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**PAC event set  
for Feb. 11**

The Rhode Island Builders Association's Political Action Committee will hold a fundraiser at Chapel Grille, Cranston, in February.

*Page 3*

**BUILD teams  
forming in R.I.**

RIBA's Legislative Committee is forming Builders United for Informed Local Decision-making (BUILD) teams around Rhode Island.

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**Douglas Lumber  
wins ad contest**

Douglas Lumber, Kitchens & Home Center won the drawing for a free, full-page advertisement in RIBA's 2014 Membership Directory & Buyers's Guide.

*Page 2*

**Member: Why  
I returned as  
a Home Show  
exhibitor**

Hear one member's testimony about why he returned to the Home Show in 2012 after leaving in 2009, and the "night and day" difference he has noticed in the results for his business.

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## Burrillville home presented to wounded Marine



**Cpl. Kevin Dubois and his wife, Kayla, receive the keys to their new, specially adapted home in ceremonies at the site on December 21<sup>st</sup>. Also shown are Builders Helping Heroes Project Supervisor David A. Caldwell Jr. and Rear Adm. Ted Carter, president of the U.S. Naval War College in Newport and a Burrillville native.**

See more photos and the full list of donors on page 7.

**By Paul F. Eno** *Editor*

It's turning out to be an exceptionally Happy New Year for a young Marine Corps veteran and his wife as they settle into a new home built for them by Builders Helping Heroes (BHH), a not-for-profit subsidiary of the Rhode Island Builders Association (RIBA), and Homes For Our Troops (HFOT). And it's just in time to help them welcome their first child.

Cpl. Kevin Dubois and his wife, Kayla, both originally from Lincoln, took possession of their 2,500 square-foot, energy-efficient, specially-adapted home on December 21<sup>st</sup> in ceremonies at the site on Sherman Farm Road in Harrisville. Nearly 200 people attended the event, organized by HFOT, on the home's two-acre lot.

Among those attending the ceremonies on

*see HEROES...page 24*



*Completing this very worthy project would have been impossible for Builders Helping Heroes without the generous contributions of labor and materials from over 100 companies, mostly small businesses and mostly RIBA members. The greatest possible "thank-you" will come from seeing this wonderful couple beginning their new life in the home you helped build.*

*-Executive Director  
John Marcantonio*

# Board hears progress report on regulatory reform

By Paul F. Eno *Editor*

A complete overhaul of Rhode Island's regulatory environment is well on the way to becoming a reality. That was the news on January 7<sup>th</sup> as Leslie Taito, chief of the state's Office of Regulatory Reform (ORR), addressed the Rhode Island Builders Association's Board of Directors.

"We started with 1,642 (business-related) regulations issued by 74 different regulatory bodies," said Ms. Taito, who has been working on reducing and simplifying regulations since 2011.

She explained the 12 ORR recommendations made so far, and stressed that state agencies, including the Dept. of Environmental Management, have begun to comply. The first 10 recommendations were made in an August 7<sup>th</sup> ORR report to Gov. Lincoln Chafee, and the other two in an October 31<sup>st</sup> report.

**#1: "Map" the Regulatory Environment.** The processes and the regulations behind them have become so complex that neither the employees nor the "customers" fully understand them, according to Ms. Taito. "Mapping" an agency's regulations would make understanding them easier.

**#2: Reduce the Number of Statutory Exemptions.** Too many agencies are exempt from the 2012 state law that requires every agency to review 25 percent of its regulations each year for four years until all existing regulations have been evaluated for negative impacts on small businesses, Ms. Taito said. These exemptions should be reduced or eliminated, with each agency required to complete an ORR economic impact statement (EIS) to justify each regulation.

**#3 Improve Accessibility to Regulations.** Too many regulations are too long, poorly written and difficult to understand. They need to be rewritten succinctly and in plain English, Ms. Taito indicated.

**#4: Remove Redundant Regulations.**



*Leslie Taito and Derek Pelletier of the state's Office of Regulatory Reform take turns addressing the Rhode Island Builders Association's Board of Directors on January 7<sup>th</sup>.*

This would include clarifying jurisdictions, improving agency-to-agency communication, and building more transparency in the regulatory environment, Ms. Taito explained.

**#5: Rejoin Separated Regulations.** Many regulations became so long and complex that they were split into multiple rules. This should be reversed and the regulations clarified, Ms. Taito indicated.

**#6: Reform the Audit, Inspection, and Enforcement Process.**

**#7: Promote Lawmaker and Small Business Participation.** As part of the

reform process, more and better communication is needed between small business people, regulators and lawmakers, Ms. Taito made clear.

**#8: Support Improved Cost-Benefit Analysis.** She stressed that all regulations must be measured for their benefit against what impact they have on the economy.

**#9: Promote Ongoing Process Improvement.** This would include a continuous process of reviewing and justifying regulations rather than having a review every five years, Ms. Taito said.

*see BOARD...page 25*

## DEADLINES FOR THE NEXT ISSUE

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

**Friday, January 31**

Send material to

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call (401) 438-7400

## RIBA slates PAC event for February 11

WHEN: Tuesday, February 11<sup>th</sup>, 5 to 8 p.m.

WHERE: Chapel Grille, 3000 Chapel View Blvd., Cranston 02920

FOR INFORMATION AND TO REGISTER: Contact Elizabeth Carpenter at  
[ecarpenter@ribuilders.org](mailto:ecarpenter@ribuilders.org) or call (401) 438-7400.

We all know that the Rhode Island General Assembly will deal with some crucial issues for the residential construction industry and the Rhode Island

economy during its 2014 session, which has already begun. And the Rhode Island Builders Association continually stresses the importance of members being personally involved in our legislative advocacy so that the momentum RIBA developed in 2013 can continue.

A big way to help is by participating in the fundraisers that support RIBA's Political Action Committee (PAC) and the National Association of Home Builders (NAHB) BuildPAC. The next fundraising event will be held on Tuesday, February 11<sup>th</sup>, at the lovely Chapel Grille, situated on a Cranston hilltop with panoramic views of the Providence skyline, the rolling hills beyond and Narragansett Bay, and our state's beautifully illuminated bridges.

Located in a quaint former chapel built in 1891, the restaurant features hearth-style cuisine and a Mediterranean-Italian influenced menu. Hors D'Oeuvres, beer and wine will be included. Tickets are \$150 per person.

This is a great way to network with fellow members and help the industry by helping RIBA's legislative advocacy. Members and non-members are invited.



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**builder report**

Official publication of the  
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since 1951

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# LOOKING AHEAD!

