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**RIBA Clambake
tickets at low cost**

Tickets for the Rhode Island Builders Association's 64th Annual Clambake on August 8th are only \$35 each for the first 300 people.

Page 2

**Free OSHA 10,
8 Hour Lead
Courses set at
different locations**

RIBA's free education program for members continues to expand, with OSHA 10 and Lead Safety Classes at supplier member facilities around the state for your convenience.

Pages 4, 8-10

Report pins R.I. recovery to growth in construction

Normalcy in the industry would drop the state's unemployment rate by 2 percentage points.

By Paul F. Eno *Editor*

If Rhode Island's construction industry were operating at 2001 levels, the state's January 2014 unemployment rate would have been 7.3 percent instead of 9.2 percent. This would have dropped the joblessness level from first in the nation to 14th.

That's not only because construction jobs pay more, but because the industry also supports jobs in many other sectors of the economy.

see REPORT...page 24



Dr. Edinaldo Tebaldi, center, explains key points of his report to reporters during a press conference at Rhode Island Builders Association headquarters on April 22nd. With him are RIBA Executive Director John Marcantonio, right, and John Sinnott of Gilbane Building Co.

Come to RIBA's Networking **BBQ** on June 5

Meet PC Basketball's Ed Cooley!

WHEN: Thursday, June 5th, 4-7 p.m.

WHERE: Rhode Island Builders Association headquarters, 450 Veterans Memorial Pkwy., East Providence 02914

COST: FREE

FOR INFORMATION AND TO REGISTER: Logon to RIBuilders.org, click on this event under the "Events Calendar," or contact Elise Geddes at egeddes@ribuilders.org or (401) 438-7400.

SPONSORED BY BOSTON CEDAR

Stop by Rhode Island Builders Association headquarters on June 5th for a free barbecue with all the trimmings, and meet

Providence College basketball coach Ed Cooley! There will be beer, wine and plenty of food.

Also meet the folks from Boston Cedar, one of our newest members and the generous event sponsor. They're excited to meet our members and will have a lot of great products on display, and representatives can answer your questions on features, use and installation. Boston Cedar works with your local lumberyards, and they want you to see their products for yourself.

A bonus of the evening will be PC basketball coach and Providence native Ed Cooley, who will be at RIBA to network with members. Hear Ed's incredible story first-hand while you enjoy the great food and drink.

see NETWORKING...page 25

RIBA's 2014 Clambake: Low price and more fun than ever!

WHEN: Friday, August 8th, noon to 8 p.m.

WHERE: Francis Farm, 27 Francis Farm Rd., Rehoboth, MA 02769

COST: \$35 per person for the first 300, \$70 per person after that

DEADLINE TO REGISTER: Aug. 1st
FOR INFORMATION AND TO REGISTER: Logon to www.RIBuilders.org, click on this event under the "Events Calendar," or contact Elizabeth Carpenter at ecarpenter@ribuilders.org, or call (401) 438-7400.

Our biggest social event of the year is just around the corner: the Rhode Island Builders Association's 64th Annual Clambake!

With one of the lowest ticket prices in years, fabulous food and drink, a great venue and new features, we expect well over 400 people to attend. This event, which has taken place every year since

see CLAMBAKE...page 23



Members and guests enjoy themselves during the 2013 Clambake.



Be a sponsor!

Presenting: \$5,000 • Premier: \$1,000 • Supporter: \$500 • Patron: \$300 • Friend: \$75

Here's what you get:

Presenting Sponsor: This is a custom package that includes giveaways, custom signs, full exposure and a dominant presence at the Clambake. It also includes 10 complimentary tickets, signs at event stations, a banner at dinner, a *Rhode Island Builder Report* story, a shirt and hat giveaway, and a vendor/exhibit table.

Premier: Includes five complimentary tickets, a sign at every event station, a banner at dinner, mention in *The Rhode Island Builder Report*, and a vendor/exhibit table.

Supporter: Includes two complimentary tickets, a banner at dinner, mention in *The Rhode Island Builder Report*, and a vendor/exhibit table.

Patron: Includes a banner at dinner and mention in *The Rhode Island Builder Report*.

Friend: Includes mention in *The Rhode Island Builder Report*.

Contact Elizabeth Carpenter at the RIBA office, ecarpenter@ribuilders.org or at (401) 438-7400.

RIBA welcomes our new members and thanks their sponsors!

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THE RHODE ISLAND **builder** report

Official publication of the
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since 1951

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Editor..... Paul F. Eno

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CONTACTING RIBA

Members are encouraged to contact the RIBA staff for information about their membership and benefits, events and educational opportunities, chances for leadership, to help with legislative advocacy, 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.

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DEADLINES FOR THE NEXT ISSUE

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

Friday, May 30

Send material to The R.I. Builder Report, c/o RIBA,
450 Veterans Memorial Pkwy., Suite 301, East Providence, RI 02914
or e-mail to builder@newriverpress.com Fax: (401) 356-0913

LOOKING AHEAD!

♦ **June 5: Barbecue/Networking Night** - 4 to 7 p.m., RIBA headquarters, rain or shine. Meet PC Basketball Coach Ed Cooley! Sponsored by Boston Cedar. FREE for members and non-members, but we request reservations. There will be beer, wine and food. *Details on Page 1.*

♦ **June 10: Seminar on Financing Options for Contractors and Customers** - 4 to 7 p.m., RIBA headquarters. FREE. This is a members-only event. *Details on Page 10.*

♦ **8 Hour Lead-Safe Course - Three locations and three dates to choose from.** FREE for members and their employees, with \$25 book charge. \$110 for non-members, with \$25 book charge.

June 10: 7: 30 a.m. to 4 p.m. at **Riverhead Building Supply**, North Kingstown

June 17: 7: 30 a.m. to 4 p.m. at **Douglas Lumber, Kitchens & Home Center**, Smithfield.

June 24: 7: 30 a.m. to 4 p.m. at **Arnold Lumber Co.**, West Kingston.

Details on Page 9.

♦ **OSHA 10-Hour Course - Three locations and three sets of dates to choose from.** FREE for members and their employees, with \$25 book charge. \$125 for non-members, with \$25 book charge.

June 11 & 12: 11: 30 a.m. to 5 p.m. each day at **Riverhead Building Supply**, North Kingstown.

June 18 & 19: 11: 30 a.m. to 5 p.m. each day at **Douglas Lumber, Kitchens & Home Center**, Smithfield.

June 25 & 26: 11: 30 a.m. to 5 p.m. each day at **Arnold Lumber Co.**, West Kingston.

Details on Page 10.

