



Memphis Area Home Builders Association

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Local contractor becomes Chairman of Tennessee Home Improvement Commission

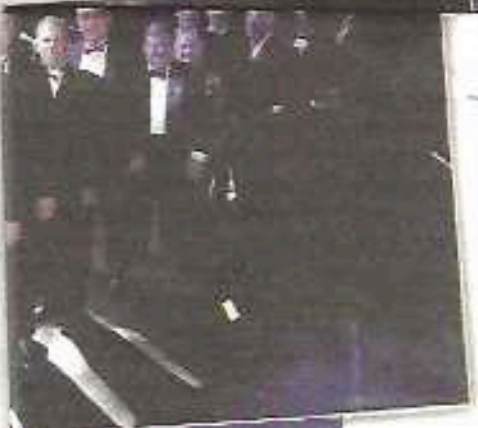
April 24, 2007 – Patrick J. Mahoney, of John T. Mahoney Co., Remodeling Consultants, Inc., has been chosen as the 2007 Chairman of the State of Tennessee Home Improvement Commission. Mahoney was appointed to the Tennessee Home Improvement Commission back in October 2006 by Tennessee Governor Phil Bredesen.

Mahoney is a Past President of the Memphis Area Home Builders Association. Pat is still active at the Home Builders Association and currently serves as the Chairman of the Registered Remodelor’s Council.

The National Association of Home Builders in Washington, D.C., has established an award that recognizes Bryan Patchan’s commitment and service to the National Association of Home Builders’ Remodelers Council. All 2007 Chairmen and Vice Chairmen of Remodelers’ Councils around the country were eligible to receive this honor. Pat Mahoney was selected as the recipient of this prestigious award.

The Memphis Area Home Builders is the voice of the building industry, advancing home ownership through public policy, education, networking and professionalism in Shelby, Tipton and Fayette Counties.

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Stories from the 2007 Bryan Patchan Scholars

After more than 20 years, Patrick Mahoney paid a visit to Washington, D.C., with the assistance of the Bryan Patchan Scholarship to attend the 2007 Spring Board meeting and network with other NAHB Remodelers members.

Mahoney enjoyed the opportunity to interact with so many



2007 Bryan Patchan Scholar Patrick Mahoney, CAPS

professionals dedicated to the remodeling industry. "I saw NAHB's deep commitment to the remodeling industry," said Mahoney.

After gathering information and networking at the national level, Mahoney returned to share these resources with his local council. In his own business, he's implementing some new management and leadership development tricks to nurture his staff.

Another thunderbolt hit Mahoney as a result of his experience with the scholarship: "[Remodelers] need to communicate to homeowners to help them through the process. [Remodeling] is a service business, not a product business."

Debbie Emmons, another Bryan Patchan Scholarship winner, also had a great experience using the scholarship funds. She plans to attend all of NAHB Remodelers' 2008 meetings.

Feeling very welcomed at the national meetings, Emmons was also "impressed with all the activity and dedication of remodelers." She shared her experiences with her local council and looks forward to deepening her involvement with NAHB Remodelers in the future. ©



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NAHB
REMODELERS

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September 20, 2007

Mike Nagel, CGR, CAPS
NAHB Remodelers Chair
Chicago

ISSUE CONTENTS

- ▶ See You at the Remodeling Show!
- ▶ Highlights from the Remodelers at Fall Board
- ▶ Sign Up for a Free Local Council Workshop at the Remodeling Show
- ▶ Cindy Kuyton-Lycholai, CGR, CAPS to Appear on Radio
- ▶ Moen Sponsoring New CAPS Award
- ▶ 7 in '07 Profiles
- ▶ Free Exhibits Pass to the Sunbelt Builders Show
- ▶ Call for Testimonials About Remodeling Relationships
- ▶ Promoting Active, Stable Membership Featured at NAHB Membership Conference
- ▶ New Tax Resource
- ▶ Community Service Award Entries Due by Nov. 12

7 in '07 Profiles

We're proud to profile members who have conducted outstanding membership recruit part of the 7 in '07 campaign. Learn a little more about the members who have recruited or more new members this year.

Pat Mahoney, CGR, CAPS

Owner, Remodeling Consultants, Inc.

Germantown, Tenn.



Business focus: Large volume residential construction and remodeling firm, founded in 1974.

What drives him: "I enjoy working with homeowners, and building their trust. There's always a need for someone in this business who follows the Golden Rule."