**February 4-6: International Builders Show** - Sponsored by the National Association of Home Builders, Las Vegas Convention Center, Las Vegas, Nev. There will be a combined exhibit area with the National Kitchen and Bath Association (NKBA), and many educational and networking opportunities. Visit [www.BUILDERSHOW.com](http://www.BUILDERSHOW.com). *Information on page 18.*

♦ **February 6: Scaffold and Ladder Safety** - 4-5:30 p.m., RIBA headquarters, 450 Veterans Memorial Pkwy., East Providence, 02914. FREE for members and non-members. To register, logon to [RIBUILDERS.org](http://RIBUILDERS.org), and click on this event under the "Events Calendar," or contact Sheila McCarthy, [smccarthy@ribuilders.org](mailto:smccarthy@ribuilders.org), or call (401) 438-7400.

♦ **February 11: PAC Fundraising Event** - 5-8 p.m., Chapel Grille, 3000 Chapel View Blvd., Cranston. Tickets are \$150. *Details on page 3.*

♦ **February 18: Introduction to QuickBooks™** - 8 a.m. to 5 p.m., RIBA headquarters. Learn how to set up and use the most popular book-keeping software. Class is FREE for members, with a \$25 materials fee. Class is \$25 for non-members, plus the \$25 materials fee. To register, logon to [RIBUILDERS.org](http://RIBUILDERS.org), and click on this event under the "Events Calendar," or contact Sheila McCarthy, [smccarthy@ribuilders.org](mailto:smccarthy@ribuilders.org), or call (401) 438-7400. *Details on page 18.*

♦ **February 25: QuickBooks™ Advanced Class on Inventory/Items** - 4:30 to 7:30 p.m., RIBA headquarters. Class is FREE for members, with a \$25 materials fee. Class is \$35 for non-members, plus the \$25 materials fee. Light refreshments will be served starting at 4:30 p.m. To register, logon to [RIBUILDERS.org](http://RIBUILDERS.org), and click on this event under the "Events Calendar," or contact Sheila McCarthy, [smccarthy@ribuilders.org](mailto:smccarthy@ribuilders.org), or call (401) 438-7400.

**March 4 & 6: Educational Workshops for Contractors and Trade Show** - Sponsored by Harvey Building Products. Visit [harveybp.com/pro](http://harveybp.com/pro) for details.

♦ **March 5-6: OSHA 10-Hour Certification Course** - RIBA headquarters, East Providence, 11:30 a.m. to 5 p.m. both days. Attendance on both days is required for certification. Course is FREE for members, book is \$25. \$125 charge for non-members includes book. To register, logon to [RIBUILDERS.org](http://RIBUILDERS.org), and click on this event under the "Events Calendar," or contact Sheila McCarthy, [smccarthy@ribuilders.org](mailto:smccarthy@ribuilders.org), or call (401) 438-7400.

♦ **March 13: Asbestos Awareness Workshop** - RIBA headquarters, East Providence, OSHA Class IV (2-hours). FREE for members with a \$10 materials charge. Non-members \$45 with a \$10 materials charge. Course topics include: History of asbestos and its uses and forms, health effects of asbestos exposure, examples of asbestos-containing materials (ACM) and their possible location within buildings, recognition of damaged and deteriorated ACM, protective equipment, and asbestos bulk/air sampling methodologies. To register, logon to [RIBUILDERS.org](http://RIBUILDERS.org), and click on this event under the "Events Calendar," or contact Sheila McCarthy, [smccarthy@ribuilders.org](mailto:smccarthy@ribuilders.org), or call (401) 438-7400.

**March 17-21: NAHB Legislative Conference** - Week-long opportunity to interact with federal lawmakers on residential construction industry issues in their home districts, sponsored by the National Association of Home Builders. RIBA members are urged to participate. The timing of this year's Legislative Conference is particularly significant given that this is an election year. For information, contact Elizabeth Carpenter at RIBA, [ecarpenter@ribuilders.org](mailto:ecarpenter@ribuilders.org) or call (401) 438-7400.

♦ **April 3-6: RIBA Annual Home Show** - Expanded show with many new attractions, more exhibits and the popular Model Home with special landscaping features. Rhode Island Convention Center, Providence. Visit [www.RIBAHomeshow.com](http://www.RIBAHomeshow.com). *Details on page 8.*

♦ **April 17: Mold Awareness Workshop** - RIBA headquarters, 4-6 p.m. FREE for members with a \$10 materials charge. Non-members \$45 with a \$10 materials charge. Topics will include: Introduction to mold and indoor air quality, basic health hazards associated with mold, potential locations of mold within buildings, monitoring and sampling of mold within buildings and HVAC systems, protecting yourself and others when working with mold, and good work practices when dealing with small-scale mold growth. For more information and to register, logon to [RIBUILDERS.org](http://RIBUILDERS.org), and click on this event under the "Events Calendar," or contact Sheila McCarthy, [smccarthy@ribuilders.org](mailto:smccarthy@ribuilders.org), or call (401) 438-7400.

♦ **August 8: RIBA's Annual Outing & Clambake** - RIBA's biggest social event of the year, with great food, contests, networking and fun. Sponsorships will be available and will be used entirely to reduce the ticket price. Francis Farm, Rehoboth, Mass. *Watch for information.*

♦ **September 29: RIBA's Annual Golf Classic** - Quidnessett Country Club, North Kingstown. *Watch for information.*

**More information, registration and payment for most RIBA events is available at [RIBUILDERS.org](http://RIBUILDERS.org)**

♦ Indicates a RIBA-sponsored event.

# PRESIDENT'S MESSAGE



Felix A. Carlone

## 2014 has begun with many good signs

There are so many great things happening in and around the Rhode Island Builders Association these days that it's hard to know where to begin.

Our not-for-profit subsidiary, Builders Helping Heroes (BHH), working with Homes For Our Troops, recently completed a daunting, year-long home-building project that has provided a 2,500 square-foot, specially adapted home in Burrillville for wounded Marine Kevin Dubois, his wife, Kayla, and their soon-to-be-born son.

Were it not for the dedication of BHH President Bob Baldwin, Project Supervisor Dave Caldwell, Site Supervisor Vin Marcantonio, the RIBA staff, and over 100 companies, mostly small businesses that donated labor and materials, this amazing project would never have begun, let alone reached completion. *Story on page 1.*

Another hard-working group within RIBA, our Legislative Committee, has begun the annual task of preparing to present

and advocate for our industry's legislative agenda to the Rhode Island General Assembly. The personal support of every member will be required if we are to achieve the success we saw last year and continue to help Rhode Island's economy.

Let's boost that process by encouraging as many members as possible to attend our Political Action Committee fundraiser at the Chapel Grille in Cranston on February 11<sup>th</sup>. *Story on page 3.*

The 2014 Home Show, coming up in April, is another exciting prospect. Home Show Committee Chairman Ron Smith, working with many other members, show producer Bob Yoffe and Executive Director John Marcantonio, is leading up to the best show ever in 2014! *Story on page 8.*

As you read this, you probably still have time to get in on the International Builders Show and the National Association of Home Builders Convention in Las Vegas early in February. If you have never attended this annual event, make this the year that you do! *Story on page 18.* Let's make 2014 a banner year!