♦ **June 12: Professional Women in Building Reception** - Come meet the new PWB officers. 5:30 p.m. at the East Greenwich Yacht Club. \$35 per person. Heavy appetizers and a cash bar. Open to all RIBA members. Please register by June 5th. Contact Elizabeth Carpenter at RIBA, (401) 438-7400, e-mail ecarpenter@ribuilders.org or contact Cheryl Boyd at Arnold Lumber Co., (401) 255-5910, e-mail cboyd@arnoldlumber.com. *Related story on page 7.*

♦ **August 8: RIBA's Annual Clambake** - Noon to 8 p.m., Francis Farm, Rehoboth, Mass. 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. Major sponsors will be provided with exhibit space. *Details on Page 2.*

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

♦ **March 5-8: RIBA's 65th Annual Home Show** - Rhode Island Convention Center, Providence. Contact Yoffe Exposition Services to reserve your exhibit space, (800) 963-3395 or visit www.RIBAHomeShow.com. *Watch for more information.*

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

Free course savings can pay your membership dues!

Progress for the Rhode Island Builders Association has been so great and so quick this year that it's hard to believe we're nearly half way through 2014.

Many member benefits have been introduced over the last two and a half years, but one that's new this year is taking our membership by storm. It's our vastly expanded education program that's free for members and their employees. This includes federal- and state-mandated OSHA and lead courses that would cost you and your business hundreds of dollars, especially if you have multiple employees to be certified.

Those savings would pay your RIBA membership dues, maybe several times over! While there sometimes is a nominal charge for books or course materials, tuition is always free for members and employees. So joining RIBA is a value that no contractor should pass up.

Along with these courses, there are many others that will im-

prove you and your business, increase your technical knowledge, boost your professionalism and, most of all, help you get more work and make more money. And starting now, many of these courses will be offered at multiple locations around Rhode Island, courtesy of our supplier members, to make it easier for you and your employees to attend. There's information about the education program on pages 4, and 8 through 10 and at www.RIBuilders.org

In another matter, I can't let a month pass without another "well-done" to our Home Show Committee and the many people from many companies who helped make this year's event such a tremendous success!

Planning for the 2015 Home Show will start soon, and we already know that we'll need more volunteers, so please plan now to exhibit and otherwise give us a hand, and to share in the benefits. Let's keep the success going strong!



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From the Board of Directors

Great numbers for Home Show, key legislation outlined

By Paul F. Eno Editor

Home Show matters, the progress of important legislation and more highlighted the May 6th meeting of the Rhode Island Builders Association's Board of Directors.

Gubernatorial candidate and Providence Mayor Angel Tavares also addressed the Board, noting that he's the only candidate "who ever put clothes on layaway at Ann & Hope," and emphasizing his modest, working-class beginnings. He expressed support for Rhode Island small businesses and said that he recognizes the "skills gap" in the state's workforce.

The mayor responded to questions about the need for more state tax credits, especially in "green" construction and remodeling; streamlined permitting; persistent overregulation; and more transparency in the Rte. 195 corridor redevelopment project.

Legislation

On State House matters, Legislative Committee Co-Chairman Robert J. Baldwin expressed optimism that the new House leadership has a positive attitude toward business and will take steps to improve the state's economic climate. He extended this to possibilities to improve the state's workforce.



Gubernatorial candidate and Providence Mayor Angel Tavares, at right, makes a humorous comment during his address to the Rhode Island Builders Association's Board of Directors on May 6th. At left are RIBA President Felix A. Carlone, left, and Vice President Roland J. Fiore.

"One of our main legislative goals this year is reform of career and technical education (CTE), something the whole business community recognizes the need for," Mr. Baldwin said.

"We're working on this and other legislative initiatives with the Rhode Island Business Coalition."

Along with CTE legislation now in preparation, Mr. Baldwin reported on the status of the measure to redefine independent contractors, bills related to apprenticeship rules, inclusionary zoning legislation, the "spec and rehab housing bill," truck tax reform, proposed environmental legislation,

and the suggestion that a Land Court be established to handle planning, zoning and development cases in place of the Superior Court. *Related story on page 17.*

Home Show

Excellent numbers, including a 43 percent increase



As members of our board heard, our Home Show is bigger and better. And surveys show that visitors want to see more contractors and suppliers. To exhibit in 2015, call RIBA at (401) 438-7400.

**-Executive Director
John Marcantonio**

in visitors, highlighted the Home Show Committee report. Committee members Louis Cotoia and Carol O'Donnell called for more RIBA member volunteers to help with all aspects of the next show.

Several members stressed the need for more sponsors for RIBA's Annual Clambake so ticket prices can be even lower than last year. Mr. Cotoia said that major sponsors will have exhibit space, a feature that debuted at the 2013 Clambake.

The Clambake will take place on Friday, August 8th, at Francis Farm in Rehoboth, Mass. *Details on page 2.*



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PWB, NAWIC gather for joint meeting at RIBA

A presentation on clothing and fashion with Carrie Humphrey of CAbi Clothes highlighted a Ladies' Night at Rhode Island Builders Association headquarters on April 14th. This was a joint meeting of RIBA's Professional Women in Building Council (PWB) and local members of the National Association of Women in Construction (NAWIC).

"We had a fantastic evening with the PWB and NAWIC groups for our Combined Ladies' Night," commented Cheryl Boyd of Arnold Lumber Co., president of PWB. "There were 25 members and guests, and we enjoyed a wonderful networking session, with homemade sangria and light fare. Guests enjoyed fashion advice, and we found out about body-shape considerations, do's, don'ts, color, style and hot trends in spring clothing."

Welcome new members!

PWB welcomes its newest members and thanks their sponsors:

- Mary Cool of California Closets
- Jacqueline Pagel of Pella Windows & Doors.

At the 2014 International Builders Show, the National Association of Home Builders (NAHB) Board of Directors approved a bylaw change dissolving the separate corporate structure of the national PWB. As of March 5th, PWB is now an official



Carrie Humphrey of CAbi Clothes highlights a joint PWB/NAWIC Ladies' Night at Rhode Island Builders Association headquarters on April 14th.

NAHB council.

This integration into NAHB's corporate structure places PWB on an equal footing with other councils and provides a more seamless transition for local and at-large PWB council members to serve in national leadership roles.

Out of the 34 regional and state councils, RIBA's PWB ranks #15.

PWB welcomes all women associated with the residential construction industry in any way.

"PWB is always looking for new members to bring their individual and professional talents to the council," Ms Boyd

said.

"This is a great opportunity to network with other women in various professions within the housing industry."

She pointed out that, along with regular member benefits, joining PWB includes membership in the NAHB PWB.

Men are welcome at PWB events also.

PWB's next meeting will be a reception for the new officers at the East Greenwich Yacht Club, June 12th at 5:30 p.m., \$35 per person. There will be food and a cash bar.

To register, and for information about PWB, contact Ms. Boyd at (401) 255-5910 or cboyd@arnoldlumber.com.

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If it was easy you wouldn't need us.

RIBA launches free classes around the state for convenience of members

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

Whether you belong to the Rhode Island Builders Association or not, you've certainly noticed the expansion of RIBA-sponsored educational programs – free for members and their employees – that has taken off since 2013.

