

Dubois Project Fundraising Goal



To help, please visit
www.buildershelpingheroes.org
or call RIBA at (401) 438-7400

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More Photos of RIBA's Networking Night

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Build-PAC event set for June 6

A fundraiser for the Rhode Island Builders Association's state and national political action will take place at the Waterplace Restaurant, Providence.

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Hurd Auto Mall sets open house for RIBA members

To highlight the \$500 GM rebate for members, Hurd Auto Mall, Johnston, is holding a RIBA open house on June 20th.

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Be a member!

See the special message and membership application in the centerspread of this issue.

Pages 14-15

Networking Night draws members, non-members alike

By Paul F. Eno *Editor*

Take 45 vendors, 150 enthusiastic visitors, prizes, gourmet food and a historic setting and you'll get a picture of the Rhode Island Builders Association's 2nd Annual Table-Top Networking Night.

Held at Rhodes on the Pawtuxet on May 8th, the event drew members and non-members alike, both to exhibit and to see the exhibits. Vendor tables represented products and services as diverse as building materials and windows, all the way to financial services and clothing.

Visitors could leave their business cards at vendor tables for prize drawings at the end of the evening. RIBA itself raffled off four tickets to the Annual Outing and Clambake, set for August 9th at Francis Farm in Rehoboth, Mass., and a free one-year membership.

Visitors also found information about RIBA membership and the many benefits it provides. Many potential members submitted applications.

Admission, pizza and pasta were all free. The event ran from 4-8 p.m.



Leslie Ingalls and Elaine Eccleston of Century 21 Access America, at left, share some information with two visitors to their exhibit during the Rhode Island Builders Association's 2nd Annual Table-Top Networking Night at Rhodes on the Pawtuxet, Cranston, on May 8th.

RIBA thanks all the vendors who exhibited, and the event sponsors, including...

Premier Sponsor: Andersen Windows

Supporting Sponsors: Arnold Lumber Co. and National Building Products

Patrons: Builders Insurance Group; Douglas Lumber, Kitchens & Home Center; Riverhead Building Supply, and The Washington Trust Company.

Watch *The Rhode Island Builder Report* for details about next year's Table-Top Networking Night.



The Rhode Island Builders Association offers frequent events where members can network and non-members can find out more about us. The Table-Top Networking Night has become a much-anticipated event each spring.

-Executive Director
John Marcantonio

RIBA supports YouthBuild Providence's Build-A-Bed project in May

Members provide materials, expertise as students build beds for needy local children.

By Paul F. Eno *Editor*

It was a gorgeous May afternoon as representatives from the Rhode Island Builders Association, members of the community, and staff and students from YouthBuild Providence assembled in an Olneyville parking lot, where teams built 50 twin-sized beds for local children who had none.

It was the 2013 Build-A-Bed event, a first for Providence!

Arnold Lumber Co. donated all the wood for the bedframes, and Thomas J. Lopatosky of Lopco Contracting, who works with YouthBuild Providence, arranged for the donation of mattresses from Cardi's Furniture.

Attending the event from RIBA were Mr. Lopatosky, Cheryl Boyd and Louis Cotoia of Arnold Lumber Co., and Executive Director John Marcantonio.

"In Providence, there is definitely a

see BUILD-A-BED...page 30



At top, construction teams assemble twin-sized beds at the YouthBuild Providence Build-A-Bed event on May 4th. Above, with the YouthBuild Providence Little League Team, are, from left, Providence City Council member Sabina Matos, Thomas J. Lopatosky of Lopco Contracting, Rhode Island Builders Association Executive Director John Marcantonio, U.S. Sen. Jack Reed, Louis Cotoia and Cheryl Boyd of Arnold Lumber Co., YouthBuild Providence Director Anthony Hubbard and Associate Director Robert Nyahkoon.



The Rhode Island Builders Association has long been a supporter of construction education in the state. That includes high-quality alternative programs like YouthBuild Providence, which also contributes to our industry's future workforce. Find out more at www.YouthBuildProv.org

-Executive Director
John Marcantonio

DEADLINES FOR THE NEXT ISSUE

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

MAY 31

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

RIBA welcomes our new members and thanks their sponsors!

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Portsmouth, RI 02871
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– Geddes Builders



For membership
information, visit www.RIBUILDERS.org or call
(401) 438-7400

From the Board of Directors

Board tackles active agenda



*RIBA officers and directors listen to
the financial report at their
May 7th meeting.*

By Paul F. Eno Editor

Good numbers from the Rhode Island Builders Association's Home Show were among the topics at the May 7th meeting of RIBA's Board of Directors.

Booth rentals were up over those of the 2012 Home Show, and 30 percent of visitors said they were attending the show for the first time, reported Executive Director John Marcantonio. He added that 91 percent of visitors had a favorable response to their Home Show experience, according to RIBA's exit survey.

Exhibitors pleased

Exhibitors were very pleased with the amount and quality of the traffic at the show, according to Mr. Marcantonio.

Local Director Thomas J. Lopatosky of Lopco Contracting, an exhibitor, agreed.

see BOARD...page 28

THE RHODE ISLAND
builder report
Official publication of the
Rhode Island Builders Association
since 1951

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LOOKING AHEAD!

♦**May 22: First Aid CPR/AED class** - 4-9 p.m., RIBA headquarters, East Providence. To register, visit www.RIBUILDERS.org or contact Sheila McCarthy at smccarthy@ribuilders.org or (401) 438-7400. *Details on page 18.*

♦**May 22: Meeting and Networking Event for RIBA's Professional Women in Building Council** - 5:30-7:30 p.m., ABCLeads.Com, 42 Ladd St., East Greenwich. All RIBA members are invited. Contact Cheryl Boyd at cboyd@arnoldlumber.com or (401) 255-5910.

