

HOME SHOW IS FINALLY HERE!

After a year of preparation and hard work, the Rhode Island Builders Association's 2013 Home Show takes place April 4th through 7th at the Rhode Island Convention Center, Providence. Members: Use your free tickets for two admissions on Member Night, April 4th, or for one admission at any other time during the show.

Pages 4 and 11

Volunteers still needed for show

While Home Show Committee Chairman Ronald J. Smith has been happy with the response to his call for members to volunteer to help in various capacities at the 2013 show, six more volunteers were still needed as of this writing. Please contact Mr. Smith at (401) 788-9700.

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Member Benefits: Get the word from Elise!

With benefits for members of the Rhode Island Builders Association helping you save money and find work, Elise Geddes, the association's membership relations coordinator, takes the interview spotlight this month to explain what RIBA can do for your business and for you

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RIBA charity to build home for wounded Marine

By Paul F. Eno *Editor*

A wounded veteran of the war in Afghanistan will soon have a new home in Burrillville, thanks to the Rhode Island Builders Association's Builders Helping Heroes (BHH) charity and its partner, Homes for Our Troops, based in Taunton, Mass.

Marine Cpl. Kevin Dubois was on his second deployment when he lost both legs at the hip after contacting an improvised explosive device (IED) in Helmand Province, which borders Pakistan, on July 31, 2011. Most recently, the Rhode Island native has been

see MARINE...page 25

Photo courtesy Homes for Our Troops



Cpl. Kevin Dubois,
wounded R.I. Marine

Two-day course at RIBA will fulfill rules for Mass. license renewals

WHEN: Wednesday, April 24th, and Thursday, April 25th, 8 a.m. to 4:30 p.m. each day.

WHERE: Rhode Island Builders Association headquarters, 450 Veterans Memorial Pkwy., #301, East Providence

COST: Two-day program is \$295 for unrestricted and restricted construction supervisor license holders. One-day program is \$179 for specialty construction supervisor license holders. The fee includes lunch on both days.

FOR INFORMATION AND TO REGISTER: Visit www.thecontractorcoachingpartnership.com and look for the "CSL/CEU Training" link at the top of the page, or call the Contractor Coaching Partnership Inc. at (978) 422-6354.

By Paul F. Eno *Editor*

If you work in Massachusetts, the requirements for all three levels of construction supervisor licenses have changed. However, the Continuing Education for Massachusetts Construction Supervisor License Holders, being offered at the Rhode Island Builders Association in April, will help you make the grade.

see MASS. COURSE...page 26



This story outlines the new requirements for renewing construction supervisor licenses in Massachusetts, where many members of RIBA do business. We have set up this course in partnership with National Building Products as a convenience to members and non-members in Rhode Island who need to renew their Massachusetts license on or after July 1st.

-Executive Director
John Marcantonio

From the Board of Directors

RIBA legislation on track for 2013

By Paul F. Eno *Editor*

The 2013 legislative agenda was the main topic at the March 5th meeting of the Rhode Island Builders Association's Board of Directors. RIBA lobbyist Joseph W. Walsh filled in officers and directors on several bills introduced on the association's behalf.

RIBA is asking lawmakers to extend the expiration date of approved permits until 2015 because of the continuing weakness in the economy and housing market. RIBA believes that this "Permit Extension Act," would help prevent foreclosures on properties under development, whose owners might otherwise be forced to re-engineer entire subdivisions at extraordinary cost.

Also supported by RIBA is a bill that would exclude slope as an impediment to a lot's buildable area.

The association also supports a "notice" bill, which would help ensure adequate notice of the adoption, repeal or amendment of local regulations. It would require municipalities to provide an opt-in e-mail notification system for the public.

In addition, RIBA is proposing that local taxes "at full and fair cash value" not be collected on any new construction until that property is either occupied or sold.

RIBA also is following a measure proposed by the state's business community that would require any municipality seeking to draft its own regulations on septic system location, design, construction or maintenance, or wetlands setbacks, to first submit technical and scientific justification to the Dept. of Environmental Management (DEM). The proposed ordinances would then have to be approved by the DEM director.

There also was some discussion of restoring the state's Historic Tax Cred-

it, which RIBA supports if it is done without an onerous labor provision proposed in Gov. Lincoln Chafee's proposed budget.

RIBA's officers and Legislative Committee, along with Executive Director John Marcantonio and the association lobbyists, will soon meet with legislative leaders to discuss these bills. (See the *Legislative Committee* report on page 19.)

Builders Helping Heroes

RIBA's Builders Helping Heroes charity is set to begin an ambitious home building project for a combat-wounded Rhode Island soldier, Mr. Marcantonio told the board. The specially adapted home will be constructed in Burrillville beginning in late April. (See page 1.)

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At the March 5th Board of Directors meeting, RIBA lobbyist Joseph W. Walsh reports on the progress of the Rhode Island Builders Association's 2013 legislative advocacy program.

DEADLINES FOR THE NEXT ISSUE

For the MAY issue, all copy, ads and photos must be to us by

APRIL 5

Send material to The R.I. Builder Report, c/o RIBA,
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Learning from the marketing maven



Betty Galligan of Newberry Public Relations & Marketing Inc. presents a seminar on "Cost-Effective Marketing" at Rhode Island Builders Association headquarters on February 21st. Over 20 members and guests attended the educational event, which cued them in on the top 10 most effective, low- or no-cost ways to spread the word about their businesses, products and services. For more information about RIBA's educational programs, contact Sheila McCarthy at smccarthy@ribuilders.org or call (401) 438-7400.

Photo by Elise Geddes

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LOOKING AHEAD!

♦**March 21: IT Seminar, An Evening with Atrion SMB** - 5:30 p.m., RIBA headquarters, 450 Veterans Memorial Pkwy., Building 3, East Providence. Learn to use e-mail, smart phones and other mobile devices to help your business. Discussion will include backing up data and disaster recovery, and how to use laptops for maximum productivity. Sponsored by the RIBA Remodelers Committee. Members are invited to bring a guest. *Details on page 18.*

♦**April 4-7: 63rd Annual RIBA Home Show** - Seminars, exhibits, demonstrations, a model home and much more of interest to homeowner and contractor alike at the Rhode Island Convention Center, Providence. Members with RIBA passes (sent to members by mail) get free admission for two on Member Night, free admission for one during the rest of the show. See www.RIBAHOMESHOW.com for more information.

April 9: Seminars and Trade Show by Harvey Building Products - Seminars 9:30 a.m. to 3 p.m., Omni Providence Hotel, One West Exchange Street, Providence. Cost: \$50 for four classes. Free Trade Show 3:30 to 7:30 p.m. at Harvey Building Products, 21 Wellington Road, Lincoln. Register online at www.HARVEYBP.com/pro.