The growth and success of these programs can be traced to the hard work of the association's new Education Committee. The panel has been actively creating curricula and courses, and recruiting instructors, to implement a high-value education program for members and the industry.

There is a wide variety of courses already offered, including required classes for OSHA compliance and lead licensing. Other classes cover the codes, first aid/CPR, jobsite safety issues, business software such as QuickBooks®, asbestos and mold awareness, contract law, and much more. In addition, RIBA will offer contractor continuing-education courses that will be mandated by the Rhode Island Contractors' Registration and Licensing Board (CRLB), beginning later this year.

Tuition for these courses is free for RIBA members and their employees. In certain courses there may be a charge for books or other materials. The free program does not include professional designations from the National Association of Home Builders, such as Certified Graduate Remodeler (CGR), Certified Green Professional (CGR), Graduate Master Remodeler (GMR) and others whose tuition is set nationally.

"RIBA is offering these courses at low cost to provide a great value for the entire industry," RIBA Executive Director John Marcantonio said. "And when the state implements its required continuing-education courses for contractors later this year, our Education Committee will be

well ahead of the curve. We'll already be providing the best education possible and will be well prepared to offer the required courses."

Courses now and in the future will aim at developing general contractor knowledge, business skills, better regulatory compliance, market savvy and overall professionalism, Mr. Marcantonio said.

"While courses won't be free for non-members, they'll still get a remarkable education value because RIBA is doing this to raise the entire industry," he added.

To make class attendance easier for contractors in all parts of the state, RIBA supplier members will begin hosting educational sessions as part of the program.

"We will continue to offer the classes at RIBA's East Providence headquarters, of course, but we plan to use supplier-member facilities as additional locations for the convenience of contractors in those areas. So the OSHA-10 course might be on a certain date at RIBA, then at different supplier locations over the following weeks," said Education Committee member Louis Cotoia of Arnold Lumber Co. "Geographically, RIBA is making attendance as convenient as possible for the industry."

He characterized the whole program as "a unified classroom."

According to Mr. Cotoia, Arnold Lumber Co. will host classes in South County; Douglas Lumber, Kitchens & Home Center will host in northern Rhode Island; National Building Products in the central part of the state; and Riverhead Building Supply in the East Bay region and central



Louis Cotoia

Rhode Island. Other supplier members are assessing possibilities for a role as the program expands, he added.

Along with Mr. Cotoia, the Education Committee includes Michael R. Guertin of Michael R. Guertin Inc., William J. Hofius of Riverhead, William Finnegan of Coventry Lumber, Jay Pires of Douglas Lumber, A. Michael Slosberg of United Builders Supply, Chad Trombley of National Building Products, along with RIBA President Felix A. Carlone, Executive Director John Marcantonio, Operations/Project Manager Elizabeth Carpenter and Education Coordinator Sheila McCarthy.

For information on providing a venue for classes or for information on RIBA's educational programs, contact Ms. Carpenter (ecarpenter@ribuilders.org) or Ms. McCarthy (smccarthy@ribuilders.org) at (401) 438-7400.

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8 Hour Lead-Safe Course

3 separate dates, 3 separate places for your convenience

Tuesday, June 10th, 7:30 a.m. to 4 p.m. at **Riverhead Building Supply**, 6000 Post Rd., North Kingstown

Tuesday, June 17th, 7:30 a.m. to 4 p.m. at **Douglas Lumber, Kitchens & Home Center**, 125 Douglas Pike, Smithfield

Tuesday, June 24th, 7:30 a.m. to 4 p.m. at **Arnold Lumber Co.**, 251 Fairgrounds Rd., West Kingston

COST: FREE for members and their employees, with \$25 book charge. \$110 for non-members, with \$25 book charge. Credit cards accepted. Lunch is included.

DEADLINE TO REGISTER: One week before class date
FOR INFORMATION AND TO REGISTER: Logon to www.RIBUILDERS.org, click on any of these events under the "Events Calendar," or contact Sheila McCarthy at smccarthy@ribuilders.org, or call (401) 438-7400.

The Rhode Island Builders Association will present the 8 Hour Lead-Safe Remodeler/Renovator Course at different locations and on different dates around the state in June, courtesy of three of our supplier members.

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.

Lunch will be served.

There will be no refunds for cancellations after one week before each class. No-shows will not receive refunds or credit toward future classes. Space is limited - please register now!

Many thanks to the generous RIBA supplier members who are hosting this important course!



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OSHA-10 Course

*3 separate dates, 3 separate places
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Tuesday & Wednesday, June 11th and 12th, 11:30 a.m. to 5 p.m. each day at **Riverhead Building Supply**, 6000 Post Rd., North Kingstown

Wednesday & Thursday, June 18th and 19th, 11:30 to 5 p.m. each day at **Douglas Lumber, Kitchens & Home Center**, 125 Douglas Pike, Smithfield

Wednesday & Thursday, June 25th and 26th, 11:30 to 5 p.m. each day at **Arnold Lumber Co.**, 251 Fairgrounds Rd., West Kingston

COST: FREE for members and their employees, with \$25 book charge. \$125 for non-members, with \$25 book charge. Credit cards accepted. Lunch is included.

DEADLINE TO REGISTER: One week before class date
FOR INFORMATION AND TO REGISTER: Logon to www.RIBUILDERS.org, click on any of these events under the "Events Calendar," or contact Sheila McCarthy at smccarthy@ribuilders.org, or call (401) 438-7400.

The Rhode Island Builders Association offers the OSHA 10-Hour Certification Course at three locations around the state in June. The course is free for RIBA members and their employees. Proof of identity will be required. Participants who attend free must be members or the employees of members and not subcontractors unless they are members. Lunch will be served.

This course provides training in compliance with the Dept. of Labor & Training's municipal jobsite rules. It trains safety directors, foremen and field employees in OSHA standards and highlights major safety concerns to reduce jobsite accidents. Everyone completing the course will receive a copy of the OSHA Standard 29 CFR Part 1926 and an OSHA-10 certification card.

Many thanks to the generous RIBA supplier members who are hosting this important course!

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Learn about financing *June 10th*

WHEN: Tuesday, June 10th, 4-7 p.m.

WHERE: Rhode Island Builders Association headquarters, 450 Veterans Memorial Pkwy., East Providence 02914

COST: FREE for RIBA members

DEADLINE TO REGISTER: June 6th

FOR INFORMATION AND TO REGISTER: Logon to www.RIBUILDERS.org, click on this event under the "Events Calendar," or contact Elise Geddes at egeddes@ribuilders.org, or call (401) 438-7400.

An important tool for any contractor is the ability to offer financing options to potential customers. In June the Rhode Island Builders Association will host an informational event to explore financing programs for homeowners and their contractors. Local financial institutions will be here to explain the details of their offers and to give RIBA members information to make landing that customer a little easier. This is a members-only event.