♦**May 30: Quickbooks for Contractors** - 3:30-5:30 p.m., with instructor James I. Goldman. To register, visit www.RIBUILDERS.org or contact Sheila McCarthy at smccarthy@ribuilders.org or (401) 438-7400. *Details on page 18.*

♦**June 6: RIBA Build-PAC Event** - 5:30-8 p.m., Waterplace Restaurant, 1 Finance Way, Providence. *Details on page 21.*

June 20: Open House for RIBA Members at Hurd Auto Mall - 5-7 p.m., 1705 Hartford Ave., Johnston. Refreshments, door prizes and complimentary vehicle washes will be available. *Details on page 5.*

♦**June 26: RIBA Remodelers Night** - 5:30 p.m., Rí Rá Irish Pub, 50 Exchange Terr., Providence. Informal meeting and networking evening, sponsored by RIBA's Remodelers Committee. Members are encouraged to bring friends. Experienced remodelers will answer questions about RIBA and the remodeling trade. Bring your job-related issues and hear about solutions. Please contact Elizabeth Carpenter at RIBA, ecarpenter@ribuilders.org or (401) 438-7400. *Watch your mail for more information.*

♦**August 9: 63rd Annual RIBA Summer Outing and Clambake** - Noon to 7 p.m., Francis Farm, Rehoboth, Mass. Sponsors and prize donors are being sought. Please contact Elizabeth Carpenter at RIBA, ecarpenter@ribuilders.org or (401) 438-7400. *Details on page 16.*

♦**September 23: 22nd Annual RIBA Golf Classic** - 11 a.m. to 8 p.m., Rhode Island Country Club, Barrington. Sponsors and prize donors are being sought. Please contact Elizabeth Carpenter at RIBA, ecarpenter@ribuilders.org or (401) 438-7400. *Watch for more details.*

February 4-6: National Association of Home Builders Convention and International Builders Show - Las Vegas, Nev. *Watch for more details.*

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

♦Indicates a RIBA-sponsored event.

PRESIDENT'S MESSAGE



Felix A. Carlone

It's a very busy spring for your trade association

Still basking in the success of our Home Show in April, including numbers showing that 30 percent of attendees were first-time visitors, happenings in the Rhode Island Builders Association continue at a dizzying pace.

By the time you read this, Homes for Our Troops and RIBA's Builders Helping Heroes (BHH) charity probably will have already held their groundbreaking/ribbon-cutting ceremony for the house BHH is building in Burrillville. Once finished toward the end of this year, the house will be presented, free of charge, to a Rhode Island Marine veteran who lost both his legs in the Afghan War. There, he and his wife will begin a new life.

Many thanks to those who have donated or have agreed to donate some \$300,000 worth of labor and materials for this worthy project. But there is still some serious cash to be raised. Please visit www.BUILDERSHELPINGHEROES.org to see how you can help. *See page 6 for the latest information on the project.*

RIBA's legislative advocacy continues apace, and I urge every member who can to attend our Build-PAC fundraiser on June 6th at the Waterplace Restaurant in Providence. Funds raised at these events will help elect candidates who are friendly to our industry. *See page 21 for information.*

Our Legislative Committee continues its hard work on a number of issues crucial to the housing industry and your business. *See full information on Page 19.*

These are only some of the things that your trade association is doing for you and for our state. In fact, your membership dues are probably the biggest bargain that you and your business get each year.

Use your many member benefits! And if your subs and other industry colleagues don't yet belong to RIBA, encourage them to join. We can accomplish far more together than we ever could alone!

Membership information is online at www.RIBUILDERS.org, or call (401) 438-7400.

Rhode Island Builders Association

RIBA Open House

June 20th, 2013 - 5pm to 7pm
Refreshments, Door Prizes & Complimentary Vehicle Wash!

800 cars & trucks showcased on our newly remodeled 13 acre campus!

RIBA members receive an additional **\$500⁰⁰** RIBA Special Rebate as well as all advertised incentives and rebates.

HURD Auto Mall

GMC BUSINESS ELITE

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GMC

1705 Hartford Ave, Johnston, RI
www.HurdAutoMall.com



Builders Helping Heroes



Construction now under way on future home for wounded vet

By Paul F. Eno *Editor*

Work continues on the 2,650 square-foot, specially adapted home being built in Burrillville for a wounded Marine veteran by the Rhode Island Builders Association's Builders Helping Heroes (BHH) charity and its partner, Homes for Our Troops (HFOT).

As of this writing, the site has been cleared, site plans approved, and the foundation poured. Completion of the house is planned by the end of the year.

A tale of two Marines

They're both from Rhode Island, they both served honorably in Iraq, and they both belonged to the First Marine



Domenico Picozzi of A.B.C. Concrete Form Co. supervises his crew as they prepare for the foundation pouring at the future Dubois home on April 25th.

RIBA members who had donated labor and materials to the Dubois Project as of press time

**A.B.C. Concrete Form Co., Inc.
Builders Surplus Inc.
Caldwell & Johnson Inc.
Chris Electric Ltd.
Conservation Services Group
DiPrete Engineering Associates
Douglas Lumber, Kitchens & Home Center
E.A. McNulty Real Estate
Ecologic Sprayfoam Insulation Inc.
J&J Electric Co.
J&J Hardware & Appliance
Lonsdale Concrete Floor Co., Inc.
Messier Construction RRM Inc.
R.B. Homes Inc.
SDS Disposal Inc.
Wood & Wire Fence Co., Inc.**

Expeditionary Force, headquartered at Camp Pendleton, Calif. One came home without a scratch, the other lost both his legs.

Now, one is building a house for the other.

The builder is Capt. David A. Caldwell Jr., now vice president of Caldwell and Johnson Inc., a North Kingstown-based member of the Rhode Island Builders Association and an active participant in RIBA's charity, Builders Helping Heroes.

"Our unit, '1 MEF' as we old-timers call it, took more casualties in Iraq and Afghanistan over the last 10 years than any other military command, to the best of my knowledge," Capt. Caldwell said. "And, at least when I was there, Marines from Camp Pendleton took more casualties than those from any other base."

One of these was Cpl. Kevin Dubois, a native of Lincoln, who lost both his legs at the hip on contacting an improvised explosive device (IED) in Helmand Province, Afghanistan, which borders Pakistan, on July 31, 2011. He was on his second tour of duty.

see BHH...page 29

TABLE-TOP NETWORKING NIGHT 2013



The Rhode Island Builders Association's 2nd Annual Table-Top Networking Night took place at historic Rhodes on the Pawtuxet, Cranston, on May 8th. Some 45 vendors, both members and non-members, participated. Among them were Brian Lombardi, left, and Bob Allaire of J&J Hardware and Appliances.



▲ Alex Mustafayev of Power Equipment Co. networks with a visitor.

► Brian Marques, left, and Steve Turner of National Building Products share some information with Kimberly Homs of Great In Counters.



▲ Jenn Voll of Cypress Design Co. talks with Steve Elliot of Elco Painting Inc.

