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2008 Board of Directors

Tony Bouquot - President
Patio Enclosures

Mike Leigh - Vice President
C-Thru Industries

Russ Schmidt - Treasurer
Joyce Manufacturing

Martin Goss
Champion Enclosure Suppliers, Inc.

Frank Beato
Astro Shapes, Inc.

Craig Joss
Craft-Bilt Manufacturing

Brian Fabian
Four Seasons Sunrooms

Bob Lizardi
Admiral Sunrooms

Lyndon Johnson
Harvey Industries, Inc.

Tom Blackwood
Custom Patio Sunrooms

Future Meeting Locations

2008 NSA Spring Meeting
March 10-11, 2008
Marriott Rivercenter
San Antonio, Texas

2008 NSA Fall Meeting
October 16-17, 2008
Sheraton Gateway Suites O'Hare
Chicago, Illinois

2009 NSA Spring Meeting
Las Vegas, NV
(Details to come!)



Fall Meeting Recap: Notes from Sunny Florida

The 2007 NSA fall meeting was held October 14-16, 2007 in Naples, Florida. For three days in October, the LaPlaya Beach Resort was the center of the sunroom universe.

The Website and Design Awards Committees met on Sunday, October 14 to discuss everything from enhancements to the website to the marketing efforts for the 2007 Design Awards. A Board of Directors meeting followed the Committee meetings. Later that evening, a tabletop reception gave Affiliate Members the opportunity to promote their latest products to the sunroom manufacturers.

On Monday, the General Membership meeting was called to order to brief the members on the current state of the of the association. The AAMA Certification Program remains a high priority. NSA Technical Director, Dan Walker, as well as the Board of Directors, will continue to monitor the status of the program.

The first presentation of the meetings was a legal brief given by NSA Legal Counsel, Naomi Angel. Ms. Angel's presentation focused on risk management of hiring and firing employees.

The NSA welcomed Michael Beaton, Senior Regional Manager at ICC-ES, who presented on the relationship of ICC-ES to the code and code enforcement agencies. Mr. Beaton also provided an update on the status of ICC-ES regarding new hires and lead times on evaluation reports.

The Keynote Speaker was Mr. Paul Gary, who is the principal of The Gary Law Group in Portland, Oregon. Mr. Gary focuses on the management of legal issues for the window and door industry. The presentation focused on legal issues with fenestration products as well as insurance coverage matters related to fenestration product claims.

Fall Meeting Recap *continued from page 1*

After a full plate of speakers and presentations in the morning, the members hit the links at the LaPlaya Golf Club for a mixed scramble golf tournament. This year's winning foursome was Tony Bouquot, Rick Cavanagh, John Thomas, and Brian Zimmerman.

The final day of presentations began with a Technical Committee update by the NSA Technical Committee Chairman, Terry Cavanagh. Mr. Cavanagh reviewed the status of projects that the Committee was currently working on. The Committee will be holding a working meeting in February to continue their work on various projects.

NSA Technical Director, Dan Walker, reported on the outlook for the 2009 International Codes and how proposed changes could affect the sunroom industry.

The NSA also welcomed Mr. Joe Belcher, President of JDB Code Services. Mr. Belcher presented relevant information on changes to the Florida Building Code. Mr. Belcher also indicated that he would like to see the revised NSA/AAMA/NPEA 2100 standard incorporated into the next revision of the Florida Building Code.

This concluded the 2007 NSA fall meeting. The Program Planning Committee is hard at work scheduling the meeting program for the 2008 spring meeting in San Antonio. We hope to see you there!

Member Feedback

The NSA office would like your comments and suggestions to make NSA better than ever. If you have a meeting presentation topic, a suggestion for the website, potential member information, or anything that would benefit the NSA, please email association headquarters at info@nationalsunroom.org.



President's Message

2007 was a year of great change and growth at the National Sunroom Association. In 2007 we elected a new president, hired a new management company, got a new technical director, hired new legal counsel and registered several new members.

We celebrated the fifth anniversary of The Sunnys (the NSA Design Awards, to those of you not in the know).

We got together in Pittsburgh in the Spring and Naples in the Fall. We talked codes, treated lumber, the internet, more codes, legal issues, more codes, more legal issues and finally more codes.

In Naples, we hit the links together for the first time in several years. I personally donated over a dozen balls to the Florida Alligator's Benevolent Fund. Thankfully all of them had a Temo logo, compliments of the borrowed golf bag I was using (thanks Dominic).

Also in Naples, the NSA elected new board members and the board elected new officers. I am honored and pleased to have been elected to the office of NSA President.