Participants to date include Washington Trust Company, Wells Fargo, Admirals Bank, Pawtucket Credit Union and Bay Coast Bank. Come as you are! Reservations are requested.



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Member Profile: Tom Furey of Furey Roofing

You never know where the roof will take you

By Paul F. Eno *Editor*

You never know where the road – or the roof – will take you. In Tom Furey's case, it took him from an after-college job to helping people at some of the biggest companies in Rhode Island keep warm and stay dry.

"When I graduated from Rhode Island College in 1983, it was tough to find a job," recalls Tom, who earned a degree in business administration. "So I went to work for a roofing company in Pawtucket that one of my friends worked for. Turned out I was pretty good at it, so I later moved to a roofing company in Foxboro, Mass., where I became an estimator."

Then it happened.

"When that company was forced to close its doors in 1988, I opened my own roofing business the very next day."

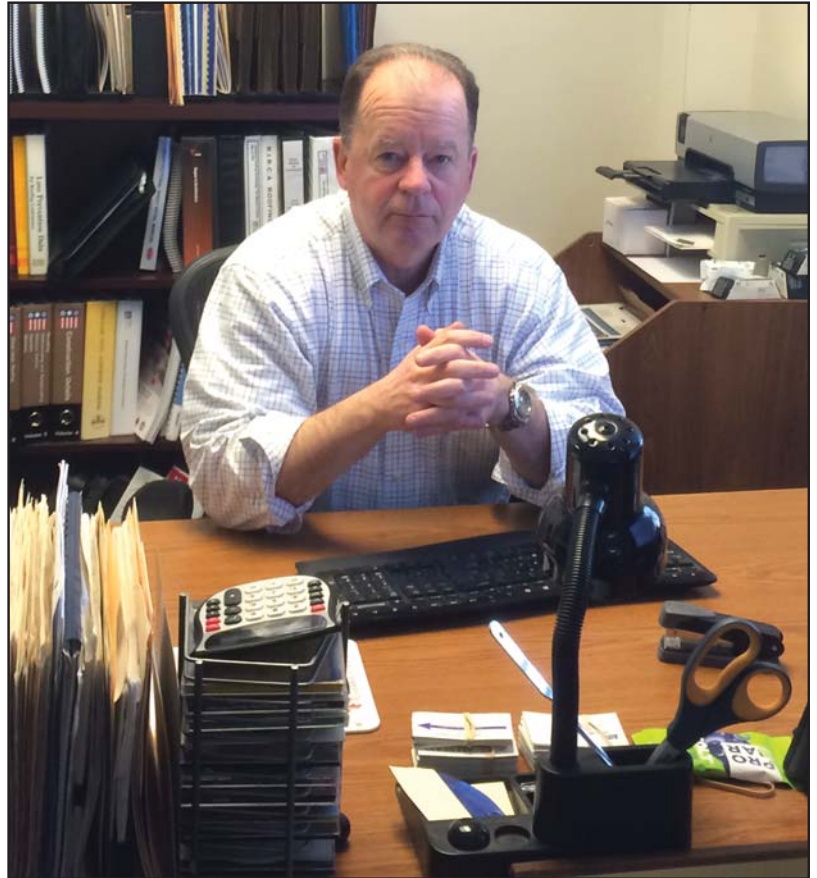
Now, some 26 years later, Furey Roofing serves major corporate clients all over southeastern New England.

"We do commercial roofing in southeastern Massachusetts, eastern Connecticut and all over Rhode Island," Tom says.

While 85 to 90 percent of Furey Roofing's work is for commercial clients, the company does some residential work, including large condominium developments. Most work on homes involves specialty work such as copper or painted metal roofs.

The company did, however, donate a shingle crew to roof the home in Burrillville built by the Rhode Island Builders Association's not-for-profit subsidiary, Builders Helping Heroes, last year. As a matter of fact, Furey Roofing joined RIBA in 1989, not long after the company was established.

"We really value the legislative updates, the networking and the



Tom Furey

educational seminars," Tom states.

Tom also serves on the Rhode Island Contractors' Registration and Licensing Board (CRLB), one of the most important regulatory bodies for the state's construction industry.

The rest of Tom's resume is just as impressive. He has earned the Registered Roof Consultant (RRC) and Registered Roof Observer (RRO) designations from the Roof Consultants Institute (RCI). He's also a Certified Solar Roofing Professional through Roof Integrated Solar Energy (RISE) and a Certified Construction Contract Administrator (CCCA) through the Construction Specifications Institute (CSI).

Tom has served on the boards of the National Roofing Contractors Association (NRCA), the National Roofing Legal Resource Center (NRLRC), the North East Roofing Contractors Association (NERCA), and Rebuilding Together - Providence.

Find out more about Furey Roofing at www.fureyco.com. 

Furey Roofing

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RIBA member since: 1989

Focus: Mostly commercial roofing

Serves: Southern New England

Founded: 1988

Based: Providence, Rhode Island

Davitt hires new project managers

David Twardowski and Jeff Pinsky have been named project managers at Davitt Design Build Inc., the South Kingstown-based custom home builder and remodeler has announced.

Both men "will oversee new construction and renovation of high-end residential properties throughout Rhode Island, and together bring over 40 forty years of experience in high-end architectural woodwork in both the commercial and residential sectors," a company statement said.

Mr. Twardowski also has experience in stone and granite fabrication and installation.

Find out more about Davitt Design Build, a longtime member of the Rhode Island Builders Association, at [www. http://davittdesignbuild.com](http://davittdesignbuild.com).



David Twardowski and Jeff Pinsky

Harry Gianlorenzo, 91

Harry Gianlorenzo of Rehoboth, Mass., a member of the Rhode Island Builders Association for many years, died April 16th at Rhode Island Hospital. He was 91.



Husband of the late Florida M. (Lizotte) Harry Gianlorenzo Gianlorenzo, he was born April 7, 1923, in Pittsfield, Mass. Son of the late Aristeo and Anna Maria (Alfonso) Gianlorenzo. He was a combat-wounded Army veteran of World War II, having fought in the Battle of the Bulge in 1944. He was awarded the Silver Star, the Bronze Star and the Purple Heart.

During his working life, Mr. Gianlorenzo was a self-employed home builder.

"My uncle worked with his family building homes for over 40 years," recalled a nephew, past RIBA President Steven Gianlorenzo. "He was a truly gifted craftsman. And he never bragged about his distinguished war record."

Mr. Gianlorenzo leaves a sister, a daughter, two sons, a grandson and a great grandson.

Donations in his memory may be made to Our Lady of Loreto Church Memorial Fund, 346 Waterman Avenue, East Providence, RI 02914.