Pet peeve: "I hate hearing the word 'problem' on my worksites; 'opportunity' is much better. Whether you're the owner or a worker, take 100% of the responsibility."

Favorite resource: "Take advantage of the NAHB Remodelers website. There are so many useful case studies of what remodelers did in specific situations. I've even printed out pages and ideas about challenges I don't have now, but might in the future."

Tips for success: "Surround yourself with outstanding people by joining organizations, and you're bound to pick up new skills and contacts. Every builder or tradesman encounters adversity — but the best ones just keep on plugging. Their enthusiasm is contagious."



HOME BUILDER BYLINES



By Keith Grant, President, Memphis Area Home Builders Association

Aging in Place: Growing With Your Home

When looking at building a new home, there are many things that you will want incorporated into the design. A functional floor plan, lots of windows, and top of the line kitchens and baths often top the list. It's important to also consider the plan's longevity - how long it will work for you as you age or encounter physical challenges.

If you're like the majority of Americans over the age of 45, you want to continue living in a familiar environment throughout your maturing years. According to AARP, older homeowners overwhelmingly prefer to age in place, which means living in your home safely, independently and comfortably, regardless of age or ability level.

To age in place, you will probably need to modify your house as you mature to increase access and maneuverability. These modifications range from the installation of bath and shower grab bars and adjustment of countertop heights to the creation of multifunctional first floor master suites and the installation of private elevators.

You can rely on a Certified Aging-in-Place Specialist (CAPS) to help you modify your home. A Certified Aging-in-Place Specialist has been trained in:

- The unique needs of the older adult population
- Aging-in-Place home modifications
- Common remodeling projects
- Solutions to common barriers

"Planning for the natural aging process ensures that your home will be accessible to you and your guests for years down the line," said Pat Mahoney, Chairman of the Registered Remodelers Council at the Memphis Area Home Builders Association, and a Certified Aging-in-Place Specialist (CAPS) contractor. "What many people don't realize is that these details don't make the home environment sterile or stark. On the contrary, wider hallways create a sense of openness, lever handles are available in a variety of styles and finishes, and reinforced walls don't look any different on the outside than a typical wall. The function that these features offer isn't fully realized until a challenge exists."

CAPS professionals have the answers to your questions. The Memphis Area Home Builders Association has three contractors who have this designation - Pat Mahoney (901-757-5471), Joe Coggins (901-755-0330) and David Vaughn (901-876-6281). Give them a call and start the process today.



Home Builders Bylines is published courtesy of The Commercial Appeal Advertising Department

"Think Twice Before You Remodel Yourself"

By Tim Wilson

If you've just moved into your brand new home, you could be one of many who decide to personalize your space through do-it-yourself remodeling. Before jumping in, be sure you have the proper skills and knowledge of what you plan to undertake. According to the U.S. Census Bureau, homeowner do it yourself projects account for 20 percent of all remodeling and industry experts say that between 25 percent and 30 percent of their work comes from fixing do it yourself disasters. "With the popularity of all of these TV shows dedicated to projects that homeowners can do themselves, it is important that homeowners understand that these TV shows hire professionals to do the work and make it look easy," says Memphis Area Home Builders Association Remodelers Council Chairman Pat Mahoney of Germantown, Tennessee. "Embarking on a home project without the needed planning and expertise can be very expensive and can have a negative effect on home equity." While a motivated, skilled do-it-yourselfer may remodel as well as a professional, you should ask yourself these questions first:

- Have you ever done this before?
- How much money will you really save? (To get a true sense of actual costs of a project, take what you think it will cost in time and money and multiply by three.)
- Will you know what to do when something goes wrong?

If you are willing to put the time and energy into a do-it-yourself home remodel, the Remodelers Council advises:

- Follow product directions.
- Get a detailed, illustrated home repair and maintenance book.
- Do very careful and thorough preparation: Set everything up and protect surrounding surfaces.
- Practice with the tools.
- Follow safety procedures and use proper safety equipment.

While careful attention to detail and directions can help a do it yourselfer with a successful remodel, Remodelers Council warns against non-professionals attempting



Transforming Your Surroundings

Remodeling tips from those in the know

by Karen Shelton

Whether you are facing a change in lifestyle — a growing family or an empty nest — want to update your home, or you just want a change without the hassle of a move, remodeling may be just the answer for you.

For many, though, the thought of remodeling can be a daunting one. With a few simple tips from the experts, however, remodeling can be a positive experience with the reward of new surroundings that will make you feel right at home.