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# Builders Helping Heroes



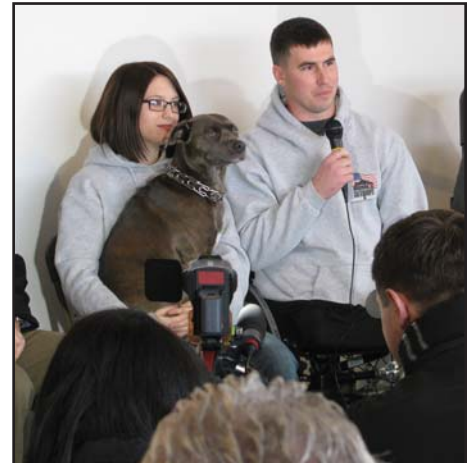
Members of the Rhode Island Builders Association and officials of its not-for-profit subsidiary, Builders Helping Heroes (BHH), joined representatives of Homes For Our Troops (HFOT), state and local officials and members of the public to present the keys to a new, specially adapted home in Burrillville to wounded Marine Kevin Dubois and his family on December 21<sup>st</sup>. At right, BHH Project Supervisor David A. Caldwell Jr., himself a Marine veteran of the Afghan War, addresses the group. Listening at right are HFOT Executive Director Dawn Teixeira, HFOT President Maj. Gen. Timothy P. McHale (USA, Ret.), Kayla Dubois, Cpl. Kevin Dubois, and Congressman James R. Langevin.



Those attending included public officials, members of the public and representatives of veterans groups.



On behalf of HFOT, Gen. McHale, right, presents Capt. Caldwell with a plaque honoring BHH for carrying out the building project.



Cpl. Dubois thanks all those who helped build the family's new home.



Rear Adm. Ted Carter, president of the U.S. Naval War College in Newport and a Burrillville native, addresses the assembly on December 21<sup>st</sup>.

Flags line the driveway to welcome the Dubois couple home, and signs representing the donating companies fill the front yard. Nearly 200 people attended the key ceremony.





## Donors of Labor and Materials to the Dubois Project

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## There's still time to reserve your Home Show exhibit space

WHEN: April 3<sup>rd</sup>-6<sup>th</sup>.

WHERE: Rhode Island Convention Center, Providence

FOR INFORMATION AND TO OBTAIN EXHIBIT SPACE: Call Yoffe Exposition Services at (800) 963-3395 or visit [www.RIBAHomeShow.com](http://www.RIBAHomeShow.com).

Exhibit space for the Rhode Island Builders Association's 2014 Home Show is 80 percent sold, an unusually high amount for this early in the cycle. That's the news from show producer Robert Yoffe and the RIBA Home Show Committee. The overall message: If you haven't yet reserved your exhibit space, do so now! Bigger attractions, bigger crowds and an expanded show continue to make the "new" Home Show a key marketing venue for any business involved in the residential construction industry.

The Model Home returns to the 2014 show, bigger and better than ever, with the unique "Edible Front Yard," "the Ultimate Backyard" and other artistry by the Rhode Island Nursery and Landscape Association (RINLA).

The Model Home, a show hit since 2012, returns thanks to Carol O'Donnell of CRM Modular Homes. The 2,000+ square-foot home will be fully furnished and will once again be decorated by Karen Corinha of Corinha Design.

Also featured will be a new "Energy Expo," sponsored by the State of Rhode Island and National Grid. This exclusive exhibit area will showcase products and services designed to reduce home energy usage, and will be a center for educational and how-to information. The show will once again feature live cooking demonstrations, with an expanded presence by RI Kitchen and Bath. There will be professional seminars, wine pairings and children's activities, including a "Toy Store" with prizes.

The hard-working Home Show Committee includes Chairman Ronald J. Smith of Ron Smith Homes LLC, Cheryl Boyd and Louis Cotoia of Arnold Lumber Co., RIBA Operations/Project Manager Elizabeth Carpenter, Ms. O'Donnell, Robert Yoffe of Yoffe Exposition Services, Ms. Corina, along with Cynthia Valenti-Smith and Bethany Palagi of Washington Trust Co., and Mary Cool of California Closets.

So contact Yoffe Exposition Services now to reserve your exhibit space. There is help planning your exhibit, and RIBA members receive an automatic 5 percent discount on exhibit space.

## I'm glad I rejoined the Home Show!

By Thomas J. Lopatosky

What's stopping you from exhibiting at the Rhode Island Builders Association's annual Home Show?

It's no secret that the Home Show has made great strides in recent years, in the quality of the show program, the attendee demographic, and the buying tendencies of those attending. In fact, the RIBA Home Show Committee and staff would be more than happy to share the numbers with you. Just call (401) 438-7400.

As the economy headed off the deep end in 2009, our company, LOPCO Contracting, decided to pull out of the Home Show after several consecutive years of exhibiting. Our marketing budget had hit a wall and the show itself, for whatever reason, wasn't as fruitful for us as it had been. But in 2012, after talks with the show's forward-thinking planners, we hesitantly came back.



Tom Lopatosky

see *HOME SHOW...page 18*



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### Member Profile: Robert A. Sherwood of Conservation Services Group

# That 'fork in the road' made all the difference

By Paul F. Eno Editor

Life has its unexpected twists and turns, and many talented folks end up in careers quite different from what they set out to do. One of these is an active member of the Rhode Island Builders Association and a sort of environmental Renaissance man.

"I was an Air Force brat and found myself living in many different places," recalls Rob Sherwood, senior project manager for Conservation Services Group (CSG). "It was the old story when it came to my ending up in Rhode Island: Boy meets girl. Boy stays with girl."

A native of Chicago, Rob originally planned to become an architect. He set his sights on Boston, where he attended the Benjamin Franklin Institute of Technology, then Boston Architectural College. While there, though, he felt a pull from another direction.

"I spent some time working in underwater construction -- bridges embankments, and blowing things up. It was great. But then I was in a work-study program, and I took the first job that came along. That happened to be caulking apartments in mid- to high-rise buildings for a weatherization program," Rob remembers.

That was in 1992, and then came that fateful "fork in the road." Rob suddenly found more and more interest in energy and the environment.

This led to Massachusetts licenses and work in HVAC, refrigeration, oil burners and sheet metal.

"I was doing a little bit of everything and loving it," Rob says.

Soon, he was a certified Home Energy Rating System (HERS)



Rob Sherwood

rater, was Building Performance Institute (BPI) certified, and was an HVAC specialist. And he found a home at CSG, a not-for-profit company that designs and implements programs to help homeowners save energy. The company has over 750 employees and works nationwide.

"As senior project manager, I have responsibility for field operations of the Rhode Island Residential New Construction (RNC) Program for National Grid. Some years ago, the utility brought in CSG as their lead vendor to implement the program. I've been doing that ever since," Rob states.