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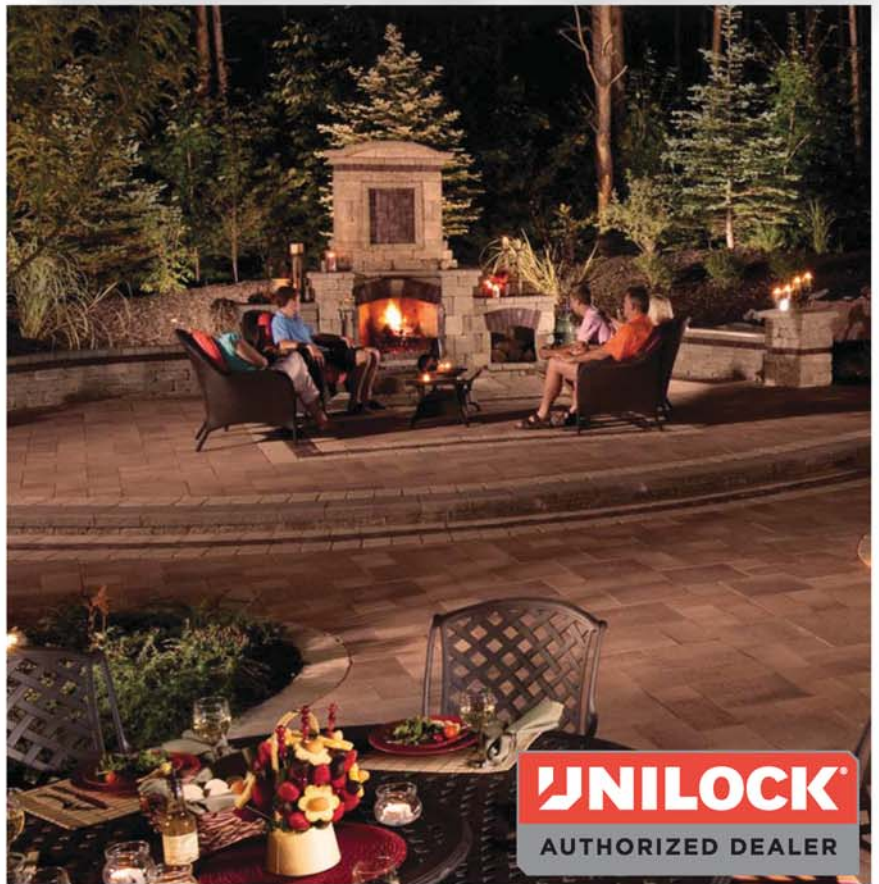


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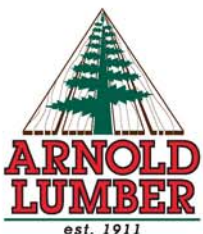
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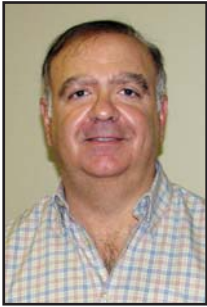
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Working for statewide CTE reform



Steven Carlino

One of the greatest needs for business in Rhode Island, and for our industry in particular, is a skilled workforce. Even with our state's economy lagging behind that of New England and the nation, there are thousands of jobs going begging in the Ocean State because we lack skilled people to fill them.

This is why one of our major legislative pushes this year is for reform in career and technical education (CTE). To help bring this about, the Rhode Island Builders Association has joined other groups in the Rhode Island Business Coalition to work for a major overhaul of the CTE system.

Instead of nine different CTE programs all doing their own things, we favor a unified, statewide system with a common curriculum, the participation of business and industry, high standards and a clear purpose. If anyone thinks that can't be done,

they should visit Worcester Technical High School (WTHS). This amazing institution is an example of what *can* be done. The April issue of *The Rhode Island Builder Report* had a comprehensive story about WTHS and a visit there by a delegation from Rhode Island, including legislative officials and RIBA members.

A key provision of state CTE legislation now being prepared, and our ultimate goal, is something the business community did when the City of Worcester balked at the funding WTHS needed. Local business leaders, led by Shrewsbury's Ted Coghlin, formed their own successful, not-for profit, 501c3 foundation, the Skyline Technical Fund, to support the school through donations by local, national and international corporations. There's no reason we can't do the same thing in Rhode

see **LEGISLATION...page 22**



Robert J. Baldwin

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Members work with DEM on issues, note website improvements

Permit streamlining and a single statewide standard for wetlands regulations continue on the radar for the Rhode Island Builders Association's Environmental Committee.

Co-Chairmen Thomas E. D'Angelo and Timothy A. Stasiunas have met regularly with staff at the Dept. of Environmental Management (DEM) on permitting and other issues, including inconsistency in DEM reviews, increasing and changing regulations, the mailing process for applications, long review times and website login issues.

Also discussed were stormwater rules and issues with DEM's coordination with the Dept. of Health.

"We feel that login and mailing issues have greatly improved," Mr. D'Angelo said. "Working with Brian Moore (DEM's new chief of groundwater and wetland protection) has been a pleasure. We certainly don't agree on everything, but Brian is available and willing to listen."

As members of the committee studying replacement of local wetlands and septic-system regulations with a statewide stan-



Thomas E. D'Angelo and Timothy A. Stasiunas

dard, Mr. D'Angelo and Mr. Stasiunas meet monthly with the stakeholders group. Single-standards legislation was enacted by the General Assembly in 2013.

"We're taking a look at our neighboring states. There have been presentations by various interested parties, and we hope to have our National Association of Home Builders (NAHB) experts make a presentation in the next couple of months," Mr. Stasiunas told *The Rhode Island Builder Report*.

The Environmental Committee also is watching regulations related to sea-level rise.

"We're very willing to be part of the solution on these issues. But we keep asking the various agencies for information on how homes built to current standards stood up to Hurricane Sandy, for solid evidence that the current regulations aren't good enough, and we haven't seen it yet," said Mr. D'Angelo.

He added that the DEM website has been updated and that some permit numbers that previously had to be hunted down on old microfilm machines can now be found online.

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A conversation on the appraisal issue with...

Stephen Linville

Director of Single-Family Finance, NAHB

Stephen Linville is director of single family finance in the Housing Finance Dept. of the National Association of Home Builders (NAHB) in Washington, D.C. Before joining the NAHB staff in 2010, Mr. Linville was director of sales at Fannie Mae, where he was responsible for developing and implementing third-party distribution strategies with the quasi-federal agency's lending partners to increasing mortgage deliveries and technology revenue. Before Fannie Mae, he was a mortgage banker and has a background in the securities and appraisal industries. He holds a B.S. in business, with a concentration in finance, from Old Dominion University in Norfolk, Virginia.



THE BUILDER: Home appraisals can be highly complex. Do you find that the average home builder understands how appraisals are conducted, what standards apply, and other important factors?

LINVILLE: I think builders have a pretty good grasp of the fundamental appraisal process. They know their homes and they know their markets. But when it gets into how appraisal agencies work or how appraisers do complex adjustments, builders might not have a full understanding.