♦**April 9: 8-Hour Lead Safe Remodeler Renovator Course** - 8 a.m. to 4:30 p.m. at RIBA headquarters, East Providence. This course is required for all contractors working in pre-1978 buildings. Cost: Members \$150, non-members \$195. Please logon to RIBUILDERS.org or call (401) 438-7400 to register or for more information. *Details on page 18.*

♦**April 11: WPRO Marketing Seminar** - 5 to 7 p.m. at RIBA headquarters, East Providence. Come learn about ways to market your business via broadcast media. Also learn to use statistical data from your business base to identify demographics and secondary markets, and much more. Members are invited to bring a guest. *Details on page 18.*

♦**April 24-25: Continuing Education for Massachusetts Construction Supervisor License Holders** - 8 a.m. to 4:30 p.m. at RIBA headquarters, East Providence. Visit www.thecontractorcoachingpartnership.com and look for the "CSL/CEU Training" link at the top of the page, or call the Contractor Coaching Partnership Inc. at (978) 422-6354. *Details on page 1.*

♦**May 8: Tabletop Networking Night** - 4-8 p.m., Rhodes on the Pawtuxet, One Rhodes Pl., Cranston. Admission FREE. Exhibits and networking opportunities of interest to all in the residential construction industry. Members and non-members are welcome. Also find out what RIBA has to offer. For table rentals, contact Elizabeth Carpenter at ecarpenter@ribuilders.org or (401) 438-7400.

♦**August 9: 63rd Annual RIBA Outing and Clambake** - Noon to 7 p.m., Francis Farm, Rehoboth, Mass. *Watch for details.*

**More information, registration and payment for most
RIBA events is available at RIBUILDERS.org**

♦Indicates a RIBA-sponsored event.

PRESIDENT'S MESSAGE



Felix A. Carlone

I'll see you at RIBA's 2013 Home Show!

It has been a long time coming, and many people have put in tremendous amounts of work to make it a success: It's the Rhode Island Builders Association's 2013 Home Show, and it happens in April!

Be sure to catch the fun at the Rhode Island Convention Center, Providence, from Thursday, April 4th, through Sunday, April 7th. If you're a member of RIBA, use the Home Show tickets you received in the mail. You get free admission for two on Member Night (April 4th), with free admission for one during the rest of the show.

If you're not a member of RIBA, go stand in front of the mirror and ask yourself, "Why not?" The Home Show is only one of the exciting events and huge array of member benefits that RIBA offers.

Anchored by the hugely popular model home, I see this year's Home Show being the best ever. There will be more special features and seminars, a great range of exhibitors, with fun and information for all ages.

We do need some extra help. Volunteers are being sought to help supervise crowds at the Model Home and to assist in its setup before the show. We also need members to help staff the RIBA booth at the show entrance, and to do preparation in the days leading up to the show.

If you can help, contact Home Show Committee Chairman Ronald J. Smith at (401) 788-9700, ext. 101.

We thank Ron and his committee for all their hard work! Special thanks go to member Carol O'Donnell of CRM Modular Homes for arranging for the 902 square-foot Saco Bay Model Modular Home as the show's centerpiece, and to the whole committee, who have worked so hard. See our special thank-you on page 11.

Permits up nationally

According to the National Association of Home Builders, single-family building permits, an important indicator of

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PWB networks at J&K Electric

Lighting & Design by J&K Electric was the scene as members and guests of the Rhode Island Builders Association's Professional Women in Building Council (PWB) gathered for a meeting and networking session on February 13th.

"We thank our hosts, Jeanine and Ken Lantini, for being so gracious and entertaining. Everyone had a wonderful time, enjoyed the networking session, made new connections, and enjoyed the delicious assortment of homemade foods while taking in one of the area's best selections of lighting surrounded by beautiful home décor," commented PWB President Cheryl Boyd of Arnold Lumber Co., Inc.

Through publications, awards, scholarships, seminars and programs, PWB helps give women the advantages they need to succeed in the building industry. Members include women who are RIBA and National Association of Home Builders members, including builders, remodelers and associates, along with affiliate members.



RIBA's Professional Women in Building Council meets at Lighting & Design by J&K Electric on February 13th. From left are Ann-Maire Goddard of Exodus Construction, Jeanine Lantini of J&K, Susan Gurry of North Atlantic Corp., Sophia Karvunis of Closets etc., Susan Lombardi of J&J Hardware and Appliances, Cynthia Valenti Smith of Washington Trust Co., Carolyn Picozzi of Spectral Chemical, and PWB Vice President and Secretary Tracey Boyajian of ABCLeads.com.

"We provide direct service to the general membership through education and training programs that focus on professional and leadership development, networking opportunities

and industry related information," Ms. Boyd pointed out.

For more information, contact her at (401) 255-5910 or cboyd@arnoldlumber.com.

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A Conversation with...

Elise Geddes

RIBA Membership Relations Coordinator

Elise Geddes, a graduate of Holy Cross College, has been the Rhode Island Builders Association's membership relations coordinator since November 2012. She has worked in the residential construction industry since 1978 and, with her husband, William J. Geddes, operates a family business, Cumberland-based Geddes Builders. Not only has Ms. Geddes run the company office, but she has drawn construction plans, done estimating, ridden shotgun on projects and dealt with clients. As her career progressed, she went back to school, studying drafting at the New England Institute of Technology. Contact her with any membership issues most afternoons at the RIBA office, (401) 438-7400, or at egeddes@ribuilders.org. She is here to help you.



GEDDES: The Member Rebate Program is so simple that I can't believe more members aren't taking advantage of it! The first thing to do is register, so they know where to mail the quarterly rebate check to you. You can register online or download the form, then either fax or mail it. Every quarter you properly complete a claim form, you get a rebate check. You can download the form by clicking the RIBA link on the right side of the homepage.

Again, you can complete it online, or by fax or mail. It doesn't matter when you purchased the products you're submitting the claim for. Just submit the form for the quarter in which that project is completed.

THE BUILDER: What kind of benefits do members of the Rhode Island Builders Association receive?

GEDDES: There are many benefits associated with RIBA membership, and I'd like to highlight a few. For one thing, RIBA members automatically belong to the National Association of Home Builders (NAHB), which offers savings and discounts from General Motors Corp. (GMC), Lowe's, Dell Computers, Hewlett-Packard, Office Depot and other companies. There are details online at www.NAHB.org/ma. For example, GMC offers \$500 off the purchase or lease of most GM vehicles.

RIBA has also lined up with National Purchasing Partners (www.MYNPP.com), which offers member discounts from Verizon Wireless, Staples, the Sherwin-Williams Co. and more. The Member Rebate Program (www.HBAREBATES.com) at present has 40 manufacturers offering rebates and using one simple form. It's a loyalty program that simply rewards builders and remodelers for using these manufacturers' products.

Then there's HBA Ink (www.HBAINK.com), which provides huge discounts on remanufactured toner and ink cartridges versus the name brands, and if you use the discount code from the Member Rebate Program website (hba1) you get an extra 10 percent off.

THE BUILDER: How does the Member Rebate Program work?

Unlike most rebate programs, you don't need to submit receipts (except for Progress Lighting products). Each manufacturer has slightly different questions, but all are uncomplicated. If you want to see the details of what's required, just click on their name on the participating manufacturers page.

If you have more than one project and are using different products, it's easiest to use a different claim form for each project. If you use the same products in each home or project, fill out one rebate form and submit a list of the projects.