Kevin Smith of Horner Millwork Corp., right, takes a question from Mike DeCesare of DeCesare Building Co.



At the RIBA table, Membership Relations Coordinator Elise Geddes makes a point to member applicant Jim McLaughlin of Bank of America.



▲ Paul Leclerc of ProProducts Web Design & Development talks with a visitor.



Jerry Stern, left, and Jay Pires have stepped up to the plate for Douglas Lumber, Kitchens & Home Center.



The RIBA table was busy all evening. Here, from left, are Membership Relations Coordinator Elise Geddes, Past President Steve Gianlorenzo of Gianlorenzo & Sons Construction Corp., Thomas J. Lopatosky of Lopco Contracting, member applicant Randall Schreiber of Gutterbrush, and Joyce Therrien of the Builders Insurance Group.



Ray and Barbara Gallison of Newport Plate & Mirror Glass enjoy a chat with Jim Goldman, CPA.

Ron Mandeville of Hurd Auto Mall, right, tells Thom Mirandola of Tomark Construction Inc. why he should use GMC trucks.

From left, Katy Scardina and Perin Schultz of Time & Place Design, and Jan Bertwell of Finishing Touches represent the Designers Group RI.

Gavin Fallon, Lisa St. George and Rob Sousa keep things moving at the Arnold Lumber Co. table.



TABLE-TOP NETWORKING NIGHT 2013



◀ **RIBA President Felix Carlone welcomes everyone to Networking Night and prepares for the prize drawings.**



◀ **Mike DiScullo of J&L Builders Inc., right, was one of the prize winners. Here, he receives a Douglas Lumber, Kitchens & Home Center gift certificate from Jay Pires.**

RIBA Executive Director John Marcantonio enjoys a chat with Arnold Lumber Co. President Bruce Charleson.



◀ **Networking here are, from left, Joe Casali of Joe Casali Engineering Inc., Steve Fitzgerald of Fitzgerald Building and Remodeling, and Dean Martineau of Dean W. Martineau Carpentry & Painting.**



▲ **Cynthia Valenti Smith, left, and Bethany Palagi of Washington Trust Co. answer questions about financing.**

▶ **Jim Obin, Jacqueline Pagel and Mike Cabral represent Pella Windows.**



Member Rebate Program: Each participant averaged almost \$280 in cash during 2012

More and more members of the Rhode Island Builders Association are taking advantage of the Member Rebate Program. This member benefit gives you a quarterly cash rebates on products you use every day from over 35 leading manufacturers.

In the 4th quarter of 2012, the average rebate per participating member was \$150.66, the yearly average \$278.61.

Nationally, over 70 percent of the builders and remodelers who participated in the program last year received in rebates more than they paid in annual dues to their home builders associations.

You can get rebates by using products from these manufacturers:

Bilco, Blanco, Boise Cascade, Bradford White, Bryant, Carrier, Clopay Garage Doors, ClosetMaid, Daltile, Delta Faucet, Dirt Devil Central Vacuum, Dixie Pacific, Eldorado Stone, EverMark Wood Doors, Exterior

Portfolio, Fypon, HB&G Columns, Heatilator, Heat & Glo, Honeywell Comfort Solutions, Honeywell Security, Jacuzzi, Legrand Home Systems, Lutron, Mansfield Plumbing, PPG Paints, Progress Lighting, Tyco Rapid Response, Therma-Tru Doors, TimberTech Decking, TimberTech FenceScape, Turnkey Millwork, VACUFLO Central Vac, Velux Skylights, Warmly Yours Radiant, and Zurn Industries Inc.

This list is subject to change, so watch www.HBAREBATES.com, the Rebate Program website, for participating manufacturers.

Get started by registering for the program. If you are a RIBA member already, you can register online at www.HBAREBATES.com. Or you can get a registration form by calling RIBA at (401) 438-7446. Just fill out the form and submit it per the instructions on the form.

Caniglia wins SBA honors

Ronald J. Caniglia, owner of the Stand Corp., headquartered in Warwick, will be honored with the Joseph G.E. Knight Award for Entrepreneurial Excellence in ceremonies on June 12th.



Ronald Caniglia

The award, presented by the Joseph G.E. Knight SCORE Chapter 13, is part of the 2013 Rhode Island Small Business Week, sponsored by the SCORE Chapter and the U.S. Small Business Administration. SCORE is the Service Corps of Retired Executives.

Mr. Caniglia and other Rhode Island small-business leaders will receive their honors at the 2013 Salute to Small Business Awards Luncheon at the Alpine Country Club, Cranston.

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Katelyn Lombardi heads home

Katelyn Lombardi, the Rhode Island Builders Association's event coordinator and student intern, will depart her post on graduating from Johnson & Wales University in May and will return to her home in the New York City area.



Katelyn Lombardi

"I will really miss RIBA. It has been one of the most enjoyable jobs I have ever had. While being away from my family, RIBA has been my family," Ms. Lombardi said.

She has a summer internship with Metropolitan Hospitality at Citi Field, home of the New York Mets in Flushing, N.Y.

Caldwell and Johnson house gets R.I.'s first Challenge Home nod

Caldwell and Johnson Inc. has achieved another milestone in "green" building.

A third-party inspection has verified that a house built by the company on Edies Lane, Exeter, is the first in Rhode Island to be certified under the U.S. Dept. of Energy's (DOE's) Challenge Home program.

In the residential energy analysis, the home scored 44, which reflects more than twice the energy efficiency of a standard new house.

The Exeter home is believed to be the second house in New England to be so certified.

The DOE Challenge Home program



David A. Caldwell Jr.

recognizes home builders for new dwelling units with increased energy efficiency, better indoor air quality, and readiness for "zero net-energy" status. Requirements are based on Energy Star® for Homes Version 3 criteria.

Houses are verified by an approved third party and must be at least 40 to 50 percent more energy efficient than a typical

new home.

This generally corresponds to a Home Energy Rating System (HERS) Index score in the low- to mid-50s.

To find out more about the program, visit www1.EERE.energy.gov/buildings/residential/ch_index.html.

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Member Profile: Ken Kossak of Kenko Builders Inc.

Building homes for families, this guy has learned to do it all!

By Paul F. Eno *Editor*

"I build homes for mom, dad, 2.4 kids, the cat and the dog!"

That's how Ken Kossak sums up his Portsmouth-based business, which has given him an interesting and fulfilling 27 years.