Prior to the housing crisis a few years ago, appraisals probably weren't a primary focus for most builders. But they are now. So NAHB has put together tools such as the *Appraisal Primer* (available at www.NAHB.org). We've also put together webinars and retained a consultant on the issue. The more information members have, the better prepared they'll be.

THE BUILDER: How do members get in on the webinars?

LINVILLE: We've done a live webinar each year and they're available to watch on NAHB's website. We also do educational sessions during the International Builders Show. Additionally, I've traveled to state and local builders associations to make presentations. We do everything we can to make the information available.

THE BUILDER: Regarding appraisals, what issues or challenges are builders facing today?

LINVILLE: Communication is a big issue and is the result of the Home Valuation Code of Conduct (HVCC), put out by New York Attorney General Andrew Cuomo in 2008 and signed onto by government-sponsored enterprises (GSEs) such as Fannie Mae and Freddie Mac. Many people misunderstood the intent of the HVCC, and many appraisers thought they were no longer supposed to fully communicate with builders and real estate agents. HVCC expired when the GSEs introduced the Appraisal Independence Rules (AIR), which are more specific. So the channels of communication can be very challenging for builders.

If, in fact, a builder has an appraisal where they believe there's factual information that affected the opinion of value, or maybe omission of information, how do they communicate to get it corrected? That's one of the biggest challenges. Then throw in the

national appraisal management companies (AMCs), and that creates an additional layer of challenge when it comes to communicating.

THE BUILDER: Then how do builders communicate?

LINVILLE: That's an area that NAHB has been working hard on: Communication with the lender, insuring that when an appraiser is assigned to a project that the person has the necessary expertise.

I see that one of your questions has to do with the "green" factor in appraisals, so let's use an example from that. Say you're building a highly sophisticated home with highly energy-efficient features. The builder has the right to ensure that the appraiser is knowledgeable and experienced enough to appraise that property. So the builder should communicate that to the lender and the AMC.

THE BUILDER: Even with that, it sounds as though builders don't have a great deal of control.

LINVILLE: Well, they never really did. The lender really owns the appraisal, for their due-diligence purposes. But there are two parties to this transaction, so it needs to be very transparent to both buyer and seller, as well as to the lending side. Builders



should provide the appraiser with as much relevant information as possible. It's then up to the appraiser to validate it.

THE BUILDER: What particular problems can builders encounter when appraisers are selected by an AMC, which might look for appraisers who charge the lowest fees?

LINVILLE: First off, there are good AMCs and bad AMCs. You mentioned one potential problem: Appraisers working on reduced fee schedules. They also might be working on accelerated timetables. That can be a recipe for trouble.

At times, there are geographic competence issues, where an appraiser doesn't have a full grasp of that particular market. But you can't let the office location of the appraiser be the sole determinant. Suppose an appraiser is based in Maryland and travels up to Rhode Island to do an appraisal. That could be construed as geographic incompetence, but suppose the person was raised in Rhode Island and knows the market. That would be different.

THE BUILDER: How do you judge whether an appraiser is geographically competent, and who judges it?

LINVILLE: That should be judged by the AMC itself, and by the appraiser in deciding whether to accept an assignment. It's a challenge. An appraiser might have come a long distance, but that doesn't mean that he or she doesn't know the market.

Appraisers have resumés that show where they've worked, and you should be able to determine if they have that competence. If a builder believes an appraiser doesn't have competence in that market, the builder should make it known to the lender. What power the bank has over the AMC depends on how much due diligence they're exercising. But they still have third-party oversight responsibility as determined by the regulators. In fact, a bank might have its own internal appraisal operation.

THE BUILDER: What has the Dodd-Frank Wall Street Reform and Consumer Protection Act (Dodd-Frank) done to the appraisal process?

LINVILLE: From NAHB's perspective, we believe Dodd-Frank has helped. They produced interagency appraisal and valuation guidelines, and that was helpful. And they just released a proposed rule on minimum requirements for AMCs.

Dodd-Frank also helped provide better definitions, and it reduced some confusion that previously existed. It was really designed to protect the appraiser from undue influence. In many cases, that has succeeded.

Remember that, as home builders, we don't want to overstate or understate the values. We just want the right values.

Is there more that needs to be done? Yes.

THE BUILDER: Such as what?

LINVILLE: Here's where it gets really complicated, and many builders don't understand it.

The government "parent" of the whole appraisal industry is the Federal Financial Institutions Examination Council's (FFIEC's) Appraisal Subcommittee, which provides federal oversight. Then there's the non-profit Appraisal Foundation, which is responsible

for the Uniform Standards of Professional Appraisal Practice (USPAP), the "Bible" of the industry.

States have their own appraisal rules. And on top of that the GSEs, the Federal Housing Administration (FHA) and the Dept. of Veterans Affairs (VA), have additional guidance.

It would be beneficial to better integrate and streamline the varied rules and guidelines to minimize conflicting and confusing requirements for appraisers. Additionally, many states are underfunded to perform their many responsibilities.

THE BUILDER: One concern for our readers, especially the many who are involved in "green" building and remodeling, is getting appraisers to include a home's energy efficiency in the final value. Where does that stand, and what is NAHB doing to support it?

LINVILLE: That's important. In the big picture, the whole industry is trying to figure out how to adopt energy-efficiency factors in homes, and having that acknowledged throughout the mortgage process.

Last July, I attended a White House Green Mortgage Roundtable, sponsored by the Dept. of Housing and Urban Development. One of the main things to come out of that was the question, "How do we determine the increased value for energy-efficient homes?" Out of that came another meeting, in March, the White House Green Mortgage Appraisal Roundtable. That brought together a wide variety of stakeholders to discuss the different issues.

One of the key things is data. We need solid data that show that energy-efficient homes save money. We have that. What we didn't have was how that energy-efficient home competes with a standard home in the secondary market. One helpful fact came from a study by the University of North Carolina and the Institute for Market Transformation, which found that the default risk is about 32 percent lower in energy-efficient homes.

One thing I'm working on here at NAHB is closing a gap we have on new construction data. By the time a newly constructed home is listed with the Multiple Listing Service, the transaction has already occurred. So we're looking at ways to compile new construction data up front so there will be more information for the appraisal process, and validate the energy-efficiency factors.

We've worked with the appraisal industry to try and find solutions for this, and the Appraisal Institute has put together the Residential Green and Energy Efficient Addendum. An appraiser can use this to support their opinion to lenders on the incremental value energy-efficient piece of the appraisal. That's important for our members to know.

THE BUILDER: Is there a relationship between appraisal issues and the housing credit crunch?

LINVILLE: A property's collateral value is very important for the big picture. In fact, at the beginning of the housing crisis, the appraisal values went up faster than they should have. Then they came down faster than they should have.