If you need help with this process, just contact me and I'll be happy to talk you through it!

THE BUILDER: What benefits do members take most advantage of?

GEDDES: Without a doubt, more members are taking advantage of the Verizon Wireless discount program.

Once again, for any of these benefits, I'm just a phone call or e-mail away. I'll do whatever is necessary to help a member through the process. If someone has a question and I don't have the answer, I'll find it! I'd like to stress to members that some of these programs may sound complicated or time consuming, but they're not. Call me and I'll explain just how easy they are, and walk you through it if necessary.

I have to add that one of the greatest benefits of RIBA membership is that you get your very own copy of *The*

see INTERVIEW...next page

Rhode Island Builder Report every month! Everywhere I go, people read that magazine. I can't tell you how many wives say to me, "As soon as that magazine comes in the mail, my husband grabs it, and I can't talk to him until he's done!"

THE BUILDER: You said that many members aren't taking advantage of the Member Rebate Program. Why is that?

GEDDES: Maybe they think it's too good to be true or too complicated, but I can assure them that's not the case. All this program does is give away money. I'll help you through it!

As a matter of fact, in the third quarter of 2011, the very first quarter that RIBA offered this benefit, some \$2,500 in rebates went into the pockets of RIBA members.

Among the beneficiaries for that quarter at this time last year were Sturbridge Home Builders Inc. (Hugh Fisher): \$777, E.A. McNulty Real Estate (Tom McNulty): \$389, Meehan Builders Inc. (John Meehan): \$355 and CRM Modular Homes (Carol O'Donnell): \$196.

I remember Steve Fitzgerald of Fitzgerald Building and Remodeling saying that he got in under the wire for that quarter, making \$45 from two different manufacturers in a few minutes just for filling out the form.

That's been the pattern ever since: Members participating in the Rebate Program make money. If a company wants to give you money for using their products, why not take it?

Another thing to consider is that the Rebate Program can pay your RIBA dues for you, and can make you a profit on top of that. It's worth being a RIBA member just to participate in the Rebate Program!

THE BUILDER: One of the newest benefits, starting last year, is RIBAlist.com. What's that about?

GEDDES: RIBAlist.com is the association's new online directory for consumers. Listings are free for members, and we recently heard from Bob Brierley of Calyx Homes Ltd. that he landed nearly \$200,000 worth of work because of his listing.

What I love, love, love about RIBAlist.com is the sorting. You don't have to manually go through a whole list of members. If you're a homeowner looking for a contractor or a contractor looking for a subcontractor, you can find members by zip code. It even tells you their distance from you in miles. You can also sort by specialty or trade.

That's probably how RIBAlist.com helped Bob. Somebody was looking for a contractor in their area, and Bob's company popped right up!

Members should go to the RIBA website at www.RI-BUILDERS.org, logon to their account and be sure that their business information is correct. This is the information that's used for RIBAlist.com and for the annual *Membership Directory and Buyer's Guide*. And if they don't have a user name and password for the RIBA site, they should

contact me for one.

One especially important point about RIBAlist.com: Please keep the address of your company website up to date so that the link to it on RIBAlist.com will be as effective as possible for you. Even if you don't have a website, RIBAlist.com still gives you that Internet exposure.

RIBAlist.com is promoted big-time at the RIBA Home Show and on radio throughout the year.

THE BUILDER: Speaking of the Home Show, is there any way members can benefit directly from that?

GEDDES: Members absolutely can benefit from the Home Show, and many have been doing so for years. The best way is by exhibiting your products and services there, and RIBA has taken steps to make this as easy as possible for you. Members get 5 percent off the standard exhibitor rates, and if you're a first-time exhibitor or are returning to the show after not exhibiting for a while, you're eligible for up to a \$500 rebate that you can use toward purchase of a booth display. We want to make it easy for members to exhibit, whether their companies are large or small.

THE BUILDER: What new member benefits are being planned?

GEDDES: The discount and rebate programs are always looking to add companies and discounts. That's the beauty of the Internet: They don't have to print a new program every time there's a change. So watch their websites.

Also, RIBA's legislative advocacy program keeps growing, and that helps you and your business on every level. Our Legislative Committee and lobbyists watch a large number of legislative bills and proposed regulations every year, and they move decisively to support those that help the industry and to oppose those that could harm it.

In addition, a comprehensive new education program is about to launch. This will provide courses toward state-mandated continuing education credits for contractors. And besides, we live in a time when the most valuable commodity you can acquire in business is information, and that means education. Seminars, classes and workshops at RIBA will help you keep ahead of the pack.

THE BUILDER: If a member has a business or regulatory issue on the state or local level, can RIBA help?

GEDDES: Yes. Our executive director, John Marcantonio, is an advocate not just for all members at the State House but for individual members on the state and local levels. John knows key people and knows his way around. He has even been a member of a town council. So RIBA has resources and people who can intercede on behalf of members when there is a problem or potential problem.

There are no guarantees, but we can get answers and help find ways around problems. If you're running into road-

see *INTERVIEW...page 24*

Know your NAHB membership

By Michael Kurpiel

National Association of Home Builders

The year 2012 might be in the rear-view mirror, but the road that we traveled as a trade organization was significant. With fewer staff, and association volunteers who never tired, the National Association of Home Builders (NAHB) challenged the laws of chaos echoing from the last gasps of the "Great Recession."

Meanwhile, the average member of the Rhode Island Builders Association might not be familiar with their national membership and what it truly means to them as a benefit, but I can assure you that your national dues investment pays dividends.

To keep you informed on the latest legislative, regulatory and other policy developments, I strongly encourage you to subscribe to NAHB's *Washington Update*, the *Monday Morning Briefing* and other online newsletters at www.MAGNETMAIL1.net/actions/nahb/mem_sn.cfm.

At any given time, NAHB is working on more than 100 complex issues – and doing its utmost to save members money – in areas including the tax code, federal housing programs, environmental laws, building codes, OSHA, building materials, qualified residential mortgages, residential appraisals and many others.

Such issues can severely impact our industry. A single win can *save* builders thousands of dollars on every home they build. Likewise, a single loss can *cost* builders thousands of dollars on every home they build.

Below is a list of some of the more significant advocacy victories NAHB has achieved recently in terms of monetary impact. Please note that the dollar values below are based on averages across the industry and that these numbers do not necessarily apply in all areas of the country.

- A challenge to EPA stormwater regulations saved builders \$1,970 on each home built.

- Advocacy on Form 1099 reporting requirements saved each member \$230 per year.

- NAHB action saved remodelers \$260 per room on lead testing requirements.

- An NAHB flood insurance victory will preserve 10,100 new home sales in 2013.

- Fire sprinkler victories will save \$6,316 per home in some areas in 2013.

- A Supreme Court win could save \$200,000 for those seeking wetlands permits.

- A higher FHA loan limit saved 6,300 new home sales in 2012.

- Elimination of the "visitability" porch requirement will save \$1,350 per home.

These represent just a fraction of the issues that NAHB addresses on an ongoing basis. Other ongoing NAHB action includes encouraging sensible fall protection regulations from OSHA, and working for flexible, cost-effective building codes.