Pat Mahoney, chairman of the Memphis Area Home Builders Association Remodelers Council and owner of Remodeling Consultants, Inc., promotes the power of planning when it comes to remodeling.

"Consider your family's lifestyle and the things that are really important for you and your family," Mahoney suggests. "Having a plan, a budget, and a wish list will help your project go smoothly whether you are a do-it-yourselfer working on a small project or you

hire a professional contractor for a major renovation."

Having a plan of action before you start is also the advice of Karen Kassen, a Certified Master Kitchen and Bath Designer and part owner of Kitchens Unlimited, a local firm specializing in kitchens, baths, cabinetry, and appliances for remodels as well as new construction.

"Know what you are going to do," Kassen explains. "Having a plan and outline of what is involved will save costly mistakes and having to redo things more than once. A plan will allow you to budget for all items involved in the project and give you a road map to the finished project."

The remodeling budget, experts say, should be one of the first things you do when deciding to remodel. People are often afraid to be upfront about the budget they have in mind when considering a remodeling project. But Mahoney points out that by explaining your budget to the experts with whom you are working — contractors, sales-

men and designers — you can avoid any last-minute surprises and they will be able to tell you at the beginning of the project whether or not your budget is reasonable or if adjustments need to be made. A true professional can guide you in the proper direction so that you are not wasting your time or theirs.

"No matter how large or small your project is, a professional interior designer, builder, contractor, or architect should be an integral part of your process," emphasizes Kassen. "Whether you are a do-it-yourselfer or always hire out other people to do the work for you, there is someone out there that can help you achieve the look you want for your home and help you navigate through the sea of choices with a plan and even help you execute it."

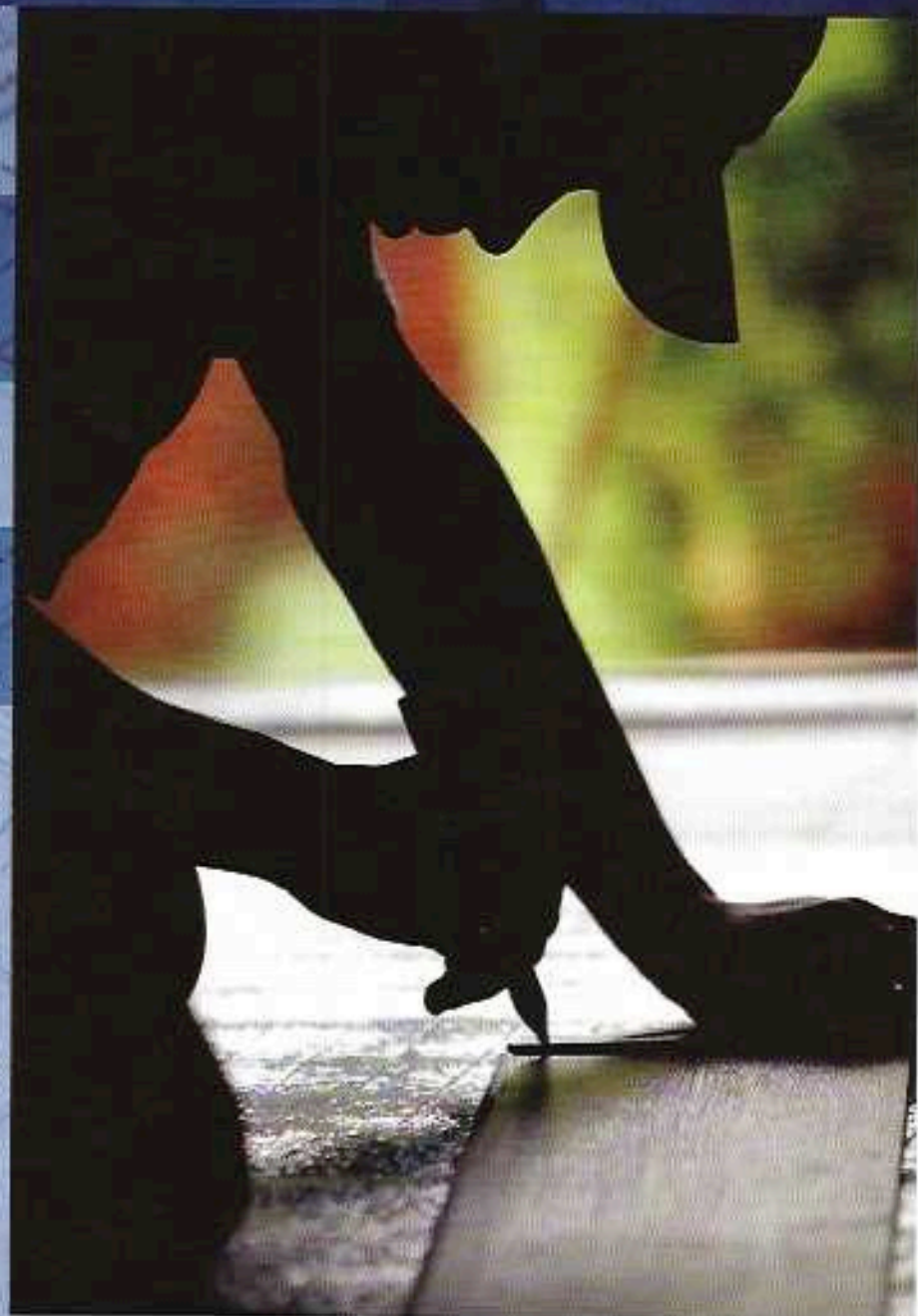
Regardless of what you see on HGTV, there are some projects for which you really do need to call professionals. Certain people specialize in remodels with specific areas of expertise that can help you save time, money, and a lot of headaches. Mahoney encourages homeowners to ask for referrals from friends, family, and neighbors. He also recommends contacting the Memphis Area Home Builders Association for a list of members and to check with the state's licensing agency as well as the local building inspectors to verify a remodeler has the proper licensing and insurance.