Recently, Rob rode shotgun for CSG as it donated inspector/rater services for the Burrillville home—built over the past several months by Builders Helping Heroes and Homes For Our Troops—for wounded Marine Kevin Dubois. *See page 1.*

"On behalf of CSG, I performed the Energy Star Homes® rating and the Green Certification for the National Green Building Standard™. I consulted to help the home achieve the highest ratings. It's 40 percent more energy-efficient than a standard house," says Rob.

Also for the Dubois project, Rob arranged for National Grid to donate the home's energy-efficient light bulbs. He also spent several days making sure air leaks and ducts were properly sealed.

Rob was instrumental in CSG joining RIBA in 2011.

"My colleagues and I were introduced to RIBA through several building officials we were working with. It immediately struck me as a great partnership. We're here to help builders, and our job is train them to go to next level. That's RIBA's mission too," he says.

Rob is a familiar face at RIBA's meetings, networking and social functions. He also mentioned a member benefit that many members might not be aware of: Use of the association's meeting room in East Providence for training sessions. Most recently, CSG has been able to take advantage of this great venue to deliver trainings under National Grid's Energy Code Technical Support Initiative.

"RIBA and CSG have been a great fit!" he declares.



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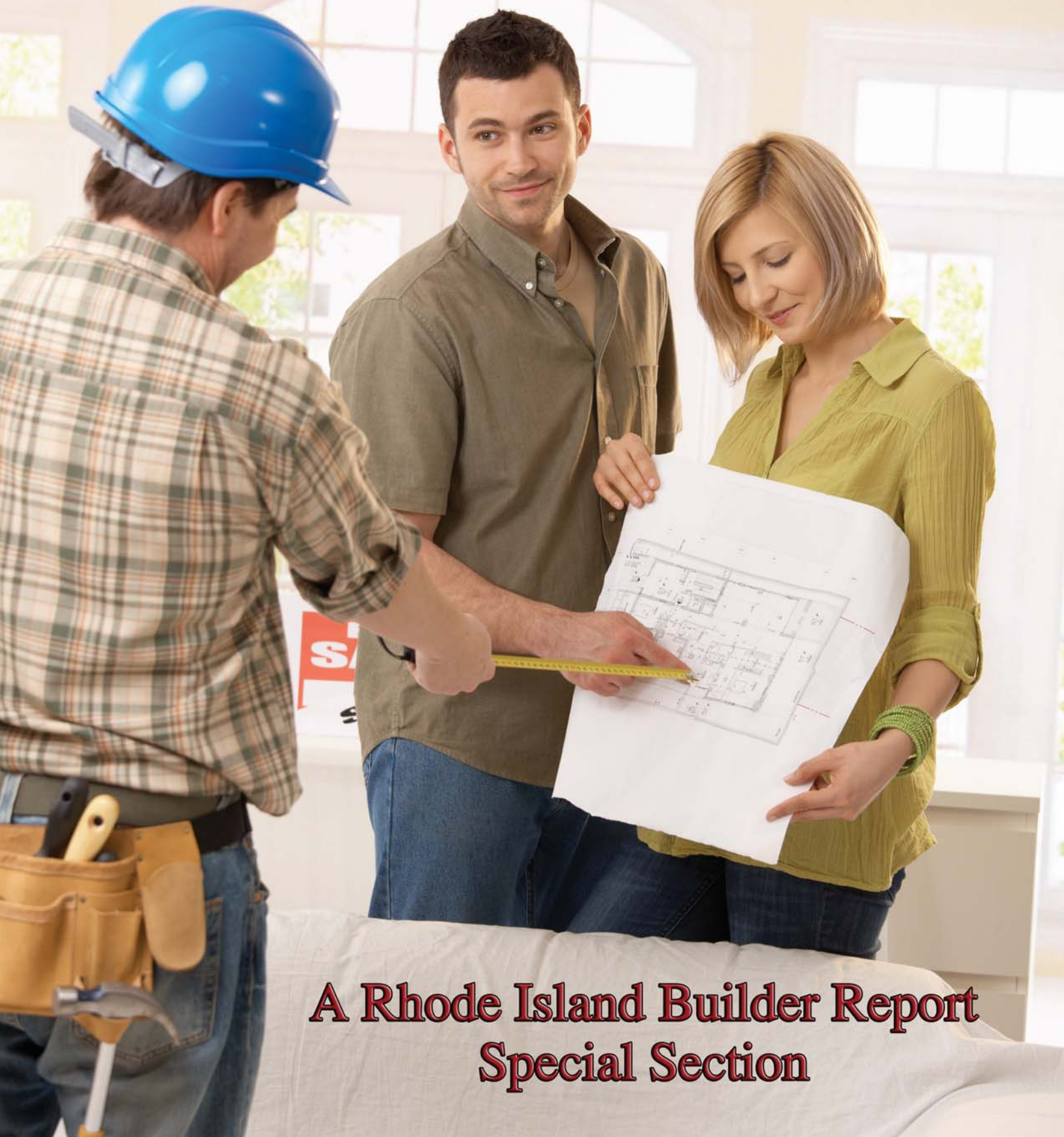
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# Featured Products for February 2014



A Rhode Island Builder Report  
Special Section



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[national-lumber.com](http://national-lumber.com) **Page 3**

## At Arnold Lumber Co.: Waypoint® Living Spaces

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[arnoldlumber.com](http://arnoldlumber.com) **Page 6**

This special section consists of paid advertising. The Rhode Island Builders Association does not endorse specific products and is not responsible for claims or representations made in advertisements.



# At United Builders Supply: Security and beauty together, with VeriLock Sensors™

**W**hen it comes to safety and security, windows and doors are a home's first line of defense. Andersen Corp. has teamed with Honeywell®, a leading residential security-system provider, to create a revolutionary product in home security: VeriLock™ integrated security sensors for the residential and light commercial markets. According to statistics, homes without alarm systems are three times as likely to be broken into as homes that have them.

VeriLock integrated security sensors are a cutting-edge technology that integrates wireless security sensors into most Andersen E-Series/Eagle™ windows and doors. This first-of-its-kind technology provides homeowners a new level of convenience, beauty and peace of mind.

VeriLock sensors are designed directly into the hardware locking mechanism and are available for most E-Series/Eagle windows and doors, eliminating the need for unsightly wires or visible sensors. When integrated with a Honeywell security system, all it takes is a quick glance at the security system keypad to know that a home is secure. The system can also be monitored remotely from a Smartphone or tablet with optional Honeywell Total Connect™ remote services.

VeriLock™ sensors are powered by commonly available lithium coin cell batteries, and the system alerts homeowners when batteries need to be replaced, which can easily be done by the homeowner or a Honeywell security dealer.