Homeownership campaign

NAHB launched a nationwide Protect Homeownership campaign in 2012 to safeguard the mortgage interest deduction and other pro-housing policies. The successful campaign attracted thousands of policymakers, business owners, community leaders and consumers to learn the facts, sign a petition and attend rallies in political swing states last year.

Overall, NAHB was able to reach more than 25 million Americans through newspapers, radio and television news, and social media. Our ef-



Michael Kurpiel

orts to elevate housing on the national agenda sent a powerful message to the media and Congress: Americans value homeownership, and lawmakers need to support pro-housing policies that will create jobs, help communities to flourish, and make it easier for buyers to purchase homes.

Appraisals

NAHB has acted aggressively to identify

solutions to improve the accuracy of appraisals. The association's Appraisal Working Group is focusing on changes in regulation and oversight, appraisal practices and standards, appraiser education and experience requirements, and data and technology.

Meanwhile, NAHB is calling on Congress and regulators to strengthen appraiser qualifications, develop new appraisal standards and oversight, and create an expedited appeals process. For more information, go to www.NAHB.org/appraisals.

Keeping credit flowing

Ensuring that there is sufficient credit to produce new homes is essential to keeping builders in business. Because the difficulty of accessing and maintaining construction credit continues to be a major obstacle for home builders and the housing recovery in general, NAHB is pushing for solutions to this crisis on both the regulatory and legislative fronts. NAHB worked with lawmakers in the last Congress to introduce legislation to address the credit issue for home builders and seeks to build on that foundation in this Congress.

Meanwhile, NAHB is leading the ef-

see *MEMBERSHIP...page 24*

The Rhode Island Builders Association thanks the members of our Home Show Committee!



Cheryl Boyd



Elizabeth Carpenter



Karen Corinha



Louis Cotoia



Ronald J. Smith

Reports Home Show Committee Chairman **Ronald J. Smith of Ron Smith Homes LLC**: "All the members have been working hard on this. They all put in so much extra time!" Of his committee members, Ron says:

Cheryl Boyd of Arnold Lumber Co., Inc.: "Cheryl has worked vigorously with her fantastic marketing background. She is always eager to find outside contacts to help the Home Show get better all the time."

Elizabeth Carpenter of the Rhode Island Builders Association staff: "Liz has her thumb on the pulse of anything and everything that is Home Show. She co-ordinates all the small, overlooked things and keeps us always on task. Her knowledge of past shows and the workings of RIBA have helped immensely."

Karen Corinha of Corinha Design: "Karen is new to our show this year. She is a fabulous interior designer and works closely with Carol to make sure this home and show are a huge success. One of her many credits is that she decorated the White House for the Obamas!"

Louis Cotoia of Arnold Lumber Co., Inc.: "Lou organizes most of what goes on in the preparation of the show. He has great insight for the particulars, and he's there the week prior for 60+ hours and never complains!"

Joseph C. Cracco of Modern Yankee Builders Inc.: "Joe is very detail oriented and has a great knack for thinking 'outside the box' to make things more interesting for the Home Show. Joe was instrumental in bringing back the seminars. He organized and scheduled all the seminars for us."

RIBA Executive Director John Marcantonio: "Without John, none of this would get done. His grand overview has led us through this whole process!"

Carol O'Donnell of CRM Modular Homes: "Carol works tirelessly for the Home Show. Donating the main attraction and coordinating the setup and breakdown of the model home, from trucking it to the show, getting the crane there to help, siding the home, painting, carpeting....the list goes on and on. Her preparation is fabulous and goes on months prior to the show."

Robert D. Yoffe of Yoffe Exposition Services Inc.: "Bob is our show producer and has worked very hard to ensure this show is a success. He has worked hard on contract negotiations, sales of the show, sponsorship gaining, and he runs the show once it has commenced."

*Visit the Home Show
April 4-7 at the Rhode Island Convention Center
www.RIBAHOMESHOW.com*



Joseph C. Cracco



John Marcantonio



Carol O'Donnell



Robert Yoffe



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Davitt featured in the media on Hurricane Sandy work

Trying to prevent storm damage is like trying to "stop the tide from coming in."

So said Matthew O. Davitt, president of Davitt Design Build Inc., a longtime member of the Rhode Island Builders Association. Mr. Davitt was featured in an article in the February 4th-10th edition of *Providence Business News*.

Mr. Davitt explained how he and his staff of 16 handled the flood of work in coastal areas that hit them in the wake of Hurricane Sandy. He also explained how he worked with insurance adjusters, and how to deal with the inevitable insurance bottlenecks that follow natural disasters.

He also offered advice to homeowners faced with storm damage.

Many, he said, want to restore the structures to their original condition. Others take the opportunity to completely remodel a room or rooms. Many want preventive measures included in the restoration work.

"We're seeing more flood damage from (Sandy), and I think that's where a little of



Matthew O. Davitt

the bottleneck is because you have joint damage [between insurers]."

A member of RIBA's Board of Directors, Mr. Davitt founded Davitt Design Build in 1982. The company builds, remodels and restores homes. He also owns Property Restoration Services Inc., which estimates insurance losses and works with insurance companies.



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Hydraulic Output >> 3,335 psi, 22 gpm



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Member Profile: Steven Carlino of Douglas Lumber, Kitchens & Home Center

Building relationships since 1976

By Paul F. Eno *Editor*

"For me, building relationships is just as important as helping people build houses."

That's the feeling of Steven R. Carlino, principal and president of Douglas Lumber, Kitchens & Home Center, a business that has been active in the Rhode Island Builders Association for over 30 years.

"We're a family business, except that we're two families! It was my dad, Eugene Carlino, and Bob Pesce, a member well known to everyone in RIBA. They started Douglas Lumber to buy building materials wholesale because they were building homes together," Steve recalls.

That was in 1976, and that's where Steve got his start.

"I started out working for them when I was in high school. I would drive to a local supplier in an old pickup truck, pick up building materials and bring them back to our garage," he remembers. "When I got out of school, we started selling more materials and did less building, and that was the start of the company as it is today."

At that point, Douglas Lumber still didn't have its own facilities. For a while, the company actually used a motel room for an office. Of course, Bob Pesce and Gene Carlino owned the motel!

By 1978, Douglas Lumber was outgrowing its motel room, and the next stop was what Steve calls "our first true location": on Route 7 (Douglas Pike) in Smithfield. Ten years later, the company built its current, 100,000 square-foot combination showroom, offices, warehouse and lumber yard on 14 acres, down the road at 125 Douglas Pike. Today there are 60-plus employees, or "associates" as Steve likes to call them.

"At that time, the 'big box' stores really weren't around. That gave our retail business a good shot as we got into



Steven Carlino, center, with some of his associates at Douglas Lumber, Kitchens & Home Center, Smithfield.

it," Steve says. "When the economy slowed in the '90s, we went back to our roots, so to speak, and today more than three quarters of our business is with contractors. That's where we focus."

Being in a well-traveled location, Douglas Lumber still does some major retail sales.