"My degree is in electrical/mechanical engineering, and I got started as a builder strictly by default," Ken states. "I was a project manager for Westinghouse, and I was tired of traveling. So there I was, sitting at home in 1986, and I decided to build a house. That's how I started and, 68 houses later, I'm still here!"

Ken also built his experience as a project manager into the right set of skills for a general contractor. He describes his market niche as the typical family home.

"These are classic suburban houses: Three- to four-bedroom colonials or capes, with two-car garages. People will sit down with me and customize a design based on one of the houses I've already built, or they'll hand me a set of plans," explains Ken, a native of northern New Jersey.

"They're middle-of-the-road homes, neither high-end nor low-end."

Ken says that he subs out most work, though he will hire an occasional laborer, and his wife is on the payroll. He builds mostly in Newport and Bristol Counties, but has had to "re-invent myself" since the onset of the slow housing market.

"The fact is that my segment of the market died completely. For years, I built four or five houses a year, but I've had to reinvent myself during this depression. I now do some remodeling, but the job has to be big enough to justify it,"

Kenko Builders Inc.

Owner: Kenneth M. Kossak of Portsmouth

RIBA member since: 1988

Focus: Middle-range single-family homes

Serves: Primarily Newport and Bristol Counties in Rhode Island

Founded: 1986

Based: Portsmouth, Rhode Island



Ken Kossak

Ken says.

"We struggled for a few years, but now demand is starting to pick up again. The problem today is the unavailability of financing. So I have many customers, but little financing."

Ken says he doesn't see much of a solution to this situation "as long as we keep electing the same people."

Ken attended then-Roger Williams College in Bristol, moving to Rhode Island permanently in 1976.

"I do a great deal of work for military people. I built a house for a Navy SEAL, and I've worked with a naval aviator. They are the most fascinating people! They have a completely different perspective on the world than many local people. That's because they've seen the world," Ken comments.

"I can tell you that working with a SEAL is exhausting! I

see KENKO...page 29

Member Profile: Ron Mandeville of Hurd Auto Mall

A lifetime love of cars and trucks has brought him a long way!

By Paul F. Eno *Editor*

When Ron Mandeville was a young lad in the mid-1960s, he would run down to his father's auto dealership to watch the new cars and trucks coming off the tractor trailers and "to bother the mechanics," he says.

Ron was hooked! After graduating from Bryant College, he got into the car and truck business and has never left. He's the third generation in the business. His grandparents started Mandeville Chevrolet in 1922, with its first facility on Railroad Street in Manville.

"The roots of the business actually went back into the 'teens. I remember a picture we had of a 1919 Winton tow truck. Somebody had converted it from a sedan!" Ron remembers.

In 1964, the dealership moved to South Washington St. in South Attleboro, Mass., where it remained, moving to a larger facility on Route 1 in 1973.

Ron sold the business in 2005 and retired. But he couldn't stay away from cars and trucks for long. He was soon back on the scene, this time with Hurd Auto Mall, a member of the Rhode Island Builders Association.

"I came to work for Chris Hurd at Hurd Auto Mall, and last April (2012), I took on the job of developing their commercial and government fleet sales for southern New England," Ron says.

"Hurd always sold to businesses, but they never really had a dedicated department and staff for it. I was brought in to handle that, and it coincided with the \$4 million renovation and expansion of the company's facilities."

With Ron's knowledge, experience and reputation, the challenge was a perfect fit. And Ron has brought the company into a more active relationship with RIBA, particularly with networking and some generous sponsorships.

"I was at the clambake last August with a display of some of our work vehicles, and I'll be at the May Networking Night. We're reaching out more to contractors and want to develop long-term relationships. I want it to be one-stop shopping for them," Ron comments.

It can take six months to a year to build up a relationship,



Ron Mandeville

he adds.

"I will spend the better part of a day visiting businesses, including contractors. It's like weeding and watering a garden: You have to have the staying power to spend the time and build the relationship, because it might not be very lucrative at first. But this tells the businesses that I'm not going to disappear on them," Ron explains.

"Many dealerships don't do that kind of commercial work for that very reason. But I'm out there building it up. As a matter of fact, right now I'm working on one of the RIBA members to get away from Fords and get with us on GMs!"

Ron points out that one of RIBA's many member benefits is the \$500 rebate offered by General Motors through the National Association of Home Builders.

"And it doesn't have to be on a commercial vehicle."

Needless to say, Ron loves what he does.

"I'm a people guy. I've been doing this a long time, and I plan to stay around!"

Ron has praise for RIBA's membership services, especially (and understandably) that \$500 rebate on GM vehicles. He also likes the education program.

"I was able to take a class on online marketing, which wasn't my strong suit. I appreciated that! And I interact

see KENKO...page 28

From the Executive Director

John Marcantonio



RIBA changes to benefit members

Over the past year, and in conjunction with the Board of Directors and officers, we have implemented changes for the Rhode Island Builders Association that are designed to offer members more economic and competitive benefits and a much greater level of personal service. In short, your membership now has much more to offer than ever before, and the importance of membership is greater than it has ever been.

Like no other sector in the Rhode Island economy, our industry has seen huge economic pain since the recession started back in 2007. The barriers that have slowed the progress of recovery are continuously in our focus.

So please remember: It's through your membership, your feedback and your participation that RIBA can bring about change, so I can't stress enough the importance of recruitment! The importance of getting your industry colleagues, your subcontractors, suppliers and professional vendors to join RIBA is crucial so that our industry will have one voice!

Although RIBA's leaders make the arguments and put together the programs, sometimes numbers speak louder than words. Having a growing association shows strength, and with strong numbers comes change.

To help you with recruitment and to help you inform your peers about what we do, I want to point out the most important things we execute daily, how they have improved, and how they affect and benefit you. When you yourself realize the value that RIBA provides, it's much easier to ask someone else to join.

Advocacy – Known simply as political activism, this is what our primary mission is and, unlike chambers of commerce and other business groups, RIBA is the only organization that focuses its efforts on your industry issues. To make this happen more effectively, RIBA is now committed not only to national and state issues, but is involved in local issues as well.

Permitting, environmental rules, tax issues, notice laws and fees, to name a few, are constantly in our focus. But we can't be effective without local members informing us about these issues. We can't make change without local member involvement, and we can't do that without you! So when it comes to activism, you may occasionally hear someone say that they get that benefit with or without membership. What they don't know is that without *their* membership, *their* issues may not get heard, and change is

far less likely to happen.