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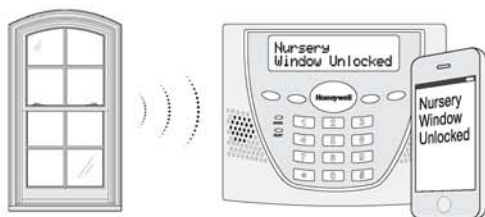


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*With VeriLock sensors you can check your windows and doors from your Honeywell® security system.\* You can even check them on the go from your smartphone or tablet with optional Honeywell® Total Connect™ remote services.*

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VeriLock integrated security sensors are a cutting-edge technology that integrates wireless security sensors into most E-Series/Eagle® windows and doors. With these exclusive sensors, you'll always know if your windows or doors are open, closed, locked or unlocked.\* This first-of-its-kind technology provides homeowners with a new level of convenience, beauty and peace of mind.

\*When properly configured and maintained with a professionally installed Honeywell® security system.  
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VeriLock™ sensors are built directly into the design of E-Series/Eagle® windows and doors, eliminating the need for unsightly wires or visible sensors. With VeriLock sensors, there's nothing to detract from the beauty of your new E-Series/Eagle windows and doors.

### PRESERVE YOUR WARRANTY

The installation of wires and sensors can actually void most window and door warranties. VeriLock sensors are built into windows and doors at the factory, so the limited warranty\* remains intact.

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Air escapes through windows and doors that are left opened or even just unlocked. With VeriLock sensors, you can easily verify that your windows and doors are locked and providing maximum energy efficiency.

### KEEPS MAINTENANCE TO A MINIMUM

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\*See the VeriLock sensors limited warranty for more details. \*\*Battery life refers to new, brand-name batteries and is dependent on frequency of use. The limited warranty for VeriLock integrated security sensors does not include batteries. "Honeywell" is a registered trademark of Honeywell International, Inc. "Andersen" and all other marks where denoted are trademarks of Andersen Corporation and its subsidiary. ©2012 Andersen Corporation. All rights reserved. 05/12 Part #9067468

See your local dealer or Honeywell security system dealer for details.

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# NAHB honors Gianlorenzo for recruiting 500 members, a first for RIBA

By Paul F. Eno *Editor*

How do you recruit 500 new members?

That was a question on many lips on December 10<sup>th</sup> as three members of the Rhode Island Builders Association received National Association of Home Builders (NAHB) Spike awards for member recruiting and retention.

The scene was the annual holiday dinner for the Board of Directors at the Alpine Country Club, Cranston. Honored for recruiting were Cheryl Boyd of Arnold Lumber Co., Inc., and Joseph C. Cracco of Modern Yankee Builders Inc. But the Spike award that drew the most comment went to Steven Gianlorenzo of Gianlorenzo and Sons Construction Corp. for recruiting 500 members over the course of his many years in RIBA.

"You have to remember that I've been in RIBA since 1977," the past RIBA president said with his characteristic modesty. "And once you recruit someone and they renew the following year, they count again toward the Spike total."

Modesty notwithstanding, Mr. Gianlorenzo is believed to be the first member in RIBA's 68-year history to have 500 new members to his credit. For more information on the NAHB Spike Club, call RIBA at (401) 438-7400 or visit [www.NAHB.org](http://www.NAHB.org).



**On December 10<sup>th</sup>, Rhode Island Builders Association President Felix A. Carlone, left, congratulates RIBA Treasurer Steven Gianlorenzo of Gianlorenzo and Sons Construction Corp. for his recruiting achievement.**

## Arnold Lumber opens Westerly location

Arnold Lumber Co., Inc., opened its fourth location, at 124 Oak Street, Westerly, on January 6<sup>th</sup>, an announcement from the company stated. The opening comes after Arnold Lumber acquired the real estate and holdings of the Hanley & Williams Lumber Co. at the Oak Street address on December 20<sup>th</sup>.

"As part of this acquisition, Arnold Lumber was able to retain all the former employees of Hanley & Williams, most of whom will continue to work from this location," stated Arnold Lumber spokeswoman Cheryl Boyd.

"Both the Arnold and Hanley families believe that the combination of companies and employees will enhance the level of products and services that will be sold from the new Arnold Westerly location. As part of the conversion process, Arnold Lumber has planned a major renovation of the entire property along with a significant expansion of stocked building materials and delivery equipment," Ms. Boyd said.

During the transition period, customers are asked to contact Arnold Lumber's West Kingston Location at (800) 339-0116 with questions, or to arrange deliveries.

National Association of Home Builders

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# Last chance to get in on IBS 2014!

WHEN: February 4<sup>th</sup>-6<sup>th</sup>

WHERE: Las Vegas Convention Center, Las Vegas, Nev.

COST: Varies

FOR INFORMATION AND TO REGISTER: Visit [www.BuildersShow.com](http://www.BuildersShow.com)


National representatives of the Rhode Island Builders Association, along with many members, will soon be on their way to Las Vegas and the International Builders' Show (IBS), the largest annual light construction show in the world, and the annual convention of the National Association of Home Builders.

There's still time to get in on this once-a-year event even if you haven't yet registered. RIBA encourages all members to attend.

Anticipating election as national directors at the event are John Bentz of Property Advisory Group Inc., David A. Caldwell Jr. of Caldwell & Johnson Inc., Robert J. Baldwin of R.B. Homes Inc.,

Michael L. DeCesare of DeCesare Building Co., Felix A. Carlone of F.A. Carlone & Sons, Thomas E. D'Angelo of Terry Lane Corp./Progressive Realty Group, and Roland J. Fiore of South Country Sand & Gravel Co.

Expected to be elected as alternate national directors are Michael C. Artesani Jr. of W. Artesani & Sons Inc., Scott Grace of Overhead Door Garage Headquarters, Thomas J. Kelly of Ecologic Spray Foam Insulation Inc., Daniel Leonard of Anchor Insulation Co., J. Robert Pesce of Lehigh Realty LLC, Timothy A. Stasiunas of The Stasiunas Companies, and James P. Tavares of James P. Tavares Construction Inc.

As for the IBS itself, NAHB has teamed up with the National Kitchen and Bath Association (NKBA) to share exhibit space with the Kitchen & Bath Industry Show (KBIS), to create the first annual Design & Construction Week™ at the Las Vegas Convention Center. In addition to the products and exhibits, IBS offers the most up-to-date education in the industry. 

## 'Intro to QuickBooks' to take place Feb. 18

WHEN: Tuesday, February 18<sup>th</sup>, 8 a.m. to 5 p.m.

WHERE: RIBA headquarters, 450 Veterans Memorial Pkwy #301, East Providence, RI 02914


COST: Class free for members, with a \$25 materials fee. Class \$25 for non-members, plus the \$25 materials fee.

DEADLINE TO REGISTER: February 12<sup>th</sup>. Cancellation deadline is February 13<sup>th</sup>.