"Our kitchens and flooring are really major attractions for walk-in retail customers. It's like a store within a store. Most lumber yards don't do very much with kitchens," says Steve. "We even have a separate staff and a separate manager for it. And we want contractors to feel that our facility is theirs too. They can bring their customers in for product demonstrations and to see full kitchens and more," he adds.

"Now my son, a recent college graduate, I'm proud to say, is working at the company while working for his graduate degree."

As with most RIBA members, Douglas Lumber is reaching out to new customers in wider areas, as far as Cape Cod and western Connecticut.

"We belong to a vanishing breed: generalists," Steve adds. "Building suppliers are becoming more niche-oriented. There are very few of us left who still sell roofing supplies, lumber, kitchens, millwork, drywall, windows, flooring and the rest. We're still able to do that."

Douglas Lumber joined RIBA in 1980 and has always

see *CARLINO...page 25*

Douglas Lumber, Kitchens & Home Ctr.

Owners: Steven Carlino and J. Robert Pesce

RIBA member since: 1980

Focus: Building materials, kitchens, windows, etc.

Serves: Southern New England

Founded: 1976

Based: Smithfield, R.I.

Member Profile: Paul Perrotti of R.I. Analytical Labs

Environmentally, he does it all



Paul Perrotti pauses for the camera in one of the labs at R.I. Analytical.

By Paul F. Eno *Editor*

From asbestos in your old flooring to volcanos in Washington State, it's all in the repertoire of one of the Rhode Island Builders Association's most unusual member companies.

Paul Perrotti, owner and president of R.I. Analytical Labs Inc., is proud of his family business, which specializes in environmental sciences, employs 75 people in three divisions, and was founded by his father, Anthony Perrotti, in 1976.

"My father worked as a chemist for FRAM Corp. (the auto supply company that started in Providence in 1934). Basically, he had to determine whether their filtration systems were working properly," Paul recalls.

"When FRAM decided to consolidate some of its operations in Texas, he and the family really didn't want to move. So my father proposed buying that division, setting up his

own company, and FRAM could be his first customer. It worked!"

Anthony passed away last year, and Paul now runs R.I. Analytical. His mother, Ann, works in the company's human resources office.

So what does R.I. Analytical's work have to do with residential construction?

"Every day, a residential contractor might walk into a building that has contamination hazards that have to be resolved before any work is done. Those can include asbestos, which could be in anything from the roof to old linoleum floors or old tiles. We can determine if asbestos is present and in what amount," Paul explains.

"We also can determine the presence of lead, which can be in many forms, including dust and paint chips. It can also be in the outside soil," he adds.

Currently, R.I. Analytical, based in Warwick and with a satellite office in Hudson, Mass., is busy with many buildings in Rhode Island.

"The latest concern now is for PCBs or polychlorinated biphenyls, which can cause cancer. They can be found in older buildings and even homes, such as in old adhesives around windows. The concern is that these could be disposed of in landfills and could cause problems over time with groundwater," Paul says.

He also points out that new home sites without municipal water need testing for wells.

"Is the water potable? Will they need a filtration system. Also, is there radon, high fluorides or nitrates? Coliform bacteria? It's never ending."

As if residential jobs didn't keep them busy enough, R.I. Analytical also works with municipalities on their water systems, and handles some projects for the Consumer Product Safety Commission, especially when it comes to products for children. The company has an entire division to deal with indoor air quality and assessing "sick buildings."

Paul himself graduated from Mount St. Charles Academy in Woonsocket in 1989, then went on to the University of Rhode Island (URI) to study environmental sciences, with a concentration in chemistry and biology. To polish his skills on the business end, he took business courses at URI and the Community College of Rhode Island.

Has the "Great Recession" cut into business at R.I. Ana-

see PERROTTI...page 26

R.I. Analytical Labs Inc.

Owner/President: Paul Perrotti

RIBA member since: 2011

Focus: Environmental science

Serves: Globally

Founded: 1976

Based: Warwick, R.I.

RIBA offers IT seminar to members March 21

WHEN: Thursday, March 21st, 5:30-7:30 p.m.
WHERE: RIBA headquarters, East Providence
DEADLINE TO REGISTER: March 18th
FOR INFORMATION AND TO REGISTER: Logon to RIBUILDERS.org, click on this event under the "Events Calendar," or contact Katelyn Lombardi, klombardi@ribuilders.org, or Elizabeth Carpenter, ecarpenter@ribuilders.org, or call (401) 438-7400.

Learn to boost your business and increase productivity through e-mail, smart phones and other mobile devices at this seminar presented by Atrion SMB and sponsored jointly by the Rhode Island Builders Association.

Discussion will include backing up data and disaster recovery, and how to use laptops for maximum productivity. A question and answer session will follow.

RIBA members are invited to bring a guest.



Lead class set for April 9

WHEN: Tuesday, April 9th, 8 a.m.-4:30 p.m.
WHERE: Rhode Island Builders Association headquarters, 450 Veterans Memorial Pkwy., East Providence
COST: Members \$150, Non-members \$195. Includes a light meal.
DEADLINE TO REGISTER: Full payment required by April 1st. Credit cards accepted.
FOR INFORMATION AND TO REGISTER: Logon to RIBUILDERS.org, click on this event under the "Events Calendar," or contact Elizabeth Carpenter at ecarpenter@ribuilders.org or (401) 438-7400, or Sheila McCarthy at smccarthy@ribuilders.org or (401) 438-7400.

The Rhode Island Builders Association will once again present the 8 Hour Lead-Safe Remodeler/Renovator Course in April. This course is required to obtain or renew a Lead Safe Remodeler/Renovator License, which is necessary for work in all pre-1978 buildings in Rhode Island. This class covers the Lead Renovation, Repair and Painting (RRP) requirements in Rhode Island and Massachusetts, as well as those of the Environmental Protection Agency (EPA).

A written exam is given at the end of the course, and a passing grade allows attendees to apply for licensing in Rhode Island, Massachusetts and through the EPA.

There will be no refunds for cancellations after April 1st. No-shows will not receive refunds or credit toward future classes. Space is limited - please register now!



Learn about the 2013 forecast for construction

WHEN: Wednesday, April 24th, 2 to 4 p.m.
WHERE: On the Internet
COST: Members: \$29.95, non-members: \$49.95
DEADLINE TO REGISTER: ASAP
FOR INFORMATION AND TO REGISTER: Visit www.NAHB.org/CFW

Be sure to catch the National Association of Home Builders 2013 Spring Construction Forecast Webinar in April. If you are a supplier, developer, builder, remodeler, lender, consultant, real estate professional, lawyer, marketing or advertising executive, architect, or a member of any associated industry, including utilities, moving and storage, fur-

see WEBINAR...page 24

RIBA to present WPRO marketing seminar April 11

WHEN: Thursday, April 11th, 5 to 7 p.m.
WHERE: Rhode Island Builders Association headquarters, 450 Veterans Memorial Pkwy., East Providence
COST: Free
DEADLINE TO REGISTER: April 4th
FOR INFORMATION AND TO REGISTER: Logon to RIBUILDERS.org, click on this event under the "Events Calendar," or contact Elizabeth Carpenter at ecarpenter@ribuilders.org or (401) 438-7400, or Sheila McCarthy at smccarthy@ribuilders.org or (401) 438-7400.