As my first order of business, I want to thank outgoing President, Dean Schwartz for his years of service to the association. His leadership during this period of transition has made what could have been a difficult time for the NSA, a time of stability and growth.

In closing, I would like to extend an invitation to all of you. If you are an NSA member who has not attended meetings recently, I would like to invite you back. The Program Planning Committee is working hard to include meeting content of interest to all areas of your business.

If you are a member who attends meetings regularly, I would like to invite you to get involved with one or more of the NSA Committees that will be meeting at the upcoming NSA meeting in March.

And if you are a sunroom manufacturer who is not yet a member of NSA, I would like to invite you to attend one of our meetings to see what we are all about. I am confident that you will find membership in the NSA is the best way to stay current on all aspects of the sunroom industry.

Tony Bouquot
NSA President

NSA Technical Report

Do You Know Your Code?

Statewide IRC Adoptions

We have compiled a summary of information published by ICC regarding the statewide adoption of the International Residential Code (IRC). The results may surprise you. The majority of states have moved to either the 2003 or 2006 edition of the IRC.

Code Edition	# States Adopting
2006 IRC	14
2003 IRC	18
2000 IRC	6
Adopted by Local Governments	8
No State Code Adopted	4

In the past it may have been common for a jurisdiction to keep the same edition of the building code for a long time, but with the advent of the international family of codes that has changed. The majority of localities have decided to embrace the I-Codes, and the legacy codes (BOCA, SBCCI and ICBO) are all but gone.

This situation has, in many ways, made conformance with the local building code requirements a lot easier. Local amendments to the model code are still allowed, but most often it seems localities are enforcing the model code provisions. Even when local amendments are made, the situation today is much better than it was in the past when there was no effort of a single national model code to unify the requirements.

Sunroom contractors are oftentimes responsible for more than just the successful erection of the manufacturer's products. In many cases they are building decks with stairs, railings and landings, or installing new doors or windows in the existing house. Modifications to existing concrete slabs, or even new concrete or masonry work is sometimes required. Knowing what the code requires for these situations is essential to a successful sunroom installation.

Code Adoption Resource

The biggest challenge today is keeping up with the more proactive nature of building departments. With fourteen states officially adopting the 2006 IRC, it is clear that localities want to stay in-step with the improvements in safety and technology offered by the news codes. This challenge requires local sunroom contractors

to stay current and know the differences between the various editions of the codes. It is also very important that local contractors are aware that ICC publishes errata to the codes (yes, even they make printing mistakes). The list of statewide adoptions can be found

(in PDF format) here:

<http://www.iccsafe.org/government/stateadoptions.pdf>.

The errata to the codes can be found here:

<http://www.iccsafe.org/cs/codes/errata.html>

There are also several books that outline the differences between the I-code editions. These and many other great construction related references can be found in the ICC bookstore, which is located at www.iccsafe.org/e/catalog.html.

Recommended Reading

Of course, if you don't already have it, you need to purchase a copy of the 2006 IRC (we'll assume you have the 2003 edition). We also recommend purchasing the commentary for the code—this is something most contractors never look at. The code commentary is published by ICC, and contains background information for almost every code provision. This helpful information is written in plain English and can often clarify the intent of the code text by expanding on code language.

There are numerous publications that can help you better understand the codes (and many others that cover conventional residential construction). You may want to check out the following resources:

Code Changes Resource Collection: Approved Code Changes Resulting in the 2006 IRC (www.iccsafe.org)

Home Builder's Jobsite Codes: A Pocket Guide to the 2006 International Residential Code (www.iccsafe.org)

Code Check: An Illustrative Guide to Building a Safe Home, 5th Edition (www.iccsafe.org)

JLC Field Guide, Volume 1: Exteriors, A Manual of Best Practice (www.jlconline.com)

Building Construction Illustrated, 4th Edition (www.wiley.com)