FOR INFORMATION AND TO REGISTER: Logon to [www.RIBUILDERS.org](http://www.RIBUILDERS.org), click on this event under the "Events Calendar," or contact Sheila McCarthy at [smccarthy@ribuilders.org](mailto:smccarthy@ribuilders.org), or call (401) 438-7400.

The Rhode Island Builders Association will offer the popular "Introduction to Quickbooks" class once again in February. The class covers the basics of setting up and using QuickBooks™ and is geared toward beginners or those who feel they do not have a good foundation for using QuickBooks, the most popular book-keeping software. The class will cover:

- Setting up QuickBooks,
- Working with lists,
- Working with bank accounts,
- Creating invoices,
- Receiving payments and making deposits, and
- Entering and paying bills.

Participants are encouraged to bring their laptops. Class size is limited. Light refreshments will be served starting at 4:30. 

## HOME SHOW...from page 8

And are we ever glad we did! What a tremendous turnaround! The "vibe" of the show is now "night and day," compared with when we last exhibited, and our numbers show it. We generated good revenue as a direct result of being back in the show, revenue well beyond the projected return on investment (ROI) needed to justify our presence.

We were able to re-connect with previous customers who came by our booth, and we made some new connections that either led to new business or will down the line.

Don't let the cost of exhibit space stop you. There a number of payment options available through RIBA. And members receive an automatic 5 percent discount.

Are you daunted because you haven't exhibited before and have no idea what to do? No worries. The folks at RIBA will help with ideas. Heck, so will I! Please call my office at (401) 270-2664 and I'll be happy to help you with some ideas.

Is it the time commitment? The Home Show is in April, far enough out that you should have no trouble setting up a schedule, especially for such an important marketing venue.

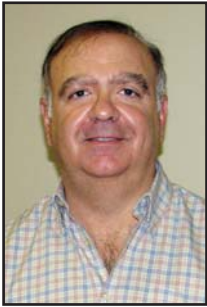
If you're associated with the residential construction or home improvement industries in any way, and are serious about growing your business, there really are no excuses not to exhibit at the Home Show.

Take it from a recovered skeptic! 

*Thomas J. Lopatosky has headed Providence-based LOPCO Contracting for 20 years. He has belonged to RIBA since 2011 and serves on the Board of Directors. In 2013, he was named "Humanitarian of the Year" by the Painting and Decorating Contractors of America and a "40 under 40" award winner by Providence Business News.*



## Our work for 2014 is well under way



**Steven Carlino**

The work of the Rhode Island Builders Association's Legislative Committee begins long before the General Assembly convenes during the first full week of January. As a matter of fact, we have been hard at work since the 2013 General Assembly adjourned on July 3<sup>rd</sup>.

Everyone associated with the residential construction industry in Rhode Island owes a debt of gratitude to the hard-working members of our Legislative Committee (listed below). The 2013 session was an excellent example of how important RIBA's legislative advocacy is for members, why it's important to be a member, and why members must do everything they can to personally support our efforts at the State House.

Largely because of our work last year, and your support, five major bills with a positive impact on our industry became law.

Expiration dates for approved permits were extended until July 1, 2015. Lawmakers established a task force to study the creation of a single, statewide system of regulations for onsite wastewater treatment systems (OWTS) and wetlands. The "Notice Bill" now requires cities and towns to establish and maintain a public notice e-mail registry in order to notify those on the registry about any changes to local subdivision regulations or zoning ordinances. The "Slope Bill" now prevents the slope of land from being deducted from a land calculation, and it put slope back into place in calculating local zoning density. Legislators also mandated that all home inspectors be licensed.

Without RIBA's advocacy, these bills would not have become law. And that was possible only with your support.

see **LEGISLATION...**page 22



**Robert J. Baldwin**

### RIBA's Legislative Committee

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

**Robert J. Baldwin, Co-Chairman**  
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**Eric Wishart**  
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**Gayle Wolf**  
*Government Strategies Inc.*

A conversation with...

# Ronald J. Caniglia & Gary Ezovski

## Rhode Island Small Business Economic Summit

A longtime member of the Rhode Island Builders Association, RONALD J. CANIGLIA has been owner and president of Stand Corp., a commercial design/build firm based in Warwick, since 1984. He is active in community affairs and in supporting career and technical education. He is vice chairman of the Regulations Subcommittee of the Rhode Island Small Business Economic Summit.

GARY EZOVSKI, a civil engineer for the last 40 years and the owner of Lincoln Environmental Properties LLC, is chairman of the Regulations Subcommittee of the Rhode Island Small Business Economic Summit. A former vice-chairman of the North Smithfield Water Authority, he has served on the North Smithfield School Committee.

Along with their work for career and technical education, both men are leaders in the effort to eliminate unnecessary business regulation in Rhode Island.



Ronald J. Caniglia and Gary Ezovski

been asked, both through the Summit and through the Rhode Island Business Coalition\*, how to respond to that. Our priority is to make apprenticeship something that can be expanded, made creative, flexible and nimble, not just in construction but in all levels of the economy.

We need to embrace apprenticeship, encourage work opportunities, and have it develop talent. We want it removed as a barrier that restricts work. Rhode Island doesn't win that way. Of course, I'm talking about organized labor. We're certainly not against organized labor; they do a pretty good job with their apprenticeship programs. So does ABC (Associated Builders and Contractors, Rhode Island Chapter).

It's just that we want everyone to have training and work opportunities, without it being restricted to one group or another.

**CANIGLIA:** Just to add to Gary's thought, we've found that people want to use the single word "apprenticeship" with a short list of talking points. Apprenticeship is in vogue, and it's needed across all industries. So it can't be driven by any narrow group of people. When we ask how the apprenticeship process became so narrow, it gets into what Gary and I have been looking at: What are the career and technical schools doing, how are they doing it, and what's happening outside Rhode Island?

We also try to get the message out that more people should see what Rhode Island looks like from outside the state. With a more global business climate, we need to stop thinking just about Rhode Island, New England or the Northeast. As Gary says, we can't be an outlier. As exciting as it might be to say that we have this unique little state, people will look at us and say that the business climate here is cumbersome, punitive or restrictive. Instead, it must be seen as a place that gives people business opportunities. Apprenticeship training can help bring this global perspective.

Everyone seems to point to the German model as great for business. But the reason it's so successful is because of the inclusiveness and participation of all industries. It's not narrowly focused on one group.

**THE BUILDER: So, in a nutshell, what's the state of career and technical education in Rhode Island?**

**EZOVSKI:** That's a question we're still trying to answer. In our visits to three Rhode Island career and tech facilities, we can see some good things happening. But it calls to mind an article in the *Wall Street Journal* today (December 27<sup>th</sup>). It points out that education is failing in some areas because school systems are treating diplomas and degrees as commodities, just credentials. So people aren't seeking educations, they're seeking degrees.