"If the contractor is a member of the Home Builders Association, check to see how active he is," Mahoney adds. "Is he involved in something like the Remodelers Council or some other group that shows a commitment to the profession and to promoting high-quality standards and practices?"

Mahoney also advises interviewing prospective contractors to ask questions and determine whether or not the remodeler is familiar with houses in your area and if he can provide ideas and suggestions that might improve your project.

Kitchen and bath remodeling are, according to Mahoney, among the most common remodeling projects because these are the two areas where homeowners tend to get the most bang for their buck on resale. But remodeling isn't all about selling your home; these days remodeling is often about creating a space that you love in the home where you plan to stay.

Mike Donovan, owner of Creative Kitchens, says that kitchen remodeling has been popular for several years and will most likely continue to be something



CHANGE IS GOOD

Whether you're expanding, updating, or just adding fresh touches, a remodeling expert can make the job easier.

BY KAREN SHELTON

So you want a new house but dread the mere thought of "the move"? Don't fret. In this dilemma, you really can have it both ways—just remodel!

Too much work, you say? Nonsense. No matter what HGTV might imply, the "do-it-yourself"

segment has lost a share of the market. Most people who decide to remodel their homes hire contractors.

Some homeowners are building whole rooms onto their houses. Some are adding master bedrooms or updating kitchens and bathrooms.

“
The kitchen and the master bath are the two main rooms people look to change for the sake of investment.”

— Pat Mahoney

Still others are changing spaces in their homes to accommodate their changing lifestyles — empty nest, an aging parent moving into the home, a growing family.

In short, it's possible to love us if you have a brand-new house without leaving your friends and all the conveniences of your old neighborhood. But how do you choose the right project and design? Pat Mahoney, chairman of the Memphis Area Home Builders Association Remodelers Council and owner of Remodeling Consultants, Inc., says to start by taking your family's lifestyle into account when selecting an area of your home to remodel. For example, if you get a lot of traffic through the house, consider hardwood floors. Families who frequently entertain in the kitchen may want to expand the main and add an island or some comfortable chairs. If your bathroom is the place where you escape the world, add a whirlpool tub or a deluxe shower.

"The kitchen and master bath are the two main rooms people look to change in their homes for the sake of investment," Mahoney adds. "These two rooms definitely get the best return on your money. But if you are looking to remodel your home because you plan to be there for a long time and you want more space or more comfort or even just a different use or feel to your rooms, then other remodeling projects might fit your lifestyle — such as opening up living spaces to create a more spacious feel, or changing an unused bedroom into a media room or even creating an outdoor living space."

Kitchen remodeling has been popular for years and is, according to Mike Donovan, owner of Creative Kitchens, a great way to increase the functionality of one of the most used rooms in the house and add value to your property. "People seem to be staying home a bit more these days and they want their homes to be a place they can really enjoy. The kitchen is the heart of that