connected, Here's How.

To get the most from your membership, be an active participant! Show up to events, volunteer on committees, or be a sponsor at events to get in front of the membership.

NARI-MN Blog

<https://business.narimn.org/blog/nari-mn-blog-3584>

Events

<https://business.narimn.org/events>

New Member Orientation

We re-vamped our New Member Orientation and held our first one via Zoom on May 1st. It went well and there was a nice give and take. We plan to hold our second one in October.

Member Satisfaction Survey

The Membership Committee revised the Member Satisfaction Survey and it will be sent out in September. We care what you think so be sure and fill it out.

New Members in 2020

Our goal is to have 50 new members in 2020. With 22 new members through July 23rd, we are currently at 44% of our goal for 2020. Kudos to all who actively recruit and attract new members. New members make for a stronger chapter! Salespeople, please ask your non-member prospects to join us. Contractor members ask your non-member trade partners to support the organization that supports them and you! A win-win for all!

Let's Celebrate! 84% Member Retention Rate – Tied for First in the NARI Nation!

A key metric for any member-based organization or trade association is member retention. We are proud to announce that at 84%, we are tied for first in the nation. Something we can all be proud of.



Mary Mackmiller
mackmiller design+build
mary@mackmiller.com
(952) 294-0526

mackmiller
design+build
Remodeling ♦ Custom Homes

2020 Highlights



We have moved

Our New Address:
275 Market Street, Ste 54
Minneapolis, MN 55405

**Please send all new
correspondence to this
address.**

YOU CAN TRUST A



New Video!

You Can Trust a NARI Contractor

Available to view on our YouTube
channel, NARI of MN.

Thank you to Zoe Kardasis-Sturtz of
Edit Design Build for being the star of
our video!

February Monthly Meeting - Barry Stranz presented updates to the 2020 building codes.



2020 Committee Review

Membership Committee has been working on several initiatives this year. Some of these initiatives include recruiting new members for the association as well as keeping our member retention one of the highest in the country, especially during the COVID-19 Pandemic. The committee has also solidified new member recognition programs to promote those that have gone above and beyond for the association.

Marketing Committee worked on the second annual Excellence in Service Award (our replacement for the ACE Award). In February two ESA Awards were given out—Bluestem Construction and Studio M. The committee helped to create a new homeowner facing video. We will be sharing this on social media to let homeowners know that They Can Trust a NARI Contractor. Congrats to Zoe Kardasis Sturtz, CR, of Edit Design Build for starring in the video.

Program & Education has had an exceptional year. With the February program of Barry Stranz they started strong. Then came COVID and they kept on going! In the space of three months they provided you with the following programming: April meeting with David Lupberger, May with Nicole Blissenbach from the Department of Labor and Industry and Bill Gschwind from MN Construction Law Services moderated by Chris Jones from Hellmuth & Johnson this program provided solid information on the new labor laws. We've had five professional development seminars: Paul Winans, CR, on working in the new normal, LP Building Solutions on ExpertFinish, ChiefArchitects on designing for homeowners, Kyle Hunt on Marketing Tips for Contractors, and Joleen Emery shared Google My Business. They have more programming for this year and are already planning for 2021.

Nominating Committee has held one informational session for anyone interested in serving on a committee or on the board. Another session is planned for the end of July. Check out the website for more information and to get the link. Be a part of the future of your association.

Sponsorship Committee has been pivoting in this new environment. May's meeting featured six commercials from our sponsors. Sponsorship opportunities are available for the Golf Outing and CotY. Contact the office for more information, info@narimn.org.

Golf Committee spent a couple meetings talking about how to make a NARI-tastic golf outing in these times. Great solution! Centrally located, with golfing, lunch, and fantastic prizes available. Everyone is a winner this year!

CotY Committee is reviewing options for the November 10th celebration. The submission process is live. Check it out on our website. Be sure to check out the 'How to Apply' video on the submission page.

Home Shows & Tours Task Force is now working on the 2021 shows. What will they look like? We don't know. But, this group will be prepared!

Workforce Development Task Force is working with Hennepin County Technical College, Project Build, and others to help bring new people into the trades. Interested in helping on this important task force? Contact the office, info@narimn.org.