In this marketing seminar presented by WPRO Radio, find out how to use the broadcast media to help market your business. Among the topics: How to do marketing, why it's achievable and affordable, and how to identify the most profitable product or service you offer. Also learn to use statistical data from your business base to identify demographics and secondary markets.

Find out how to use all your marketing materials in a unified way: business cards, signage, print materials, vehicle wraps and more. Develop a slogan/tag line/sell message.

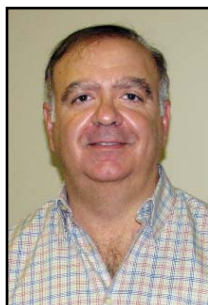
Learn to incorporate community involvement into your overall plan and let people know it.

A panel will include Thomas Lopatosky, Richard Dirocco, and representatives from Carjon Air Conditioning & Heating Inc. and Woods Heating.

There will be time for networking. Come and learn, and share your ideas and experiences!



RIBA's 2013 legislative advocacy concerns you, so be ready to help



Steven Carlino

As we reach what is usually the midpoint in the annual session of the General Assembly, the Rhode Island Builders Association's Legislative Committee is reviewing and monitoring over 100 bills of interest to the residential construction industry.

At this point we are planning our strategies for lobbying and testimony at the State House. And as we say every year, we need all our members to participate in this if we are to encourage legislation that is good for your business. *For an update on legislation of the greatest concern, see the Board of Directors report on page 2.*

If you don't know your own state senator or representa-

tive personally, make yourself known by a phone call, an e-mail or, better yet, a personal meeting. Let them know that you are a business person in their district and how much good, sensible legislation can mean for you. If you can join us in testifying on certain bills at the State House, so much the better, and the more of us who turn out for these hearings the better.

The fact is that lawmakers and regulators make the rules by which we must carry on business. If we don't educate them about the residential construction industry – how it works, what it needs, and how vital its health is to the overall economy, who

see LEGISLATIVE COMMITTEE....page 22



Ed Ladouceur

RIBA's Legislative Committee

Steven Carlino, Co-Chairman
Douglas Lumber, Kitchens & Home Center

Edgar N. Ladouceur, Co-Chairman
Stormite Co., Inc.

President Felix A. Carlone, Ex Officio
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John Anderson
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John Bentz
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Frank Bragantin
Ferland Corp.

David Caldwell
Caldwell & Johnson Inc.

Thomas D'Angelo
Terry Lane Corp./Progressive Realty Group

Michael DeCesare
DeCesare Building Co., Inc.

John Dooley
Home Safe Home

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South County Sand & Gravel Co., Inc.

Barbara Gallison
Newport Plate & Mirror Glass

Thomas A. Hanley
Law Office of Thomas A. Hanley

Dean Martineau
Dean W. Martineau Carpentry & Painting

Carol O'Donnell
CRM Modular Homes

Stephen Olson
DePasquale Bros. Inc.

J. Robert Pesce
Lehigh Realty LLC.

John Pesce
Lehigh Realty LLC.

Scott Rabideau
Natural Resource Services

Timothy Scanlon
Government Strategies Inc.

Joseph W. Walsh
Government Strategies Inc.

Gayle Wolf
Government Strategies Inc.

Eric Wishart
Civil CADD Services Inc.

DEM drafting new rules for disposal of 'post-consumer' paint

Regulations are mandated by legislation passed in 2012.

By Paul F. Eno *Editor*

There are some new regulations coming down the pike from the Dept. of Environmental Management (DEM) on the disposal of paint. Based on a bill (S-2030A) passed during the 2012 session of the General Assembly, the rules are supposed to "establish a cost-effective, convenient, statewide system for the collection, recycling and reuse of post-consumer paint."

"The draft regulatory changes to our Hazardous Waste Regulations are currently undergoing a dual legal review, first by DEM legal and then by Environmental Protection Agency (EPA) legal," said Nicole Pollock, legislative

liaison in the office of DEM Director Janet Coit.

"Because this is a federally delegated program, when we change our regulations, EPA also must sign-off. Unfortunately, we don't have a precise timeline for when that review will be complete," Ms. Pollock stated.

In place by next year


However, the regulations will be in place before the state's new paint recycling program is launched next year, and are expected to "greatly ease the disposal of paint for contractors and small businesses," she added.

In drafting a paint collection and disposal plan, DEM has been working with PaintCare, a non-profit organization created by the American Coatings Association (ACA), that works with state and local governments to estab-

lish "paint product stewardship" programs.

The 2012 legislation specifically directs DEM to:

- Develop a comprehensive strategy, with the cooperation of state entities, producers and retailers, for the proper management of post-consumer paint in a safe and environmentally sound manner;
- Provide fiscal and regulatory consistency for all producers of paint that participate in the collection system, and
- Establish effective collection, recycling, management and education programs resulting in collection of amounts of unused paint consistent with the goals and targets established.

For the full text of the law, see web-server.rilin.state.ri.us/BillText/Bill-Text12/SenateText12/S2083A.pdf. 

CONTACTING RIBA

Members are encouraged to contact the Rhode Island Builders Association staff at any time for information about their membership and its many benefits, RIBA events and educational opportunities, chances for leadership or to help with the association's legislative advocacy program, or with industry or business-related questions. General information is online at RIBUILDERS.org. RIBA's headquarters is located at 450 Veterans Memorial Parkway, Building # 3, East Providence, RI 02914. Hours are Monday-Friday, 8:30 a.m. to 5 p.m. Phone: (401) 438-7400, Fax: (401) 438-7446. Here is a list of staff:

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jmarcantonio@ribuilders.org

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Katelyn Lombardi, Events Coordinator/Operations Assistant
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Robin Barlow, Health Insurance
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Sheila McCarthy, Education Coordinator
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Victor Dosoito, Bookkeeping
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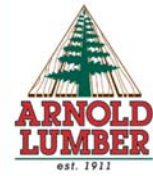
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Joyce Therrien, Agent
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LEGISLATIVE PAGE...from page 19

will? Will they get their information from us, who fully understand the industry, or will they get it from anti-growth forces or others who can't or won't see "the big picture"?

We need help locally too

RIBA is working hard to help bring consistency and predictability to this statewide web of regulations. To do so, however, demands that we have as many sets of eyes and ears as possible watching not only Smith Hill but the indi-

vidual city and town halls too.

Watch your local newspaper and monitor your community's official website for news that could affect your business and, therefore, the industry.

Anything that could have implications for property rights and/or consumer protection for homeowners deserves our attention.

In particular, look for proposed ordinances that would change your community's Comprehensive Plan, zoning code or policies, or establish more planning regulations. Changes might be for better or for worse – we don't know until you tell us about them.

Don't just monitor these happenings at a distance. It's well worth your while to make the time to attend meetings – town or city council, planning board, zoning board, conservation commission, historic district zoning commission – as many as you can.

This is one way to become known and respected among the leaders of your community. People – including representatives of the local media – will see you at these meetings and will come to know who you are. Make yourself available to the media to be quoted on topics of interest to the industry.