We just have to make sure that we have good, solid value opin-

see INTERVIEW...page 23

Tough winter hinders remodeling market

National Association of Home Builders

Against the backdrop of unusually severe winter weather, the Remodeling Market Index (RMI) declined to 53 in the first quarter of 2014, according to the National Association of Home Builders (NAHB). This is down from the historically high level of 57 in the two most recent quarters, but remains above the key break-even point of 50.

An RMI above 50 indicates that more remodelers report market activity is higher (compared with the prior quarter) than report it is lower. The overall RMI averages the ratings of current remodeling activity with indicators of future remodeling activity.

"Remodelers remain confident in the continued growth of the home-improvement market," said NAHB Remodelers Chairman Paul Sullivan of Waterville Valley, New Hampshire.

LEGISLATION...from page 17

Island. We don't need more schools or programs. We need this unified, statewide system supported by a statewide 501c3. Watch for more information on this issue.

Many measures

In other legislative matters, RIBA and the Business Coalition continue to work on measures related to apprenticeship rules, independent contractor definitions, regulatory reform, moratoriums on fees, income taxes, the corporate tax, the estate tax "cliff," and sales tax reduction.

There also is a proposal to establish a Land Court that would take the place of the Superior Court in handling planning, zoning and development cases.

The "Spec Housing and Rehab Bill" would eliminate any local inventory tax on new residential construction, and would prevent a tax on improvements to foreclosed properties. Cities and towns would not be able to collect taxes "at full and fair cash value" on those improvements until that property is either occupied or sold, for

up to two years.

We believe this would encourage speculative development with the intent of creating an inventory of housing in the state, which is so desperately needed. It would also benefit communities by encouraging the purchase and improvement of foreclosed properties. The bill would be in effect for six years.

In another bill, trucks with a gross vehicle weight of up to 14,000 lb. (such as a Ford F-350 pickup truck) would be taxed on their trade-in value, not on the full retail price.

In still another major issue, there are two bills that would give developers more choices when they build in areas where inclusionary zoning is imposed.

Watch for more information on these issues, and for ways that you can help! If we are to have anything like the success we had during the 2013 session, we will need the help of all our members.

For information now, contact RIBA Executive Director John Marcantonio at (401) 438-7400 or jmarcantonio@ribuilders.org.

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DEM continues cesspool crackdown

Dept. of Environmental Management

The Dept. of Environmental Management's (DEM's) Office of Compliance and Inspection has issued expedited citation notices to 29 property owners who are in violation of requirements under the Rhode Island Cesspool Act of 2007.


The law applies to cesspools located within 200 feet of the coastline of tidal waters, within 200 feet of public wells, and within 200 feet of the shoreline of surface drinking water reservoirs with an intake to the water supply.

As of January 1st, the use of all cesspools located within these 200 foot zones is prohibited. Those cesspools must be abandoned and the building upgraded with a new onsite wastewater treatment system (OWTS) or connected to available municipal sewer lines.

Of the 29 notices issued, 14 were for cesspools located within 200 feet of a drinking water well or reservoir. Statewide, DEM has identified 477 known cesspools and 299 suspected cesspools that are subject to the law. Of these, 300 have started the permitting process to replace the cesspool with an OWTS; 101 are in areas that will have sewers available in the near future; and 51 have received extensions for financial hardship.

DEM expects to issue about 20 notices per month, with each notice carrying a \$200 penalty.

All cesspools in Rhode Island pre-date 1968 and are considered sub-standard systems.


For additional information, contact David Chopy, chief of DEM's Office of Compliance and Inspection, at (401) 222-4700, ext. 7400. 

Airport Corp. continues to seek contractors statewide

The Rhode Island Airport Corp. (RIAC) continues to seek contractors to do sound-mitigation work on up to 564 single- and multi-family units in areas surrounding T.F. Green State Airport in Warwick, along with other work at the state's five general aviation airports.

The sound-proofing work in Warwick will extend over the next four years, according to Daniel Porter, RIAC's vice president for planning, and will involve everything from window caulking, doors and vents to replacing windows and doors, installing AC units and HVAC work.

Bids are now being solicited for Phase Two of the project.

Look for requests for bids on the procurement page at www.PVDairport.com/corporate/procurement. 

CLAMBAKE...from page 2

1950, has grown into a major industry happening. So now's the time to reserve your tickets! Each ticket includes all the food you can eat, along with two free beers.

Make 2014 the year that your company makes the RIBA Clambake your annual outing, as many companies do.

As a new feature this year, major sponsors will have exhibits set up to showcase their latest products and services. This began last year with only a few booths and has proven very popular with attendees.

Sponsorships

The low ticket price is possible because every penny from sponsorships goes directly to event costs. The more companies that come forward to sponsor the event, the lower the ticket price will get, so please consider a sponsorship.


See the information on sponsorships at the bottom of page 2, or contact Elizabeth Carpenter at the RIBA office, ecarpenter@ribuilders.org

or at (401) 438-7400 for more information about sponsorships for the Clambake or any other RIBA event.

Sponsors will be recognized at the venue and in *The Rhode Island Builder Report's* Clambake Issue in September, and major sponsors will be able to exhibit.

As always, great food will be featured throughout the day. There will be clamcakes and chowder (both red and white), hot dogs, and little necks on the half shell. Later in the day, there will be a traditional clambake, with steamers, barbecued chicken, brown bread, fish and all the fixings, followed by ice cream. Steak and lobster will be available for an extra charge. Soda, beer and assorted drinks will be on hand all day.


Enjoy volleyball, horseshoes, basketball, the football toss, insulation toss, the RIBA-invented sport of plywood throwing, and more! And, at the end of the day, enjoy awards and door prizes.

Once again, consider making this great event your company's annual outing! 

INTERVIEW...from page 21

ions so we can manage our collateral risk going forward. We have credit risk, reputation risk, collateral risk and interest-rate risk, and they all work together.

THE BUILDER: What do you see happening on the appraisal scene over the next five years?

LINVILLE: We'll see continued introduction of new technologies, and more use of regression analysis*. We'll be a lot more sophisticated in the way we value our properties. And I think that's a good thing. 

**The Appraisal Institute's Dictionary of Real Estate Appraisal defines regression analysis as "A method that examines the relationship between one or more independent variables (quantity) and a single dependent variable (price) by plotting points on a graph; used to identify and weight analytical factors and to make forecasts."*

REPORT...from page 1

Those were among the many points made by Bryant University economist Edinaldo Tebaldi on April 22nd as members of the media gathered at Rhode Island Builders Association headquarters for the official release of his groundbreaking report: *The Economic Impact of the Construction Industry on the Economy of Rhode Island in 2013*.

Reporters from television channels 10 and 12 were present, along with WPRO Radio. Those media and newspapers, including the *Providence Journal* and *Providence Business News*, carried the story throughout the state.