Community Aid & Diversity Task Force has met two times and they are working on making a difference in our community—helping where we can. Want to make a difference? Contact the office at info@narimn.org.

Diversity Outreach Subcommittee is just now forming. They will be working with Workforce Development, Program and Education, and the Community Aid & Diversity Task Force to position NARI-MN and its members with a nod to the future.

Upcoming Event Schedule

DISCLAIMER! All events are subject to change!

AUGUST

Firm Night

Tuesday, August 4th

5:30 PM - 8:30 PM

Prosource Wholesale - Bloomington, MN

ProSource[®]
— WHOLESALE

Golf Event

Tuesday, August 25th

12:30 PM Shotgun Start

Como Golf Club, St. Paul, MN



SEPTEMBER

Firm Night

Tuesday, September 22nd

5:30 PM - 8:30 PM

Modern Design Cabinetry - Cologne, MN

Modern Design
—
CUSTOM CABINETRY AT ITS FINEST

Professional Development Seminar

Tuesday, September 29th

9:00 AM - 10:30 AM

Schluter Systems, Hilton, Bloomington, MN



OCTOBER

Professional Development Seminar

Wednesday, October 7th

7:30 AM - 9:00 AM

Prosource Wholesale - Plymouth, MN

ProSource[®]
— WHOLESALE

2020 Regional CotY Winners

Residential Exterior \$50,000 to \$100,000 - EdgeWork Design Build

Residential Exterior \$100,000 to \$200,000 - Mantis Design Build, LLC

Entire House Under \$250,000 - EdgeWork Design Build

Entire House \$250,000 to \$500,000 - AMEK, Inc.

Entire House \$750,001 to \$1,000,000 - Highmark Builders, Inc.

Historical Renovation/Restoration \$250,000+ - TreHus Architects + Builders + Interior Designers

Commercial Specialty - Mom's Design Build

Residential Landscape Design/Outdoor Living \$100,000 - \$250,000 - Mom's Design Build

Residential Landscape Design/Outdoor Living Over \$250,000 - Mom's Design Build

Basement Over \$250,000 - MA Peterson Designbuild

Universal Design (Bath) - mackmiller design+build

Residential Kitchen \$60,001 to \$100,000 - mackmiller design+build

Residential Kitchen Over \$150,000 - Bluestem Construction

Residential Bath Under \$25,000 - EdgeWork Design Build

Residential Bath \$25,000 to \$50,000 - McDonald Remodeling

Residential Bath Over \$100,000 - Bluestem Construction

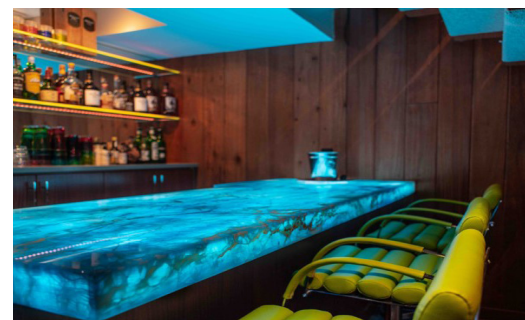
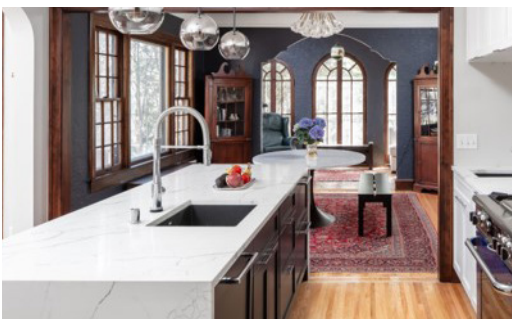
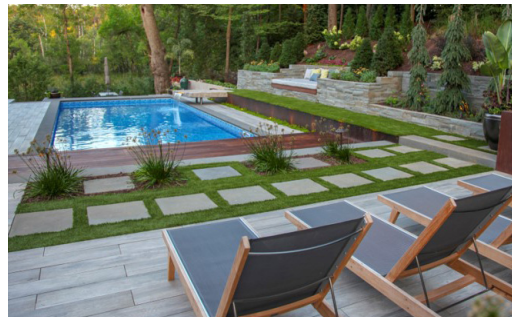
Residential Interior Over \$500,000 - MA Peterson Designbuild

Residential Interior Element \$30,000 and Over - McDonald Remodeling

Residential Addition Over \$100,000 - Jones Design Build, LLC



2020 Regional CotY Winners



Fun Fact:
The Minnesota Chapter had more Regional CotY wins than any other chapter!

