

Do Your Homework!

Summer
2009



GUTHMANN CONSTRUCTION

DISTINGUISHED RESIDENTIAL DESIGN/BUILD



In Tough Times,

What Corners You SHOULD NOT CUT on YOUR HOME

Like many cautious Homeowners this year, you may have been looking for ways to conserve cash and cut back on some expenses around the house. Sometimes it is simply reducing your cable package from **1 billion channels to 1 million**. Or maybe you have decided that your old wood siding will last 1 more year, or your foggy windows don't have to be replaced right now after all.....But I want to urge you "Don't make those decisions based on the economic news you hear on a Cable News station. Some things don't wait for you to feel better about the Economy. Rotting wood, water or sun damage, a deteriorating roof, even an old, inefficient heat pump....will never get better or cheaper by waiting for Washington to figure it out. So don't neglect your most valuable asset (husbands & wives excluded)....

DO YOUR HOMEWORK....and do it on time. "Don't neglect those rotting soffits and leaking gutters"



A TAX CREDIT WORD PROBLEM from Rich

Vinyl Replacement Windows for 2200 sf, 2 story colonial (21 windows).

Contractors Cost for windows Option #1 - \$3,550

Contractors Cost for windows Option #2 - \$3,250

Supplier represented that the windows were basically the same except for vinyl welded/fused corners on Option # 1 and mechanically folded corners on Option # 2. Not a convincing distinction even for a small \$300 upgrade.

The client is about to purchase \$3,500 + in replacement windows. The Energy Tax Credit (ETC) is 30% of cost of product, excluding labor, up to \$1500. Please note the difference between a deduction in taxable income and a tax credit which is deducted dollar for dollar from the taxes you owe. 30% of \$3500 is over \$1000. I thought that was worth taking notice of and checking into. SO I WENT A BIT FURTHER.....

The Window Mfg web site of window Option #1 DID qualify for the ETC, but there was no mention on window Option #2. I called the supplier and they said, "Oh yea, Option #1 will qualify but you have to add the ETC Upgrade. The cost of the ETC Upgrade for the entire window pkg was \$105. Not \$105. for each window but for the entire pkg(21 windows) So, here was the question we were faced with: **Purchase Window Option #1 w/ ETC Upgrade for \$3,655 and receive \$1,100 ETC = net cost of \$2,555 or purchase less expensive pkg, window Option #2 for \$3250.** I don't care what math you had in school, you know the answer to this question.

Care and Protection of your Countertop Surfaces.

CULTURED MARBLE – Apply a penetrating sealant, such as 511 Impregator or Porous Plus, once or twice a year to protect it from stains, etching, and scratching. Clean with a nonabrasive liquid cleanser. In the event of small scratches or stains, rub with a car polish compound.

GRANITE –After it is installed, use 2 applications of professional granite sealant within 10 minutes of each other. Repeat every 3-5 years, depending on the granite. Finer granites may need more frequent applications. Clean with a Neutral Cleaning product. Wipe and buff dry.

SOLID SURFACE – Because this is a non-porous product such as *DuPont Corian*, it does not need to be sealed. Clean with abrasive cleansers to restore original luster.

CERAMIC TILE – Seal the Grout upon installation to prevent discoloration. Repeat periodically based on how often the area is used, how often it is cleaned, and the type of sealer you use. **RESEALING THE TILE AND GROUT periodically can save discoloration and mildew growth. GREAT News for showers!**

PLASTIC LAMINATES - Clean using a soft cloth and mild cleanser. Periodically apply a self-cleaning wax to prolong the life and luster of your laminate countertop.



OUR LATEST DESIGN/BUILD PROJECT by graydesign, AIA/Guthmann Construction, and Kathi Davis Designs This gorgeous kitchen island is "Cold Springs Granite" from the Triton Group is part of a Whole House renovation.

"It is everything we had hoped for and more! Your staff was always so professional and knowledgeable about all aspects of the project.....WE LOVE EVERYTHING ABOUT IT." from a happy homeowner

5 BIGGEST REMODELING MISTAKES are: avoiding permits, setting an unrealistic budget, hiring the wrong contractor, taking on more than you can handle, and overbuilding for your neighborhood. SOURCE: HGTV

BOTTOM LINE ON THOSE TAX CREDIT

The Federal Tax Credit is now 30% of the **COST** of **LABOR & MATERIAL & LABOR ON MOST PRODUCTS**, BUT ON WINDOWS, DOORS, ROOFING, AND INSULATION, THE CREDIT IS ON **MATERIALS ONLY**. Labor is excluded, so the invoice should separate material and labor. Perhaps that is because many homeowners can "DO IT THEMSELVES." The Product must be installed between JAN 1, 2009 and DEC 31, 2010. Installation must meet the specifications of the 2009 IECC. ALL product Materials' primary purpose must be to CONSERVE ENERGY!!