NSA: The Year In Review

January 2007:	Thomas Associates hired to manage NSA
January 2007:	NSA announces new Technical Director Dan Walker
February 2007:	First new version of <i>Sunroom News</i> circulated
March 2007:	Electronic voting approved by Board of Directors
April 2007:	Spring Meeting in Pittsburgh
April 2007:	Three new Manufacturer Members approved
April 2007:	2007 Design Awards winners are recognized at the Spring Meeting
May 2007:	Program Planning Committee formed
May 2007:	Simplified Inspection Checklist completed and posted to members only section of the website
June 2007:	NSA Logo registered
June 2007:	Technical Committee begins to review and revise NSA / AAMA 2100 standard
August 2007:	NSA begins working relationship with AAMA to review 2100 standard
September 2007:	Board approved 2007/2008 budget
September 2007:	Standard for Component Testing Subcommittee begins work on standard
September 2007:	NSA submits seven code change proposals to ICC
October 2007:	Fall meeting in Naples, Florida
October 2007:	NSA retains new legal counsel, Ms. Naomi Angel from Howe & Hutton
October 2007:	2007 NSA Design Awards entry period begins
November 2007:	Technical Committee working meeting scheduled for February 2008
November 2007:	NSA schedules meeting with ICC-ES to build positive working relationship
December 2007:	Membership at all time high 28 Manufacturer Members, 14 Associate Members, 3 Affiliate Organizations

2008 Industry Calendar

Feb 11, 2008	NSA Technical Committee meeting - Arlington, TX
Feb 13-17, 2008	Glass Week 2008 - Las Vegas, NV
Feb 24-27, 2008	AAMA 71st Annual Conference - Indian Wells, CA
Feb 29-March 2, 2008	Chicago Home & Garden Show - Schaumburg, IL
March 3-6, 2008	NFRC Spring 2008 Membership Meeting - Nashville, TN
March 10-11, 2008	2008 NSA Spring meeting - San Antonio, TX
May 13-16, 2008	9th Annual Aluminum Extrusion Technology Seminar & Expo - Orlando, FL
May 15-17, 2008	American Institute of Architects Annual Convention - Boston, MA
June 1-4, 2008	AAMA National Summer Conference - Hershey, PA
July 28-31, 2008	2008 NFRC Summer Membership meeting - Chicago, IL
Sept 9-12, 2008	2008 Remodeling Show - Baltimore, MD
Sept 21-24, 2008	AAMA National Fall Conference - San Antonio, TX
Oct 6-8, 2008	2008 Glassbuild America - Las Vegas, NV
Oct 16-17, 2008	2008 NSA Fall Meeting - Chicago, IL
Nov 3-6, 2008	NFRC Fall 2008 Membership meeting
Nov 11-13, 2008	Win-Door North America 2008
Nov 19-21, 2008	GreenBuild International Conference & Expo - Boston, MA

2008 Board of Directors

The National Sunroom Association is pleased to announce the 2007/2008 Board of Directors:

Tony Bouquot - President Patio Enclosures	Craig Joss Craft-Bilt Manufacturing
Mike Leigh - Vice President C-Thru Industries	Brian Fabian Four Seasons Sunrooms
Russ Schmidt - Treasurer Joyce Manufacturing	Bob Lizardi Admiral Sunrooms
Martin Goss Champion Enclosure Suppliers, Inc.	Lyndon Johnson Harvey Industries, Inc.
Frank Beato Astro Shapes, Inc.	Tom Blackwood Custom Patio Sunrooms

On behalf of the entire NSA, we would like to thank the following individuals for serving as NSA Board Members in 2006/2007:

Dean Schwartz SunPorch Structures	Bob Ottaway Westview Products
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Legal Tips on Notable Topics

By Naomi Angel, NSA Legal Counsel

ARE MANAGERS AT PERSONAL RISK FROM LAWSUITS?

The answer appears to be yes. Executives and managers are more likely to be sued personally along with employers for alleged discrimination involving their workplace decisions.

State courts have become more open to such claims in recent years, and federal courts are entertaining claims they might have turned away in the past. Plaintiffs' attorneys say that it often takes the threat of personal liability to obtain management attention to claims and to work out settlements.

Tip: Such lawsuits are a two-edged sword. They increase the attorneys' workload (and thus the legal costs), and they extend the time it takes to resolve such claims. Just be aware of the trend, and use care in personnel decisions.

A HEADS-UP ON 2008 PERSONAL TAX PROJECTIONS

Official Internal Revenue Service inflation adjustments are due in mid-December. If current estimates are correct, the standard deduction for singles will increase to \$5,450 and \$10,900 for married couples.

The personal exemption will increase to \$3,500. The maximum adjusted gross income limits for Roth IRAs and standard IRAs will also increase in 2008.

Tip: Now's a good time to plan to maximize your IRA contributions for the 2007 tax year.

THE DANGERS OF DOING BUSINESS E-MAIL FROM HOME

As a number of prominent people have learned the hard way, personal e-mails are frequently subject to discovery in civil and criminal litigation.

For example, an employee sends work-related materials to his personal e-mail account so he can work from home. From home, he e-mails others regarding those materials.