2020 National CotY Winners

Residential Bath Over \$150,000 - Bluestem Construction

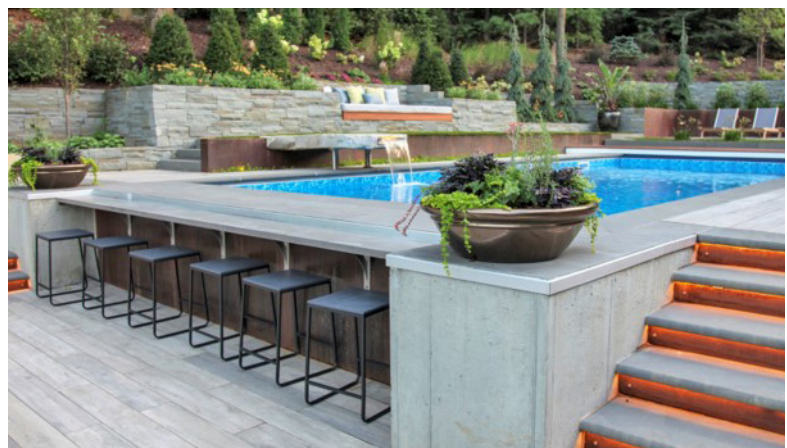
Residential Bath Under \$25,000 - EdgeWork Design Build

Residential Bath \$25,000 to \$50,000 - McDonald Remodeling, Inc.

Commercial Specialty - Mom's Design Build

Residential Landscape Design/Outdoor Living \$100,000 to \$250,000 - Mom's Design Build

Residential Landscape Design/Outdoor Living Over \$250,000 - Mom's Design Build



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retreat. At Marvin, our windows and doors are inspired
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solutions, visit marvin.com.

The Connection of an Association

Dear NARI-MN Member -

2020—the year of change. NARI-MN members embrace change and thrive in a changing environment. Some of the recent changes have been subtle like the extra-long stare on a Zoom call, hungry for a connection. Some changes have been very obvious like having the NARI-MN events move to an on-line format.

We are thankful for everyone that helped make the move to a virtual environment possible. Look at the following pages for more information about what we provided and who provided it. Most of the events were recorded and are available on our blog, <https://business.narimn.org/blog/nari-mn-blog-3584> . Our blog has been the go-to location for many of the announcements that this chapter has made and the way that we have been able to consolidate disparate information in one easy-to-find location. We hope that you have found this tool valuable as you moved through the many COVID-related changes. Another change is the office location. We have moved to a desk in the shared space at the IMS. We continue to receive IMS benefits (conference rooms, centrally located, and access to many members) and have the IMS address. Our desk is located on the first floor. Stop by the next time you are in the building. Staff work at the desk a couple times each week. Our new address is in this newsletter, please note this. And, tell your billing department of our office change.

NARI National and the chapters met this summer for a sharing/learning two-day on-line session. We learned about new benefits for the members, see the information on Age Safe America, and about some exciting new marketing programs that they are instituting. One thing that National will be doing is focusing on homeowners. We know that homeowners that hire a NARI member hire someone they can trust. National will be sharing that message. Look for some exciting changes very soon.

Membership value is foremost in the discussions at the committee and board level. In the last four months we have been providing information on a number of topics. The benefit programs continue to be popular including the Home Depot Pro Remodeler and the Office Depot discounts. Many members note that the discounts alone cover the cost of membership at the chapter.

Congratulations to all of the CotY winners, Regional and National. The projects were amazing. NARI National was impressed by the Minnesota chapter's participation. The online Evening of Excellence where the National winners were announced was exciting.

Thanks to all of the members that help out on committees, at events, volunteering, helping on NARI Cares projects, at the board level, and being there for the association. Your commitment to the association makes a difference.



Beatrice Owen, MA
Executive Director
beatrice@narimn.org
612-332-6274

Thank You Volunteers!