The report, assembled by Dr. Tebaldi for the Rhode Island Construction Industry Coalition, uses hard numbers to highlight the industry's crucial importance, then recommends ways for state policymakers to help strengthen it.

According to the report, the construction industry in 2013:

- Generated \$29 million in personal income tax revenues for the state and \$156.6 million in non-income state and local tax revenue;
- Supported 29,916 jobs (6.4 percent of non-farm employment), including 16,307 direct jobs and 13,609 jobs induced by construction;
- Added \$3.9 billion to the state's output, representing 7.7 percent of Rhode Island's gross domestic product (GDP);
- Created \$1.35 billion in income for Rhode Island households.

"What we call the 'multiplier effect' is an important factor here. Benefits from construction activity spill over into other sectors of the economy, directly and indirectly," Dr. Tebaldi stated.

Along with construction employment and increased tax revenue, he cited building-material, appliance, furniture and many other types of purchases that result from home building.

He also mentioned that wages in construction work tend to exceed those in non-construction jobs. In 2012, for example, the average annual construction wage was \$53,498, 20 percent higher than the average wage for all industries, accord-

see **TEBALDI...**next page

Rhode Island must align its cost structure, improve productivity and seize all opportunities to expand construction activities as a strategy for fostering job and income creation....

Figure 1: Construction GDP as a percentage of total Rhode Island GDP, 1987-2012

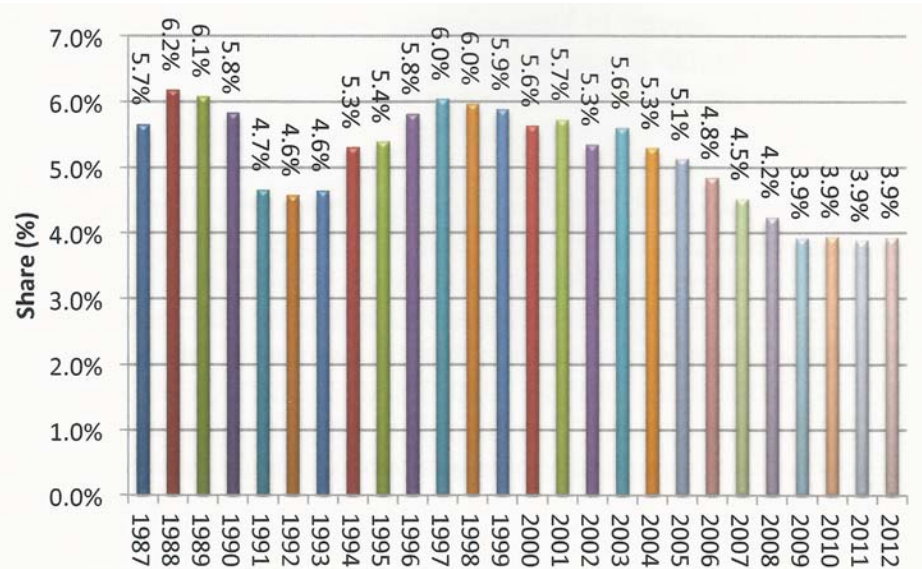
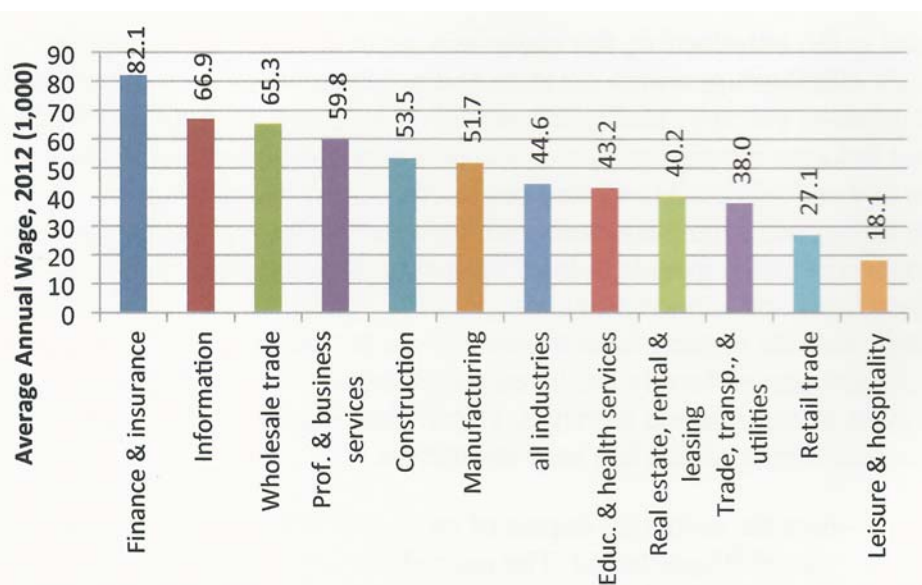


Figure 2: Average wages by industry, Rhode Island 2012



TEBALDI...from previous page

ing to the report. It cites a serious hit to the industry from 2005 to 2010, however. Rhode Island's construction industry lost about 7,550 jobs, or 26 percent of employment, during that period, according to the document.

At the same time, Dr. Tebaldi made the point that high construction costs have more to do with Rhode Island's business climate and unwieldy regulations than with labor costs.

Also speaking at the press conference were RIBA Executive Director John Marcantonio and John Sinnott of Gilbane Building Co., both representing the Rhode Island Construction Industry Coalition.

"This report confirms the importance of the construction industry in Rhode Island's economy. And as construction goes, so goes our state," Mr. Marcantonio commented. "It's vital that we get the industry going again and contributing again."

"We are in an unprecedented time in Rhode Island's history," Mr. Sinnott added. "Our neighbors and friends are struggling to find work, development has nearly ground to a halt, and there is little confidence in a turnaround. Collectively, from all corners of the construction industry, we've come together as the Construction Industry Coalition, both union and merit shops, home builders and road builders, commercial and institutional builders, to determine what is driving the stagnation and to initiate efforts that will help turn the state's economy around."

The report also suggests policy changes to bring back construction. These include:

- Review and implement reforms in the construction permitting process.
- Identify issues that delay development and increase construction costs.
- Assess opportunities to build and remodel public and private properties across cities and towns.

Rhode Island "has to align its cost struc-

ture, improve productivity and seize all opportunities to expand construction activities as a strategy for fostering job and income creation...." the report concludes.

Along with RIBA, the Coalition includes the Associated Builders & Contractors, the Associated General Contractors, the Construction Industries of Rhode Island and Build Rhode Island.

View the full report at RIBA's website, www.RIBuilders.org.

NETWORKING...from page 1

This will be a great opportunity for members to learn more about their many benefits while enjoying hot dogs, hamburgers and grilled chicken with all the fixings. It will also be a perfect chance for non-members to learn about the benefits they can earn as members.

For more information on RIBA membership and benefits, contact Elise Geddes at the RIBA office (401) 438-7400.

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See pages 4, 8-10