We need people to want to seek an education, and that's what we hope the career and tech education community can provide for many young

**THE BUILDER: How much of a priority is workforce development for Rhode Island's business leaders?**

**EZOVSKI:** That's hard to measure, but it's safe to say that it's a priority for some. We're trying to make it a priority for all. There's a strong understanding among them that we need to do better when it comes to a skilled workforce.

**CANIGLIA:** We find that small businesses can have ADD (attention deficit disorder) when it comes to getting workforce development going. There's no predictable path or source to the goal. You might latch onto a good instructor at, say, Davies (the William M. Davies Jr. Career and Technical High School, Lincoln), but that's not connected with anyone at the Community College of Rhode Island (CCRI). In turn, there's no connection between a good instructor or program there and one of the high schools.

It's fragmented. And because business moves so quickly, any small roadblock like this just frustrates business people and they move on, "doing their own thing." So we see the need for strong collaboration on everyone's part if we're going to improve workforce development. We need to simplify the process and make it easier to achieve a speedier outcome.

**THE BUILDER: Gary, you were a speaker at the 2013 SBA Economic Summit in November. How did workforce development figure in the discussions there?**

**EZOVSKI:** It was a topic in at least two breakout sessions, and in the regulatory session it was oriented around a very important subject when it comes to workforce development: apprenticeship.

Apprenticeship has been used by some to try to carve out a piece of the pie for themselves and exclude other people or groups. We've

...continued next page



people in Rhode Island who have been encouraged only to get ready for college when they really have no interest in college.

In one of our visits (to Davies) we encountered a special wheel created by a student in the robotics program there. It improves the maneuverability of robots, and you have to see it to believe it. This is the kind of talent that can be found in these career and tech schools, where students are working on an education, not a product.

In another visit, we found a young woman who travels by RIPTA bus every day from Charlestown to the Rhode Island Nurses Institute Middle College Charter High School in Providence. What can that kind of motivation mean for her grades and future career?

These young people want to be at school! The challenge for the state is to optimize access for every student and give them the chance to make that hands-on connection between school and their future careers. So Ron and I are looking at the effectiveness and efficiency of the current career and tech system. Are we running programs in too many locations? Are we not providing programs that we should? Are the programs we are running sufficiently rigorous?

**CANIGLIA:** One issue is that the career and tech programs in Rhode Island have been on-again, off-again. They were state-run, then some were taken over by the municipalities. There was Perkins Grant money, and there were a lot of factors that have come and gone.

At one point we found that Providence was sending students to the program (at the Providence Career and Technical Academy) who didn't want to be there. Now that's changing because they're making career exploration a positive focus. It's a matter of getting that passion going that Gary described.

A curriculum can be designed that can be technically exciting, taking them way beyond being just "a technical student." That can make you a good employee for any business, someone who will show up, have energy and be motivated.

**THE BUILDER:** Are the state's educational leaders in synch with business leaders on the need for workforce development and how to do it?

**CANIGLIA:** We've been meeting with as many people as possible, but Gary and I are both volunteers. And we're trying to do this in a way that doesn't offend or crowd anybody. But we've found people in education and business who are willing to have this conversation. Some are looking for opportunities to take this all to a new level. We'd like all this to go a little faster. The good news: There's more energy, and the Rhode Island Business Coalition has added strength and numbers to this effort. And there's a good mix of people with the same goals we've stated.

Now more than ever, we're poised to reel in something that the state can market.

**EZOVSKI:** Are we in synch? Some education and business leaders are, especially if you talk to the leadership in some of the schools. Clearly, they're working to excite students with courses linked to career opportunities. On the other hand, it's hard to say that the system itself has been transformed from some of its roots, where tech education was where students went when they couldn't cut it in a traditional high school. One of the early leaders at Davies made it clear to students that it was a privilege for them to be there, and that anyone who couldn't perform wasn't going to stay. But I'm not sure that we've made that cut throughout the state.

For one thing, I think that entrance qualifications have to be deliberate and geared toward those who intend to take full advantage of great programs.

**THE BUILDER:** Why is the Worcester Technical High School con-

sidered such a good model?

**CANIGLIA:** Very often, people will focus on the brick-and-mortar facility. And Worcester Tech is impressive that way. It's a 400,000 square-foot, \$92 million building on a hill, with the very best equipment. But as you go through, you're constantly seeing an energy, not only by the principal, Dr. Sheila Harrity, and her staff, but among the students in every program.

For example, you go to the automotive department and it's been certified by Toyota. It's reaching out into the community and servicing cars owned by lower-income people. There's a collaboration with the community. The construction students are doing three-story gut rehabs in some of the poorest parts of Worcester.

The place is humming. There's real marketing in the marketing program, real bookkeeping in the accounting program, and a real restaurant in the culinary arts program. It's real people with real needs being served by real students, dealing with real issues in real time. And there are 350 business people from all industries deeply involved with that school. It's that kind of commitment to collaboration that Gary and I found. And we asked ourselves why we aren't doing this in Rhode Island.

**EZOVSKI:** Ron's right. It's not about the facility, it's about the program. It was two Rhode Island Builders Association members, Bob Baldwin and Jack Bentz, who have been involved for years in RIBA's support for career and technical education, who first encouraged us to visit Worcester Tech. That's because they saw the potential in the kind of collaboration and community involvement that happens there.

What Worcester did is kick it all up a notch. Not only did they realize that tech education isn't the second tier. They made it the higher tier.

**CANIGLIA:** When the Community College of Rhode Island started as Rhode Island Junior College 50 years ago, President (William F.) Flanagan said that the teachers had to go out into the high schools and recruit students to attend junior college. And they did.

We need to do that for our career and tech programs, so young students will consider manufacturing, construction or other trades. Now, some administrators and parents think of career and tech schools as the only alternative for a particular student. It shouldn't be that way, especially as more technology comes to the trades.

We need the kind of collaboration, energy, and community involvement we see at Worcester Tech. We need to go out into the schools and get people fired up.

**THE BUILDER:** So with involvement and collaboration, you believe the business community could help bring that kind of tech education to Rhode Island?

**CANIGLIA:** Why not? What we need here is a change of culture when it comes to tech education. If Rhode Island is to build a competitive workforce, that's what we have to do.

We continue to work on this and to make progress. But businesses need to get involved. The schools need to talk to each other. When it's time for a new administrator, move the best person up, not the one with the most seniority.

We need to be able to say to people looking in from outside Rhode Island: Whatever you want to do here, we can provide the workforce you need.

As a matter of fact, Rhode Island is small enough to do what Massachusetts can't: Bring it all together on a statewide basis; do what Worcester Tech has done, only on a statewide level. We can do it.