As you do this, keep in touch with RIBA Executive Director John Marcantonio, and ask him how you can help! Contact John at jmarcantonio@ribuilders.org or by calling (401) 438-7400.




PRESIDENT...from page 5

future building activity, rose 1.9 percent to a seasonally adjusted, annual rate of 584,000 units. On the multifamily side, they were up 1.5 percent to a 341,000-unit pace in January. Both were the strongest permit numbers seen since mid-2008.

Of course, that's nationally. Rhode Island's economy and housing market continue to lag. Let's hope that the good sense and responsible economic policies in states where housing is recovering will rub off on Rhode Island.



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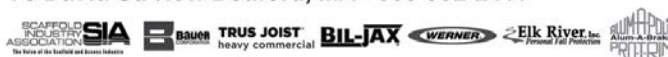
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A selection of news briefs from around the state related to housing and land use

BARRINGTON

Subdivision okayed pending survey

The Barrington Planning Board has unanimously approved Bluemead Farm's master plan for a nine-lot submission on 13½ acres, but the developer, Bluemead Family L.P., will have to pay for archaeological work at the site, off Chachapacasset Road, before proceeding.

The Rhode Island Historical Preservation and Heritage Commission recommended the archaeological survey in a letter to the Planning Board in November. The latter stated that, while there is no previous knowledge of any archaeological value to the site, someone reported finding a Native American arrowhead (officially known as a "projectile point") on the property.

Plans call for the Bluemead Farm development to eventually include eight single-family homes and a duplex. Two of the homes are to be officially "affordable."

GREATER PROVIDENCE

Foreclosures rise again

The foreclosure rate in the Providence-New Bedford-Fall River metropolitan area rose 0.16 percentage points in De-

cember compared with the same period in 2011, CoreLogic, a California-based financial and property analysis firm, announced February 26th.

CoreLogic reported a foreclosure rate of 2.81 percent for the area in December, up from 2.65 percent in December 2011, yet lower than the national rate of 2.96 percent. As the foreclosure rate ticked up, the percentage of seriously delinquent mortgages dropped 0.26 percentage points in December compared with the period in 2011, according to the report.

SOUTH KINGSTOWN

Town wants CRMC rules amended

The South Kingstown Town Council has asked the Coastal Resources Management Council to amend its draft experimental coastal erosion control rules for Matunuck and Misquamicut.

The requested changes include reducing the number of properties where the beach erosion controls are to be used at Matunuck from eight to two. Town officials also want a "technical appendix" in the regulations so that property owners can better find what activities are not allowed.

Also requested is a provision for both "hard" and "soft" measures to control coastal erosion.

Weather permitting, CRMC was to hold a public hearing on the matter on March 7th.



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www.HBArebates.com



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INTERVIEW...from page 9

blocks getting a project off the ground, or you just feel that having someone on your side who understands your business will help move a project along, call me and I'll discuss the matter with John. He wants to help!

THE BUILDER: You're a RIBA member through Geddes Builders. Have you used any of these member benefits yourself?

GEDDES: Oh, yes! I'm driving a car that cost me \$500 less because of NAHB. I recently bought toner and a drum from HBAINK.com for my small laser printer. I have to admit that I was skeptical about using remanufactured products, but the quality, in my case, was exceptional, and I saved over \$100!

And Bill and I have started to use the Member Rebate Program. I submitted the form, and it was simple. It took a minimum amount of time.


If you don't believe me, print out a form, look it over, and

see just how easy it is.

THE BUILDER: Is there a way for company employees, not just owners, to benefit from membership?

GEDDES: Absolutely! We now have an affiliate member category that costs only \$20 a year per employee. With that, a member company's employees can take full advantage of the discount programs, including those discounted computers, \$500 off on one of those great GM vehicles, and all the other member benefits.

THE BUILDER: How can members help you do your job as membership relations coordinator?

GEDDES: One of the most important things members can do is keep their e-mail addresses up to date with the RIBA office. I know that people are bombarded with annoying e-mails every day, but it is still one of the quickest and most efficient ways to communicate. Be assured that we take great care to send e-mails from here that only contain useful and important information for members. 

MEMBERSHIP...from page 10

fort to help its members find alternative sources of financing. NAHB has identified several companies that are offering financing to builders, and we have provided members with a list of non-traditional lenders. NAHB also has developed a web-based toolkit for people seeking AD&C funds from local investors such as family, friends and other high net-worth individual investors. That toolkit is now available at NAHB.org/FundingToolkit. For even more information, go to www.NAHB.org/adc.

Lead paint rule opt-out provision

A homeowner's ability to opt out of the EPA and state Lead Renovation, Repair and Painting (RRP) Rules would save our industry millions in compliance costs. No other organization has been as active in seeking sensible regulation of lead paint abatement. Just reinstating the lead paint rule opt-out provision for homes not occupied by children or pregnant women would save the industry \$336 million annually in compliance costs.


Working with the media

Setting the record straight on the housing recovery so that home buyers aren't frightened away by negative stories in the media is an association priority. NAHB introduced the Improving Markets Index to educate the public about the increasing number of metro areas experiencing growth in jobs, starts and home prices as proof that housing is moving in the right direction.

NAHB remains active in other areas too, such as ensuring that home buyers have access to affordable mortgages, providing top-notch education for members, and offering

discount and rebate programs to members (see page 8).

Find out more at www.NAHB.org.


Michael Kurpiel, C.G.A., C.G.P., a 25-year member and a life director of the National Association of Home Builders, is a past NAHB Membership Committee 2nd vice chairman, a past Associate Members Committee chairman and a past NAHB National Associates Committee chairman. 

WEBINAR...from page 18

nishings, warranties and insurance, you need the information presented in this webinar.

Webinar leaders will include NAHB Senior Economist David Crowe, along with his colleagues Maury Harris and Robert Denk. Topics will include housing prices; the current state of housing markets; housing's return as an economic leader; building material prices; the availability and cost of labor, and fiscal, tax and regulatory changes.

Participants will be able to ask questions directly through the webinar interface. Register now and download the Forecast at your convenience after the live event.

This semi-annual gathering of the country's leading economists and finance experts is your best resource for the latest forecasts on housing starts, project budgets and other economic bellwethers of the housing industry. 

CORRECTION

It was incorrectly reported in our February edition that Past President William J. Baldwin had received a Spike award from the National Association of Home Builders. In fact, the award went to Immediate Past President Robert J. Baldwin.

MARINE...from page 1

in rehabilitation in San Diego, Calif.

He and his wife, Kayla, plan to return to Rhode Island before the end of this year. The project to build a 2,650 square-foot, specially adapted house for the Dubois couple should provide not only an appropriate and comfortable home for them, but also a great place to start their family.

"Having a specially adapted home will benefit me greatly because it will help improve my daily living challenges," Cpl. Dubois was quoted as saying. "It will improve my life overall, making me more independent, and it will give me a better quality of life. Thank you for supporting me!"

Homes for Our Troops, based in Taunton, Mass., is acquiring the five-acre lot on Sherman Farm Road, Burrillville, and BHH will be the general contractor of record, reported RIBA member David A. Caldwell Jr. of Caldwell and Johnson Inc., a member of the BHH Board of Directors.