Thank you all our volunteers that helped out on our Open Roundtable Zoom calls!

Mike Anderson, Warner's Stellan
Austin Battaglia, Spectrum Insurance Group
Tim Brown, Hook Agency
Reed Gilkey, Hardwoods Specialty Products
Dan Grant, Cambria
Drew Gray, Drew Gray Photography
Bill Gschwind, MN Construction Law Services
Cynthia Jahnke, Spectrum Insurance Group
Chris Jones, Hellmuth & Johnson
Randy Jundt, Lampert Lumber
Tracy Kelly, Hook Agency
Pam Lier, Lampert Lumber
Mary Lynch, Mary Lynch Design
Jim Lynum, Builders Insurance Services
Mary Mackmiller, mackmiller design+build
James Madsen, James Barton Design Build
Morgan Molitor, construction2style
Donella Olson, CKBR, EdgeWork Design Build
Tom Quistad, Solid, LLC

Meredith Samuelson, ECFE, St. Paul Public Schools
Andrew Schmidt, AMEK, Inc.
Chris Schmitz, ProSource Wholesale
Tony Sjogren, Rebuilding Together Twin Cities
Tom Sweeney, Content Craftsmen, LLC
John Sylvestre, Sylvestre Remodeling & Design
Tricia Wiitanen, UDCCP, Refined Homes

Topics that were covered:

- What to Expect Now
- Branding
- Working at Home With Children
- COVID-19 Resources/PPP Completion
- Moving a Loan to a Grant
- Lumber Yard Update
- Insurance for You and Your Clients
- Getting to the 'Why' of Your Business
- Trade Partner Update
- Marketing: What You Need to Know
- Why You Should Submit a CotY Award
- Aging In Place

*Do you remember the last time we were all together?
It was the March Firm Night at Select Surfaces!*



*We have missed you!
See you at an event soon!*

Upcoming Firm Night / Roundtables



NARI FIRM NIGHT

August 4th • 5:30PM-8:30PM

Join us for a showroom tour, demonstrations, food trucks and more!

ProSource of Bloomington

9201 Penn Avenue South, Suite 36
Bloomington, MN 55431

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Roundtables

What is a Roundtable?

The roundtables are the number one benefit that NARI of Minnesota members mention. They are an organic group that meets on a monthly basis to discuss topics chosen ahead of time. The goal is to help one another grow and improve business practices.

List of current Roundtables:

- Roundtable N
- Roundtable II
- Women in Construction Roundtable
- Designers Roundtable
- Young Professionals Roundtable
- Design-Build Roundtable
- Open Roundtable - all members welcome

Please contact the office if you are interested in creating one or want to join one.

If anyone is interested in leading or participating in a Production/Construction Roundtable, contact the office. We have critical mass of members and they need you to lead them!

Some Roundtables are open and some are closed. Each Roundtable decides topics, when they will meet, where they will meet, and so much more. Check out our events page to find out when the Roundtables are meeting, <https://business.narimn.org/events>



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What is NARI Certification?

NARI Certifications were developed to recognize highly experienced remodeling professionals, capable of planning and managing complex remodeling projects to client satisfaction. Certified professionals represent an elite group of industry experts who possess extensive technical and management skills that set them apart as capable remodeling professionals.

Benefits of Certification

- Validates your professionalism, expertise and dedication to client satisfaction.
- Advances your business skill set for increased company profitability, project timeliness, and streamlined project/business operations.
- Develops your professional skill set and set your career in remodeling up for success.
- Positions yourself or your staff as an indispensable resource to your clients with complex project needs.
- Increases your reputation in a crowded marketplace.

Certification Types

Master Certified Remodeler (MCR)
Certified Remodeler (CR)
Certified Remodeling Specialist (CRS)
Certified Remodeling Associate (CRA)
Certified Kitchen & Bath Remodeler (CKBR)
Certified Remodeling Project Manager (CRPM)
Certified Lead Carpenter (CLC)
Universal Design Certified Professional (UDCP)
Senior Home Safety Specialist

The logo features the word "CERTIFIED" in a large, bold, dark blue sans-serif font. Below it, the words "NARI PROFESSIONAL" are written in a smaller, bold, dark blue sans-serif font. The "NARI" part is slightly larger and more prominent than "PROFESSIONAL".