In the course of a lawsuit, an adverse party learns that the employee worked on work-related materials at home. The plaintiff's attorney then seeks access to the employee's personal files on his home computer.

Courts are generally reluctant to provide such access on personal privacy grounds. However, if a litigation party can demonstrate that relevant materials are likely to reside on a person's personal computer, a court is likely to grant access to a person's private computer files.

Tip: Companies should review their policies and consider prohibitions that deter employees from putting company materials on personal computers.

Warn your employees of the dangers of using their personal e-mail accounts for business purposes. Companies involved in litigation should also warn employees that work-related information on personal computers or in personal e-mail accounts should not be deleted pending discovery proceedings.

CONGRESS EXTENDS THE BAN ON INTERNET TAXES

On Oct. 30, Congress passed and sent to the president a bill to extend for seven years the ban on taxing the Internet. This was a compromise between the four years previously approved by the House and the permanent ban sought by some.

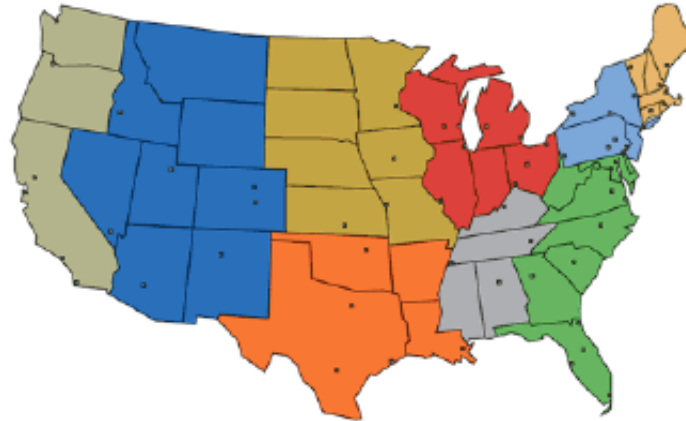
This means state and local governments cannot tax Internet connections, e-mails, and related services. The legislation does not prohibit sales taxes on retail transactions taking place across the Internet. These sales transactions are currently subject to the same state and local sales taxes that apply to catalog and telephone sales.

Tip: This is good news for any company that uses the Internet. For another seven years, state and local governments cannot impose Internet taxes such as all the add-on fees imposed on telephone and cell phone bills. And seven years is the longest extension of the ban since the original ban was enacted 10 years ago.

These articles are provided solely for informational purposes and do not constitute legal advice. If you have specific questions or concerns about a legal issue, consult your company's legal counsel for guidance.

Remodeling Cost vs Value Report 2007

- [What's New in the 2007 Report?](#)
- [Where We Get the Numbers](#)
- [What the Numbers Mean](#)
- [Cost vs. Value Trends](#)
- [The Research Team](#)
- [Project Descriptions](#)



Sunroom Addition

Construct a 200-square-foot sunroom addition, including footings and slab-on-grade foundation. Post-and-beam framing exposed on interior side. Wall glazing: vinyl or aluminum clad awning and casement windows with low-E, laminated or tempered glazing and screens. Roof glazing: 10- large aluminum clad venting skylights with screens. Provide ceiling fan; insulate all non-glass areas; provide movable shades for glass area. Quarry tile or equal on floor.

2007	National Averages		
Project Midrange	Job Cost	Resale Value	Cost Recouped
Attic Bedroom Remodel	\$46,691	\$35,771	76.6%
Back-Up Power Generator	\$13,357	\$7,748	58%
Basement Remodel	\$59,435	\$44,661	75.1%
Bathroom Addition	\$37,202	\$24,553	66%
Bathroom Remodel	\$15,789	\$12,366	78.3%
Deck Addition - Wood	\$10,347	\$8,835	85.4%
Family Room Addition	\$78,989	\$54,148	68.6%
Garage Addition	\$53,897	\$37,461	69.5%
Home Office Remodel	\$27,193	\$15,498	57%
Major Kitchen Remodel	\$55,503	\$43,363	78.1%
Master Suite Addition	\$98,863	\$68,172	69%
Minor Kitchen Remodel	\$21,185	\$17,576	83%
Roofing Replacement	\$18,042	\$12,166	67.4%
Siding Replacement	\$9,910	\$8,245	83.2%
Sunroom Addition	\$69,817	\$41,231	59.1%
Two-Story Addition	\$139,297	\$103,010	73.9%
Window Replacement - Vinyl	\$10,448	\$8,290	79.3%
Window Replacement - Wood	\$11,384	\$9,241	81.2%