So when it comes to advocacy, it's not just strength in numbers, it's strength in diversity of membership.

Education – You may have noticed an increase in seminars and courses at RIBA, but it's just the beginning. Soon the State of Rhode Island will require you to take courses to maintain your registration as a contractor, and RIBA will be ready with a high-quality, low-cost program designed to meet these requirements. We promise to keep you prepared and save you time. Most importantly, we'll save you money.

We'll send out more information on this issue soon, but RIBA members will know what's happening and will be the most prepared. Stay tuned.

Benefits – Through RIBA, you can get extensive discounts for almost all your business needs. These include trucks, phone service, office supplies and much more. Our Member Rebate Program earns you cash on products you use on the jobsite every day. There are free listings on RIBAIst.com, the association's well-advertised online consumer website. There's free legal guidance, approved insurance programs, industry information, and a ton more.

All of this is new in the last 18 months, and it's a tremendous value! Help on how to get and use these benefits is available to you. To learn how to get started, just call our member relations specialist, Elise Geddes, at (401) 438-7400.

Events / Networking / Outreach – From the rejuvenated and dynamic new Home Show that is designed to attract motivated customers, to the improved networking opportunities and association events, RIBA gives you every opportunity to be part of something special. Learn more about events in *The Rhode Island Builder Report*, online at RIBUILDERS.org or call us at (401) 438-7400.

To sum up, please realize the value in your membership, know that you can call me or anyone on the staff for help anytime, and that we are working continuously on your behalf. Recruitment is the key to our collective success. To help you recruit, please use the membership application form on the next page. If you have any questions about it, or need additional help with recruitment efforts, please give us a call at (401) 438-7400.

John Marcantonio
Executive Director

Rhode Island Builders Association Membership Application

Company: _____

Name: _____

Address: _____

City/State/Zip: _____

Dues: \$ _____

Please send a company check with this application - OR - call the office to pay by credit card. For your convenience, quarterly and monthly installment options are available.

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and Fed. ID # (if applicable): _____

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MEMBERSHIP CATEGORIES & ANNUAL DUES

See reverse side for category descriptions.

• Please Check One •

_____ Builder/Remodeler \$450

_____ Supplier \$400

_____ Realty \$400

_____ Professional \$400

_____ Organizational/
Sustaining \$400

_____ Subcontractor \$400

What is the principal service or product you provide? _____

Applicant's years of experience: _____ Firm established for: _____ years # of Employees: _____
(including principals)

ATTACH THE NAME AND PH# OF 3 REFERENCES FROM COMPANIES YOU DO BUSINESS WITH.

SPONSOR (a current member of the association): _____
Member's Full Name Company Name

*References and a sponsor are required.
If you need assistance with either, please contact the office at 401-438-7400.*

All information provided on this application is true to the best of my knowledge. I have read the Code of Ethics on the reverse side and agree to abide by its provisions.

Signature: _____ Date: _____



450 Veterans Memorial Parkway #301 • East Providence, RI 02914
Phone: 401.438.7400 • Fax: 401.438.7446 • info@ribuilders.org • www.ribuilders.org

63rd Annual Outing and Clambake scheduled for August 9

WHEN: Friday, August 9th, noon to 7 p.m.

WHERE: Francis Farm, Rehoboth, MA 02769

COST: \$38 each for the first 200 people, \$65 or less thereafter, depending on sponsorships.

DEADLINE TO REGISTER: August 2nd

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

The Rhode Island Builders Association's 63rd Annual Summer Outing and Clambake is only a few months away. With beautiful Francis Farm as the backdrop, this biggest of RIBA's networking and social events will feature food, fun, games and unique contests.

Sponsorships

RIBA works hard to keep the ticket cost as low as possible. The more companies that come forward to sponsor the Outing, the lower the ticket price will be, so please consider a sponsorship. Contact Elizabeth Carpenter at the RIBA office, ecarpenter@ribuilders.org or at (401) 438-7400.

Sponsors will be recognized at the event and in *The Rhode Island Builder Report's* Outing Issue in September. See the box below for sponsorship levels.

As always, good food will be highlighted throughout the day. There will be clamcakes and chowder (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, horse-shoes, basketball, the football toss, insulation toss, the RIBA-invented sport of plywood throwing, and more!

Make it your annual company outing! And, at the end of the day, enjoy awards and door prizes.



Every penny from sponsorships of the Outing and Clambake goes toward lowering the ticket cost. See this story and the box below for details on becoming a sponsor.

*-Executive Director
John Marcantonio*

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 Outing and 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 website link.

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

Supporter: Includes two complimentary tickets, a banner at dinner, mention in *The Rhode Island Builder Report*, and a website link.

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

Friend: Includes mention in *The Rhode Island Builder Report* and a website link.

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



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First aid class slated for May 22 at RIBA

WHEN: Wednesday, May 22nd, 4-9 p.m.
WHERE: RIBA headquarters, 450 Veterans Memorial Pkwy., East Providence
COST: Members - \$60, Non-members - \$85.
DEADLINE TO REGISTER: May 17th
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 Sheila McCarthy at smccarthy@ribuilders.org, or call (401) 438-7400.

The Rhode Island Builders Association presents a basic first aid course that could save a life on your jobsite or in your home. It includes instruction in CPR/AED (cardiopulmonary resuscitation/automated external defibrillation) on adults, children and infants. AEDs are the defibrillation machines that are becoming so common today.

Space is limited, so please register today.

'Quickbooks for Contractors' is May 30 topic at RIBA

WHEN: Thursday, May 30th, 3:30 to 5:30 p.m.
WHERE: RIBA headquarters, 450 Veterans Memorial Pkwy., East Providence
COST: Free for members, \$10 for non-members
DEADLINE TO REGISTER: May 28th
FOR INFORMATION AND TO REGISTER: Contact Sheila McCarthy at RIBA, smccarthy@ribuilders.org or (401) 438-7400.

"QuickBooks for Contractors" will be the subject In late May as Rhode Island Builders Association member James I. Goldman CPA/ABV discusses the many ways that those in residential construction and remodeling can use QuickBooks, which remains the most popular bookkeeping software.



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A review of RIBA's legislative agenda



Steven Carlino

June is a good time to update you on what the Rhode Island Builders Association has been doing on your behalf at the State House during the 2013 legislative session.

Here is an overview of the issues that our Legislative Committee is working on. This legislation is pending, and *The Rhode Island Builder Report* will inform readers about the outcome for each bill.