"We plan to get this project off the ground by late spring, and we are looking for donations of time, materials and money," said Mr. Caldwell, a former captain in the U.S. Marine Corps and an Iraq War veteran.

Contributions are deductible

Project costs are expected to be about \$400,000, according to Mr. Caldwell.

He emphasized that BHH is a fully IRS approved, non-profit subsidiary of RIBA and that all donations are tax deductible. BHH also is a registered Rhode Island residential contractor (#19).

"The most immediate need is for an office trailer. I know it's not usual to have one at a residential jobsite, but it will allow us to more easily control jobsite logistics and to have meetings," Mr. Caldwell pointed out.

RIBA members already donating

Among those donating to the Dubois project so far is RIBA member Dennis L. DiPrete of DiPrete Engineering Associates, contributing site plan and septic system design services. Members Jonathan Dember and Robert Sherwood of Conservation Services Group have agreed to donate the consultation on "green" building so that the house conforms with Energy Star® requirements and the National Association of Home Builders Green Building Standard.

BuilderTREND is donating project management software, and more national vendors are expected to sign on as well, according to Mr. Caldwell.

"Along with the tax deduction, anyone donating to the project will be entitled to use the 'Proud sponsor, Builders Helping Heroes' logo, which is coming soon," he said.

RIBA Immediate Past President Robert J. Baldwin, president of BHH, is handling scheduling and arrangements for subcontractors from land clearing through site work and the foundation. Mr. Caldwell is the project manager.

Members can follow the progress of the project through

monthly updates in The Rhode Island Builder Report and online at www.BUILDERSHELPINGHEROES.org.

To find out more about donating time, material or money, please visit www.BUILDERSHELPINGHEROES.org, contact Mr. Baldwin at bob@rbhomesinc.com or (401) 255-6546, or Mr. Caldwell at dave.caldwell@caldwellandjohnson.com or (401) 885-1770.

BHH was founded in 2006 and has since helped roughly a dozen Rhode Island soldiers and their families, Mr. Baldwin reports.



BOARD...from page 2

Home Show

Mr. Marcantonio and Ronald J. Smith of Ron Smith Homes, chairman of the Home Show Committee, reported on preparations for the 63rd annual Home Show, to be held at the Rhode Island Convention Center, Providence, April 4th through 7th, and thanked all the committee members for their hard work (see page 11). The board viewed one of three videos made to promote the show. All three will be e-mailed to members, who are asked to forward them to as many of their contacts as possible.

Bylaws Committee

President Felix A. Carlone announced that a committee is being formed to review the association's bylaws. Members with suggestions for bylaw changes, or who would like to serve on the Bylaws Committee, are asked to contact Mr. Marcantonio at jmarcantonio@ribuilders.org or (401) 438-7400. Copies of the bylaws may be obtained through him as well.

In other matters, the board heard a report from attorneys Michael A. Kelly and Joelle Sylvia about ongoing legal actions by RIBA.

Members are invited to attend non-confidential portions of Board of Directors meetings, to serve on a committee or to otherwise participate in RIBA leadership.

Please contact Mr. Marcantonio for information on any of these matters.



CARLINO...from page 16

been active, especially as an event sponsor and advertiser in the association's publications. Steve himself serves on the Executive Committee and the Board of Directors, and he co-chairs the Legislative Committee.

"We like to support RIBA. What's good for RIBA is good for us," Steve declares. "It's a great organization, one of the best HBAs in the country."

Steve says he appreciates all the member benefits, but especially the education and insurance services RIBA provides.



MASS. COURSE...from page 1

As required by the Massachusetts Board of Building Regulations and Standards (BRRS), license holders must now document that they have obtained the necessary continuing education credits (CEUs) for renewal if their license expires on July 1, 2013, or later. This course will provide the necessary 12 CEUs for those who complete the two-day course. There are three classes each day, worth six CEUs if taken together.

Massachusetts licenses renew for two years.

The course is being offered at RIBA by the Contractor Coaching Partnership, and the instructors will be Shawn McCadden and Mark Paskell. The course is sponsored jointly by RIBA and RIBA member National Building Products.

Some clarifications

There has been some confusion and misinformation about the actual BRRS requirements and their timing. First, if your renewal date is before July 1st, you will not need the CEUs until the next time you renew. RIBA has learned that some trainers are taking advantage of the confusion to sign up contractors prematurely. So be aware of your renewal date.

If your license renewal date is on or after July 1st, however, this course will provide all the CEUs you need to renew, both required topics and electives, regardless of which of the three license types you hold. Once you complete the course, a certificate will be provided to prove that you have

earned the required CEUs.

The unrestricted construction supervisor license requires 12 CEUs, five in required topics and seven electives.

The restricted construction supervisor license (one- and two-family) requires 10 CEUs, five in required topics and five electives.

The specialty construction supervisor license requires six CEUs, five in required topics and one elective. All the courses necessary to renew this license type will be offered on day two of the course.

What are the classes about?

On day one, instructor Shawn McCadden, a nationally recognized industry expert known to many RIBA members from previous programs he has presented for the association, will cover small-business finance, finding the right customers, and strategic estimating and proposals.

On day two, instructor Mark Paskell, OSHA-certified outreach trainer, EPA/RRP and Mass RRP approved instructor, will teach classes for the five core requirements. Topics include home improvement contracting in Massachusetts, when to hire a "healthy building" expert, differences between the Massachusetts and federal Lead Renovation, Repair and Painting (RRP) Rules, and how to manage an OSHA jobsite visit.

For more information, visit the website stated in the leader to this story, use www.thecontractorcoachingpartnership.com/mass-csl/ceu-training-unrestricted-license-restricted-rhode-island/ or call the Contractor Coaching Partnership Inc. at (978) 422-6354.

PERROTTI...from page 17

lytical?

"We have a great client base, and our reputation sells us. So we've been investing in infrastructure with a view to the next 20-30 years. We're upgrading instrumentation, labs, ventilation systems and more. We're ready for an increase in sales," Paul declares.

The company's engineers range the Northeast, primarily New Hampshire, Massachusetts, Rhode Island and Con-

necticut, for environmental science work. But there has recently been a project in Mexico, and the company has worked as far away as Japan.

Among the most unusual jobs was analyzing volcanic ash from the massive Mt. St. Helens eruption of 1980.

"There was a need to determine whether the ash was a health hazard to the cities it was falling on during the eruption. As a young kid, I held a big vial of Mt. St. Helen's ash. The search was for asbestos, carcinogens and other health hazards," Paul remembers.

Also while Anthony Perrotti was running the company, he helped determine carcinogen problems with the URI Business School building. He concluded that it was the oil being burned at that time and the PCB-bearing soot that it created. The building was torn down and Anthony earned the URI Man of Science Award.

R.I. Analytical joined RIBA in 2011, recruited by then-new Executive Director John Marcantonio. As a new member, Paul is still getting to know the many member services, but he does look forward to cooperating with RIBA.

"We have classes here on asbestos awareness, OSHA training and more, and we're in conversations with RIBA about that. We can work together!"

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