Certification Process

- Candidates must demonstrate technical skill, business and project management expertise and tenure in the industry based on their selected certification's specific and detailed requirements.
- Candidates are required to prove participation in education courses, meeting the minimum Continuing Education Units (CEU), as outlined by each specific certification
- All candidate applications are subjected to comprehensive review by NARI Certification staff to assure all program pre-requisites are met and the candidate is eligible for certification.
- Eligible candidates could chose to attend a preparatory course offered by their local NARI chapter (check with chapter for availability) attend the rigorous, multi-week preparatory courses provided by NARI, or self-study.
- All eligible certification candidates must undergo and pass a rigorous examination of up to 200 questions, overseen by an examination proctor adhering to strict integrity criteria.
- NARI certified remodeling professionals must meet annual recertification requirements for continuing education.

2020 CotY Submissions

CotY Submissions are open!

To submit visit narimn.org/submit-a-coty/

Submission Pricing:

\$175 – first submission

\$150 – any additional submissions

The project finish date must be between December 1, 2017 and September 11, 2020.

This year's judging will be done by Kansas City NARI

Important to know for local entrants in 2020:

Only NARI contractor members in good standing are eligible to enter. Entries must be submitted on or before September 11, 2020. All entrants' membership records will be checked to verify their classification as a contractor member. Projects not meeting this requirement may be brought to the CotY Committee for approval. Projects can only be from Minnesota or a border state. Therefore, only projects from MN, WI, IA, ND, and SD will be accepted. The fee for the first entry purchased is \$175. The fee for additional entries is discounted to \$150 per entry. Fees are non-refundable, non-transferable, and cannot be carried over to subsequent years.

Single Entrant Winner – A single entrant in a category may receive an award based on the overall average scores for the year's submissions.

A contractor member company may enter multiple projects in multiple categories and may enter a maximum of two projects in the same category. If applicable, a project may be entered in multiple categories.

If you have a large, multi-area project, and would like to enter just a portion of it, you may break it out and/or enter the entire project. For example, if your project included the remodel of a kitchen, family room, and two baths, you could enter a kitchen category, an interior category, two bathroom categories, and/or a whole house category. This is true for National submissions as well.

Include information on your trade associate partners in the Other categories in the submission process.

These partners will be considered eligible for the Pillar Award, the companion award for trade partners.

Updates for 2020 for local entrants:

This year, local categories will be different from national categories, in that some local categories will now be combined. You will see the combined categories only on this rules page and the NARI MN website.

NARI of MN does not offer a team option. Please follow the National Team Member process for your local entry if you are planning to roll up any of your local entries to National. Call the NARI National office with questions about team entrants – 847-298-9200.

New this year; the criterion of overcoming obstacles was combined with another criteria question.

Please be aware the time frame for project completion is different from NARI National. See NARI National rules on their website. <https://www.nari.org/Recognition-Center/CotY/How-to-Apply>

We look forward to seeing you and your projects at this year's Gala!

NARI CotY™ 2020 AWARDS

Date:

Tuesday, November 10th

5:00 PM – 10:00 PM

A'bulae

255 6th Street E

St. Paul, MN 55101



Look for Gala pricing and dinner option selections soon!



To register, visit
www.narimn.org/events



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The 2020 Pillar Awards

The Pillar Awards were established to honor our Trade Associate members for their partnerships with our Contractor members' winning CotY submissions. The Pillar Awards will be given to those Trade Associates who have submitted an application for a project that wins a CotY Award during this year's Gala.

* Entries open **September 21st** and close **October 5th**.

Please note: Companies will be sent one invoice for all entries, payable upon receipt. Pricing details below:

5 or more entries = \$50/each

4 or less entries = \$75/each

How to Apply:

Applications for the Pillar Awards will be accepted on our NARI-MN Pillar Events page on our website beginning September 21st.



Be sure to watch the Why Submit a Pillar Award video on the submission page!