1) The Notice Bill: This would require 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. Participants' names and e-mail addresses would be placed on the registry by request.

This is a major property rights issue, since many landowners are not being adequately informed about local delibera-

tions and decisions that affect their rights. It would also be important for all RIBA members to sign up for their local registries in order to stay informed about these local actions.

2) The Property Tax Bill: This would eliminate any local inventory tax on new residential construction by preventing cities and towns from collecting taxes "at full and fair cash value" until that property is either occupied or sold. This would take effect after Jan. 1, 2014.

This would ease a serious financial burden on members of our industry if a property remains on the market for an extended period.

3) The "Tolling" or Permit Extension Bill: This would

see *LEGISLATIVE COMMITTEE....page 30*



Ed Ladouceur

RIBA's Legislative Committee

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

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

President Felix A. Carlone, Ex Officio
F.A. Carlone & Sons

John Marcantonio
Executive Director, Rhode Island Builders Association

John Anderson
Insurance Reconstruction Services/Tech Builders

Robert J. Baldwin
R.B. Homes Inc.

John Bentz
Property Advisory Group Inc.

Frank Bragantin
Ferland Corp.

David Caldwell
Caldwell & Johnson Inc.

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

Michael DeCesare
DeCesare Building Co., Inc.

John Dooley
Home Safe Home

Roland Fiore
South County Sand & Gravel Co., Inc.

Barbara Gallison
Newport Plate & Mirror Glass

Thomas A. Hanley
Law Office of Thomas A. Hanley

Dean Martineau
Dean W. Martineau Carpentry & Painting

Carol O'Donnell
CRM Modular Homes

Stephen Olson
DePasquale Bros. Inc.

J. Robert Pesce
Lehigh Realty LLC.

John Pesce
Lehigh Realty LLC.

Scott Rabideau
Natural Resource Services

Timothy Scanlon
Government Strategies Inc.

Joseph W. Walsh
Government Strategies Inc.

Gayle Wolf
Government Strategies Inc.

Eric Wishart
Civil CADD Services Inc.

Members urged to attend NAHB spring meeting and legislative conference

WHEN: Tuesday-Saturday, June 4th-8th

WHERE: Marriott Wardman Park Hotel, 2660 Woodley Road, NW, Washington, D.C.

COST: Members \$75, spouses \$50

FOR INFORMATION AND TO REGISTER: Visit www.NAHB.org, click on "Education & Events," then "Spring Board of Directors Meeting & Legislative Conference" or call (800) 368-5242, ext. 8610.

Registration is open for the 2013 National Association of Home Builders Spring Board of Directors Meeting & Legislative Conference in Washington, D.C., and you don't have to be a director to attend the meeting, network and learn.

All members are invited to attend this annual event, which features educational sessions, NAHB business and a chance to learn about specific industry areas. There is something of interest for every member.

On the second day, June 5th, the highly important Annual Legislative Conference is scheduled. Members may help represent the Rhode Island Builders Association and present issues of concern to our industry on Capitol Hill in meetings with our congressional delegation. Please consider attending!

Housing Bond rules, DEM paint regulations still up in the air

Two state-level issues of concern to the residential construction industry are still up in the air: the \$25 million housing bond issue passed by voters last November, and pending regulations on paint disposal from the Dept. of Environmental Management (DEM).

"The rules are still being worked on. No word on when the rules will be finalized and funds will be publicly available," reports Jessica Cigna of HousingWorks RI.

On the proposed paint-disposal rules, review by the Environmental Protection Agency (EPA) is still taking place, says Nichole Pollock of DEM.

"We have provided our draft regulations to EPA, and they are actively reviewing the regulations right now. We need legal sign-off from them prior to taking any further steps at DEM."

Watch for further updates.

-Paul Eno

CONTACTING RIBA

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

John Marcantonio, Executive Director
jmarcantonio@ribuilders.org

Elizabeth Carpenter, Operations/Project Manager
ecarpenter@ribuilders.org

Katelyn Lombardi, Events Coordinator/Operations Assistant
klombardi@ribuilders.org

Robin Barlow, Health Insurance
rbarlow@ribuilders.org

Sheila McCarthy, Education Coordinator
smccarthy@ribuilders.org

Victor Dosoito, Bookkeeping
vdosoito@ribuilders.org

Elise Geddes, Membership Relations
egeddes@ribuilders.org

CONTACTING THE BUILDERS INSURANCE GROUP

Joyce Therrien, Agent
jtherrien@builderinsgroup.com

RIBA Build-PAC event slated for June 6 in Providence

WHEN: Thursday, June 6th, 5:30 to 8 p.m.

WHERE: Waterplace Restaurant, 1 Finance Way, Providence

TICKETS: \$150, personal checks only, please
FOR INFORMATION AND TO REGISTER: Visit
RIBUILDERS.org or contact Elizabeth Carpenter at
ecarpenter@ribuilders.org or call (401) 438-7400.

Join fellow members and guests of the Rhode Island Builders Association for the latest event in support of our state and national Build-PACs. There will be networking, along with *hors d'oeuvres*, beer and wine at a lovely Providence restaurant venue.

Having a strong political action committee is extremely important in supporting RIBA's legislative advocacy, please join us in making this our most successful fundraiser yet!

State law prohibits payment for this event with any corporate or business checks. Only personal checks can be accepted. Employment information is also required. Con-

tributions to BUILD-PAC are completely voluntary. You may choose not to contribute. Contributions will be used for political purposes and are not tax deductible for federal income tax purposes. Foreign nationals cannot contribute to BUILD-PAC.

See page 19 for a legislative update.

Employers must use new I-9 form

National Association of Home Builders

Federal law requires that employers verify the identity and work authorization of all new hires by completing the Employment Eligibility Verification Form I-9 within three business days after the person is hired.

The U.S. Citizenship and Immigration Services (USCIS) agency has issued a new Form I-9 for Employment Eligibility Verification, which took the place of the old form on May 7th. Employers must use this form or be subject to a

see I-9....page 28

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A Conversation with...