IF YOU WOULD LIKE TO RECEIVE OUR NEWSLETTER VIA EMAIL.....OR HAVE YOUR NAME REMOVED FROM OUR LIST, PLEASE REPLY to

Vickie@GuthmannConstruction.com

If Mama ain't happy, ain't nobody happy" ...spoken by a smart man

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Is the HOUSING MARKET HOLDING YOU BACK?

Trying to Sellbut can't attract the buyers?
Looking to Buy....but can't find the perfect house?

With interest rates at an all time low, and the housing inventory at an all time high, timing is critical for buyers and sellers. Our team of professionals are readily available to Consult with **Sellers, Buyers and Realtors** offering Design Suggestions, Estimates and Renovative changes which will help you to quickly ...

JUMP START YOUR HOUSING SLUMP

SELLERS NEED OUR HELP

In this saturated housing market, Sellers need to present a home that will stand out among so many. Some needed changes may just be cosmetic, or simple repairs, to demonstrate that your home was well cared for, Or perhaps the thing that you **Disliked** most about your house all those years....will also be a deal breaker for a buyer.

BUYERS NEED OUR HELP

In this current economic climate with so many homes in foreclosure, Buyers are looking for GREAT DEALS.

- Sometime those deals come in a House with Great Bones, but no frills! Not quite the deal you imagined ?
- Or perhaps you just can't decide **"WHAT TO DO TO MAKE THAT HOUSE IN YOUR FAVORITE NEIGHBORHOOD RIGHT FOR YOU."**
- If only this were different.....
- If it just had this.....
- How much would that cost to change?
- The more you look, the more confused you are among your favorite picks....

SO What MAKES ONE HOUSE stand out among so many?

IMAGINE the unseen Potential, Beauty, and Value in a home, and then MAKE it your reality!"

Guthmann Construction offers *Design / Construction Consultation to Buyers AND Sellers* needing to gather home improvement information, price proposals, and construction remodels quickly for your best offers.

BEFORE

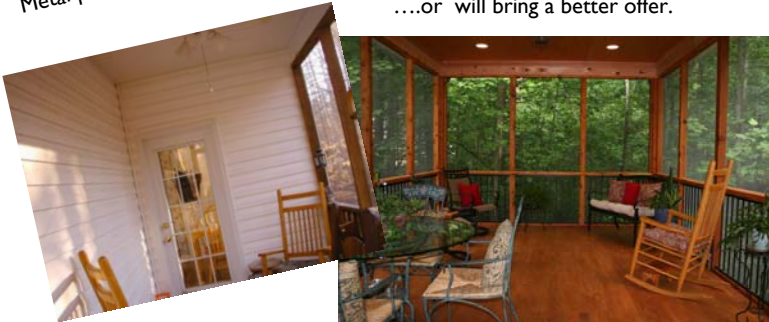


Metal porch roof is a deal breaker

AFTER



Some Changes are worth staying Homeor will bring a better offer.



A very Special Thanks to these Past Client/Friends who have recently referred Guthmann Construction to a friend needing our help with a Design/Renovation/or repair. Your Kind words and reviews are greatly appreciated by all of our team.
Rich Guthmann

Walter & Ginny Balch
 Keith & Aileen Robelen
 Melissa Taylor of Allen Tate Realtors
 Kathi Davis Designs
 Tom Nunnencamp & Lib Jones
 Larry & Linda Sullivan
 Charles Cauthen
 Char-Meck Building Inspector....Wow, thanks for the big complement
 Beth Merrill
 Linda Mahoney
 Sharon Frazier (3 times)
 Angie's List

Congratulations! NARI Scholarship Recipients Colin & Preston Gray

Charlotte -NARI, offers a wide variety of educational and certification opportunities for Industry Members. Each year the NARI of Greater Charlotte Past Presidents Committee awards (2) deserving students college scholarships. This year the awards went to siblings, Colin Gray and Preston Gray for their hard work and dedication in their pursuit of higher learning. Congratulations ! Colin has been accepted to Georgia Tech and Preston has been admitted to Belmont University in Nashville as a new freshman Audio Engineering Technology major. These great guys are twin sons of Tony & Shirley Gray. Congratulations MOM & DAD!

Yes, that is 2
 In college X 4
 YEARS = A LOT



The Word on the Street in the Remodeling/Building Industry is **Homeowners BEWARE of AGGRESSIVE VENDORS** with high pitched sales tactics crafted to reach more Buyers by promising ***GREATER TAX CREDIT BENEFITS***. Not necessarily so!!! The Tax Credits are what they are! And we, in the business cannot change that. So read the fine print. Determine what the sale is...if any and research the product. Better yet..call us @Guthmann Construction. We have our sources!

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ADDRESS SERVICE REQUESTED