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2020's New Members

Ben Quie & Sons
Black Dog Homes
Buchanan Kitchen Curators
Built to Last Custom Closets
Capital One Spark Business
Carriage House Studio
Castle Building and Remodeling
Certified Moisture Testing, LLC
construction2style
Cosentino (National Industry Partner)
Craft Design Build
Creativ Endeavor
Enhanced Home Systems
Lewis Electrical Contracting and Consulting Services
Livit Site + Structure
ProPainters Inc
Redebu
Service Associate Construction Services LLC

The Tile Shop (National Industry Partner)
TopFlight Exteriors
Wellborn Cabinet (National Industry Partner)
Windsor Windows and Doors



NARI Preferred Partner Program - *New Certification Available!*

Senior Home Safety Specialist

This course empowers professionals with actionable ways to better help educate clients, older adults and their family members on the serious issues of home safety, fall prevention, financial exploitation and personal safety. This comprehensive 5-hour self-paced audio/video course offers the only designation of its kind to individuals within the senior service industry.

This important training consists of a 17-hour module self-study education program with a short quiz after each section. Upon successfully completing the entire course, you will receive an attractive Certificate along with a digital copy of the designation emblem to use in your own marketing, social media, and public relations efforts.

What Is Covered In This Online Course?

- Fall Prevention Myths and Solutions
- Fire Safety Precautions and Solutions
- Aging-in-place home modifications
- Mobility and Accessibility Issues
- Home and Senior Safety Technologies
- Considerations for Alzheimer's/Dementia
- Crime Prevention and Personal Safety
- Senior Exploitation, Identity Theft & Scams
- Communication With Older Adults and Family
- Performing a Complete Home Safety Assessment

Certification Pricing:

Regular Course Pricing = **\$397.00**

NARI Member Course Pricing = **\$ 297.00**



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Member Resources - Did You Know?

NARI has tools and resources to help you make your business successful. These include industry intelligence in the NARI NewsWatch e-newsletter, best practice tips from NARI member experts, discounts and rebates on services you use to run your business and marketing tools to help you promote yourself as a NARI member. Tools help NARI members save time AND money!



NARI members signed up for the program receive a 2% rebate based on purchases you make at The Home Depot. The Home Depot PRO Rebate Program pays out every 6 months (Jan-June and July-Dec) when you spend a minimum of \$12,500. It's literally free money on purchases you're already making.



NARI is pleased to partner with EnerBank USA, to create the NARI BuildingBucks program customized exclusively for our members. Discover what thousands of contractors already know — offering an unbeatable choice of unsecured home improvement financing options increases sales and helps grow your business.



NARI new savings program includes incredible savings at Office Depot in addition to offers for hotels, car rentals and services to help your business run better including payroll services, credit card processing, background screening and more!



NARI is pleased to offer a custom designed liability insurance program exclusively available to active NARI members. Boasted as the most comprehensive insurance package in the industry. Custom designed Liability Insurance program – available exclusively to active NARI Members



NARI has partnered with SCORE, a nonprofit association dedicated to helping small businesses like NARI members grow and achieve their goals through education and mentorship for more than 54 years. SCORE has a nationwide presence with more than 300+ chapters and 10,000+ volunteer mentors or business coaches.



Measures and improves levels of customer satisfaction. As a NARI member, you can survey up to 50 of your past customers through GuildQuality at no cost. The GuildQuality team will survey your customers and will share the responses with you, allowing you to resolve issues immediately, find out where your team is excelling, and where you have room for improvement.



This NARI-MN affiliation program helps members process credit cards effectively, efficiently, and with cost savings.

The Marcus Project:

One of the biggest projects the NARI Cares Board tackled in 2019 was the Marcus Project. Thank you to Eric and Ruth Bader of **Allrounder Remodeling**, for taking on the role of Project Contractor, along with Tricia Wiitanen of **Refined Homes** for being the Project Liaison.

Below are some after photos of the space. The project consisted of half a basement remodel with an elevator, kitchen, laundry, and living space. Thank you to everyone involved! Shout out to NARI-MN members that helped on this project: We could not have done it without you!