James W. Tobin III

Chief Lobbyist, National Assn. of Home Builders

James W. Tobin III is senior vice president for government affairs and chief lobbyist at the National Association of Home Builders (NAHB) in Washington, D.C. He directs federal, state and local lobbying, as well as political activities for the association. He also oversees the activities of the national Build-PAC and a grassroots network to complement the lobbying efforts. His past experience has concentrated on tax policy and environmental policy. Before becoming NAHB's chief lobbyist, Mr. Tobin was the association's vice president for federal relations. Before joining the NAHB staff, he was senior legislative assistant to former U.S. Rep. Frank Riggs (R-Calif.) and former U.S. Representative Gary Franks (R-Conn.). Mr. Tobin holds a B.A. in political science from the University of Connecticut. He and his family live in Falls Church, Va.



a way to restructure Fannie Mae and Freddie Mac, or moving to a new housing finance system altogether. We're working with Congress to find a new, sustainable housing finance system so the housing sector and the economy can grow.

THE BUILDER: At this point, what's the prognosis for each of those issues?

TOBIN: Well, on the housing credit issue, good news in the housing sector is helping credit to start flowing again. As home prices stabilize, foreclosures fall and demand picks up, I think the regulators will realize that housing is once again a safe investment for banks, that they can lend money and make money. Hopefully, that will happen.

THE BUILDER: What are NAHB's current legislative priorities?

TOBIN: We're following a whole host of issues, but the top four include our efforts to increase the flow of bank capital to builders and developers across the country. We want to get capital flowing again, not just on the consumer side but from the building side. We're trying to get the regulators to ease up on banks so they can start lending in the real estate sector again.

Second on our list is immigration reform, which has been the hot topic here in Washington over the last few months. It's a huge issue for builders, especially as we start to come out of the downturn. About 25 percent of the construction workforce is immigrant labor, and we're already hearing about labor shortages. So it's an important issue that we need to solve.

Third is tax reform. There's been talk of simplifying (the tax code) and also about tax rates. We've been very active on that front. We need to be concerned about proposals to cut back the mortgage interest deduction, the low-income housing tax credit and other housing tax incentives that are currently on the table and that could face cuts in any tax reform package.

Fourth is housing finance reform, and that means finding

The other side is that we continue to use Congress to pressure regulators, whether in the shadow of the Dodd-Frank law or just overzealous regulators as the pendulum swung from too loose to too tight. We use our allies on Capitol Hill to remind the regulators that, if the economy is going to grow, we need smarter regulations, not more regulations. I think there will be a natural progression to that as the economy gets better.

On immigration reform, there's a very good chance that we'll see a comprehensive immigration package sometime this year or in 2014. The Senate's bipartisan "Gang of Eight" has introduced a bill, and we testified on it at a hearing two weeks ago (the week of April 14th). There's a real opportunity here for them to do something really big on immigration.

We'd love to see that resolved because that's a long-held policy item for NAHB.

Tax reform has a little less chance than immigration reform. There are people on Capitol Hill who really want to see it get done, but there are many special interest groups that want to protect their own tax incentives, us being only one of them, so it's a difficult prospect.

I think it will be tough, and if Congress is going to do something about it, the president will have to be a partner. But I'm not sure that tax reform is high on the White

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INTERVIEW...from previous page

House's agenda. Immigration reform seems to be the number one issue for them. Still, I do think the House of Representatives will at least introduce and begin to move on some tax reform vehicle. So we need to help shape that in any way we can.

I think our members are for a simplified tax code. They're all for marginal rates. They'd like to see the tax code get out of the way of their business decisions. The question is, at what price will tax reform come? Hopefully it won't be at the expense of the mortgage interest deduction or the state and local tax deduction. There are a number of things in jeopardy.

GSE reform is rather like tax reform in that I think we'll see some legislative action this year, but whether the White House will be fully engaged remains to be seen. It's a tough, inside-the-beltway issue. But we feel that it needs to move forward so we can get some certainty into the housing finance system.

(GSE is "government sponsored enterprise" and refers to organizations such as Freddie Mac and Fannie Mae, which are chartered by the government to facilitate the flow of money into mortgage products. Editor)

THE BUILDER: What sort of housing finance system does NAHB envision to replace Fannie and Freddie?

TOBIN: NAHB has developed a housing finance program, and many interest groups have their own plans on winding Fannie and Freddie down and at the same time bringing the public sector back into the mortgage markets.

One idea is to create more entities like Fannie and Freddie, but on a smaller scale, perhaps regional. We do see a world where Fannie and Freddie go away and are replaced by entities that would securitize mortgages and where the federal government remains as a backstop.

THE BUILDER: Some of our Rhode Island members have commented that, if government would just get out of the way and reduce regulation, we wouldn't need public money to stimulate the housing market.

TOBIN: A fully privatized secondary mortgage market sounds great, and if it happened I think many people would be okay with it. But what we've seen time and time again is that private lenders are fully engaged in the market when times are good. But when times are bad, they fully retreat.

If it wasn't for the federal government during this downturn, the entire housing market would have collapsed. There would be no mortgage credit flowing. I don't think we can trust the private sector to be there in good times and bad.

THE BUILDER: Are you aware of how the Rhode Island congressional delegation stands on the issues you outlined?

TOBIN: I can't speak specifically, but I know that the senior senator, Jack Reed, has been a leader on housing issues for years and is a senior member of the Senate Banking Committee. Sen. Sheldon Whitehouse is on the Judiciary Committee and is knee-deep in the immigration debate.

Congressmen James Langevin and David Cicilline are not on committees that we would spend a great deal of time with.

THE BUILDER: What is the day-to-day operation of NAHB's government affairs program like? Do you spend a lot of time on Capitol Hill, and do you get around the country?

TOBIN: That's accurate in both instances. There are about 20 of us on the government affairs team, and that represents the federal lobbying team, our state and local lobbying team and the staff who raise the money for Build-PAC, our political action committee. Our day-to-day operations are split between those three disciplines.

The federal lobbying team is on the Hill all the time, working these issues. That can be with committee staff, the office staffs of members of Congress, or members themselves. We work bipartisan and in both houses.

Outside of the four top issues I mentioned, we have a very strong environmental portfolio that we're always working on. Energy issues are huge, and we follow many judiciary issues, especially codes.

We do a lot of work out in the states also. I myself will be in Utah next week for a Build-PAC event and to give our members there a government affairs update. I'll be in Colorado, and I'll be in Connecticut. I try to get out to meet the members, as does my entire staff.

There is tremendous membership value in being able to meet and talk with your national lobbying teams. Members agree that advocacy is a prime purpose of the national association.

THE BUILDER: In NAHB's government affairs philosophy, is there any feeling that regulations should be decentralized and revert more to the states, that "one size does not fit all"?