*For more information about Worcester Technical High School, visit <http://worcestertechnicalhigh.com>.*

*...continued next page*

## INTERVIEW...from previous page

\*The Rhode Island Business Coalition, of which RIBA is a prominent member, also includes the Associated Builders and Contractors of Rhode Island, the Central Rhode Island Chamber of Commerce, the East Bay Chamber of Commerce, the East Greenwich Chamber of Commerce, the East Providence Area Chamber of Commerce, the Greater Providence Chamber of Commerce, the National Federation of Independent Businesses, the Newport County Chamber of Commerce, the North Kingstown Chamber of Commerce, the Northern Rhode Island Chamber of Commerce, the Oil Heat Institute of Rhode Island, the Rhode Island Hospitality Association, the Rhode Island Independent Contractors & Associates, the Rhode Island Lumber and Building Materials Dealer Association, the Rhode Island Manufacturers Association, the Rhode Island Mortgage Bankers Association, the Rhode Island Small Business Economic Summit, the Rhode Island Small Business Economic Summit, the Rhode Island Society of Certified Public Accountants, the Smaller Business Association of New England, the Southeastern New England Defense Industry Alliance, the Southern Rhode Island Chamber of Commerce, and the Utility Contractors Association of Rhode Island.

## Cranston issues a call for residential contractors

The City of Cranston is looking for qualified residential contractors to bid on various housing rehabilitation projects. General contractors, electrical, plumbing/heating, masonry and OWTS contractors are all needed.

Applicants must be properly registered with the Contractors' Registration and Licensing Board and must be insured according to law, with the necessary licenses if applicable.

Further information and applications are available at the Dept. of Community Development, 1090 Cranston St., Cranston, at (401) 461-1000 ext. 7226, or online at [www.cranstonri.com](http://www.cranstonri.com).

## LEGISLATION...from page 19

Soon we will lay out our legislative agenda for the 2014 session, and it will be just as important for you to help as it was last year, locally and on the state level as well! You will be called upon to contact your state senator and representative, to testify at hearings if you can, and to keep RIBA posted about legislative and regulatory doings in your own community.

Right now, one of the best ways to help is to contact RIBA Executive Director John Marcantonio and ask to join our new local advocacy network: BUILD (Builders United for Informed Local Decision-making). Contact Mr. Marcantonio at (401) 438-7400 or [jmarcantonio@ribuilders.org](mailto:jmarcantonio@ribuilders.org).

Your participation is crucial to our legislative success in 2014!



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## HEROES...from page 1

Dec. 21 were Sen. Sheldon Whitehouse (D-R.I.); Congressman James R. Langevin (D-R.I.); Providence Mayor Angel Tavares; State Treasurer Gina Raimondo; Maj. Gen. Timothy P. McHale (USA Retired), president of HFOT; and Rear Adm. Ted Carter, president of the U.S. Naval War College and a Burrillville native.

Wintry weather seemed to abate just for that day as the sun shone and temperatures soared into the 50s.

The almost year-long homebuilding project involved over 100 mostly small businesses, a large number of them RIBA builder/remodeler, supplier or professional members. It also engaged the steady attention of BHH President Robert J. Baldwin of R.B. Homes Inc. and Project Supervisor David A. Caldwell Jr. of Caldwell and Johnson Inc., who had to balance their involvement with their own business responsibilities.

Most of the labor was volunteer and most of the materials were donated. Even the

Town of Burrillville pitched in by waiving all permit and inspection fees. School children made and sent cards welcoming the Dubois to town, and the Harrisville Fire Dept. put on a dinner for the couple.

"Helping Cpl. Dubois with this house is the least we can do for this Marine, who paid such a price for our country. We must all remember that our freedom is not free," commented Mr. Baldwin.

RIBA staffer Elise Geddes, who acted as the "closer" in tying up the project's last-minute tasks, praised Burrillville town officials, especially inspectors, for their support and cooperation.

Meanwhile, the Dubois are expecting their first child, a boy, in February.

The story really began on July 31, 2011, during Cpl. Dubois' second deployment in Afghanistan. That's the day he suffered the injury that cost him both legs, after contacting an improvised explosive device (IED) while trying to save another Marine.

"Seeing this house completed is a fulfillment for all of us, especially for me," commented Mr. Caldwell, himself a Ma-

rine Corps. veteran of the Afghan War. "Once a Marine, always a Marine."

BHH is a fully approved 501c3 subsidiary of RIBA, and all donations are tax deductible. BHH also is a registered Rhode Island residential contractor (#19). It relies on a 100 percent volunteer staff, and all funds donated for construction are used in construction.

To find out more about BHH, visit [www.buildershelpingheroes.org](http://www.buildershelpingheroes.org), contact Mr. Baldwin at [bob@rbhomesinc.com](mailto:bob@rbhomesinc.com) or (401) 255-6546, or Mr. Caldwell at [dave.caldwell@caldwellandjohnson.com](mailto: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.

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## BOARD...from page 2

**#10: Push Regulatory Reform Efforts Beyond Current Performance Levels.** This would involve ongoing improvements to customer service, procedures and communication in all agencies, including a launch of statewide e-permitting, she explained.

**#11: Clarify the Rulemaking and Review.** ORR found that no clear guidance exists for regulatory review for economic impact or regulatory flexibility analysis, as required by the 2012 law. ORR also found that there is no clear guidance as to which oversight entities should review these documents, other than ORR.

**#12: Synchronize the Five-Year Periodic Review and Five-Year Refiling of Rules & Regulations.** State law contains two separate requirements for regulatory review, each at different five-year intervals. These should be synchronized, Ms. Taito stated.

She added that the reform process is already well under way, and she singled out the Dept. of Environmental Management (DEM) as an example. The interview with DEM Associate Director Terence Gray in the December *Rhode Island Builder Report* outlines these improvements in detail, with plans for more streamlining in the future.

During her presentation, Ms. Taito said that she would leave the ORR by late January to rejoin the private sector. Accompanying her to RIBA on January 7<sup>th</sup> was Derek Pelletier, who was to be the

acting ORR director. Mr. Pelletier vowed to continue Ms. Taito's aggressive reform policies.

### *In other matters...*

Also present at the January 7<sup>th</sup> meeting was Jack Cacchiotti of Restivo Monacelli LLP, reporting on a positive, "in the black" review of RIBA's finances.

Executive Director John Marcantonio announced that an open house and reception would be held at RIBA headquarters on January 23<sup>rd</sup> to honor the volunteers who helped build the recently completed house in Burrillville for wounded Marine Kevin Dubois. Cpl. Dubois and his wife, Kayla, were both scheduled to attend. *Related story on page 1.*

Mr. Marcantonio also provided a legislative update on RIBA's agenda at the State House for 2014, announcing that a joint meeting of construction industry representatives would be held at RIBA on January 21<sup>st</sup> to discuss and coordinate efforts.

Watch for a full report in the March *Rhode Island Builder Report*.

Also at the meeting, a drawing took place for a free, full-page, full-color advertisement in RIBA's 2014 *Membership Directory & Buyer's Guide*. Anyone who had bought an advertisement in the *Directory* on or before December 30<sup>th</sup> was entered in the contest. Douglas Lumber, Kitchens & Home Center was the contest winner.



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