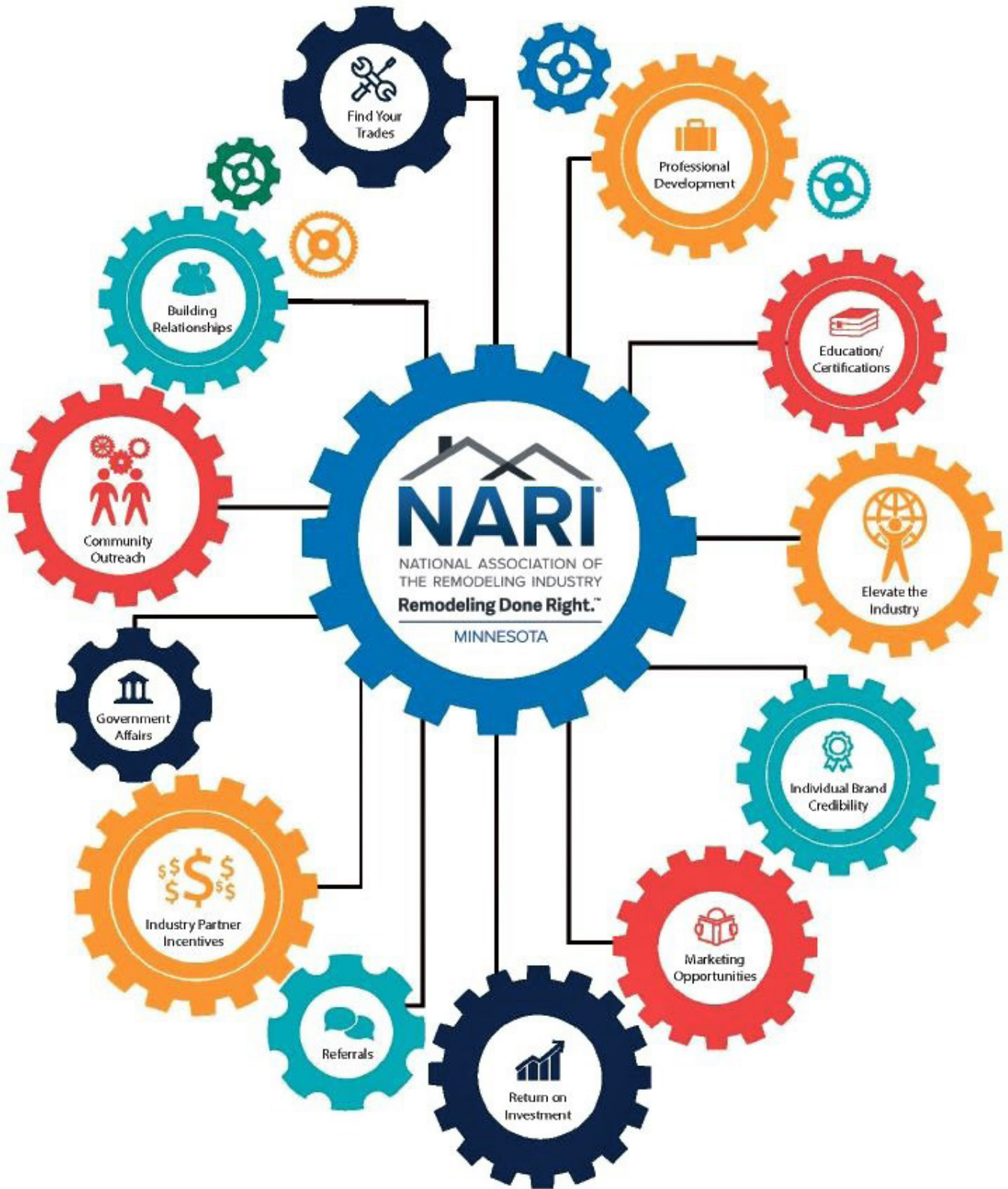
Bill Rascher Mechanical Inc., Williams Drywall, Dakota County Lumber Hirshfield's, Twin Cities Habitat for Humanity ReStore, Lech Audio Video, Demolition Services, LLC



Are you interested in helping on any future projects? Be sure to contact the office!

If you know of individuals or organizations that need assistance, please contact the office to receive the application submission form. This form will be brought to the NARI Cares Board for review.

NARI-MN
275 Market Street, Suite 54
Minneapolis, MN 55405
narimn.org / 612-332-6274



NARI of Minnesota's Mission:

To be the primary remodeling resource for professionals and consumers by elevating the professionalism of the remodeling industry through expanding knowledge, building relationships, and recognition of industry excellence.