TOBIN: Sure. By nature, we at NAHB would like to see less regulation overall. The size of Washington's involvement in the business of home building is staggering. We primarily see that in environmental regulation and the need for expensive and time-consuming permitting in order to put a building on a piece of property.

The flip side of that is exemplified in the immigration de-

see INTERVIEW...next page

INTERVIEW...from previous page

bate. You could theoretically have a patchwork of 50 different sets of state immigration laws. That wouldn't be healthy either. So there's a strange balance here. On the one hand we want to see less regulation and the states take a more prominent role in certain areas. On the other hand, there's definitely a role for the federal government in smoothing out those edges and making sure that there's one set of rules on those broad issues.

THE BUILDER: What future issues do you see for the industry, or will these be variations on what you have just outlined?

TOBIN: Variations are probably accurate. Let's take tax reform. As I said, it will be tough to get a bill to the president's desk.

However, because there has been so much time devoted to that issue and because we feel the House will act, there's a chance that whatever they come up with could serve as a template for smaller pieces of tax legislation. So they could start moving pieces of tax reform through.

Same thing with GSE reform. Rather than do a compre-

hensive package, that could be moved along in smaller pieces as well.

Can we put a broad vision on these issues by fighting smaller battles over the next few years? That will be a challenge.

THE BUILDER: How can individual members help in your efforts?

TOBIN: As lobbyists, our job is to give voice to the members here. So where individual members can help most is by meeting with their members of Congress back home. And they can come to NAHB's Legislative Conference here in Washington each year. (See page 20 for information on the 2013 Legislative Conference in June.)

My staff and I are paid lobbyists, and we're very good at what we do. But there are no better advocates for the industry than the folks who are in the industry, who go out in their trucks every day, swing a hammer and build communities. That's the message that needs to be delivered to members of Congress.

My one message to all our members is: To get these things done, get as active as you can on every level of government.



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

NARRAGANSETT

Town reviews Comprehensive Plan

The Narragansett Planning Board is reviewing the town's Comprehensive Plan. At a public hearing on April 24th, Nathan E. Kelley of Horlsey Witten Group, the town's consultants, reviewed suggested policies on town services, facilities, disaster preparedness and energy use. Overall town goals were discussed as well.

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The court does not license or certify any lawyer as an expert or specialist in any field of practice.

WARWICK

Pawtuxet house to give homeless a home

A run-down historic property in Pawtuxet will be renovated as new housing, an organization that fights homelessness has announced. House of Hope Community Development Corp. bought the Fair Mansion at 69 Fair St. last November for \$185,000. The intention is to create apartments for people who have been in temporary shelters.

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From the Remodelers Committee

What are TV's remodeling shows doing to customer expectations?

By Paul F. Eno *Editor*

What effect have cable television's popular remodeling shows had on customer attitudes and expectations? When it comes to cost, design and timetables, are *Renovation Realities*, *24 Hour Design* and *The Property Brothers* a blessing or a curse for remodelers who belong to the Rhode Island Builders Association?

"Two things are undermining the industry: HGTV (Home & Garden Television) and illegitimate contractors. Television shows are setting ridiculous expectations in terms of expense and timeline that no legitimate contractor can meet," commented Sam Brusco of Brusco Design & Renovation. "They make homeowners believe that a complete makeover is possible in one week and for \$2,000! Contractors who do not abide by the law are an inter-related problem."

There has been increased interest in remodeling, but it has been a mixed blessing, according to Mr. Brusco.

"Most people don't have the budget to accomplish all they've been dreaming about doing to their homes. It seems they are getting their initial estimates from HGTV and, from what I have seen on that network, those are mostly material-only costs...do-it-yourself prices. There's no way an ethical contractor can do the jobs on those television shows with those budgets."

Mr. Brusco even contacted one of the remodelers who was featured on a show.

"I asked him if he made any money on that particular project, and he admitted that he hadn't made a dime on the six-month long, major renovation project. He did it for the publicity," he



Sam Brusco, Dean Martineau and Joseph Cracco

commented.

"Where homeowners should start is *Remodeling* magazine. Every other year, the magazine publishes their Remodeling Cost vs. Value Report, where they survey several honest contractors per geographical market who have been in business for a long time. *This is the Kelly Blue Book* of the remodeling industry."

Joseph C. Cracco of Modern Yankee Builders Inc. agreed – to a point.

"I have to say that I no longer watch HGTV. I used to watch as much *This Old House* as I could. Somewhere in the last decade, HGTV stopped being informative...like *This Old House* was...and became sensationalized TV entertainment, like *Holmes on Homes* and the guy who builds a house in a week for a needy family."

The shows are misleading people, Mr. Cracco said.

"That, combined with a natural desire to think that your remodeling project will cost less than it realistically will means that we remodelers are always the ones delivering the bad news. The fact is that, with a good

system in place for asking questions, educating and setting expectations, we remodelers can avoid wasting too much time on people whose budgets don't match their desires."

But there is a flip side, he added.

"HGTV, and a dozen other networks airing programs like theirs, don't help remodelers except for the one aspect we're quick to forget: It creates desire, and that creates demand for our services. So take the good with the bad. Learn to question your leads and minimize wasted time."

Dean Martineau of Dean W. Martineau Carpentry & Painting, chairman of RIBA's Remodeling Committee, pointed out another aspect of the HGTV phenomenon.

"We have to realize that people are being educated about remodeling in new ways today. For better or worse, they're getting information from the Internet, HGTV and Angie's List."

These television shows are the "new catalogs" for the homeowners we work with, he stated.

"So we will have to learn to deal with this new scenario."



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BOARD REPORT...from page 3

"I had dropped out of the show because I wasn't getting enough leads. After some convincing from John (Marcantonio), I came back in this year, and we developed 30 good leads. Several have already resulted in good jobs," Mr. Lopatosky said.

President Felix A. Carlone once again thanked Chairman Ronald J. Smith, members of the Home Show Committee, the RIBA staff and Mr. Marcantonio for the progress the show is making.

In other matters, representatives of Restivo Monacelli LLC, RIBA's accounting firm, reported positive results from a review of the association's finances.

Legislation

Mr. Marcantonio reported on the progress of the primary measures that RIBA is supporting and the prognosis for each as the current General Assembly session reaches its final months. These include bills related to environmental regulation, building lots, e-mail notifications about local land-use deliberations, permit expiration dates, property taxes and more. *See page 19.*

PAC fundraising

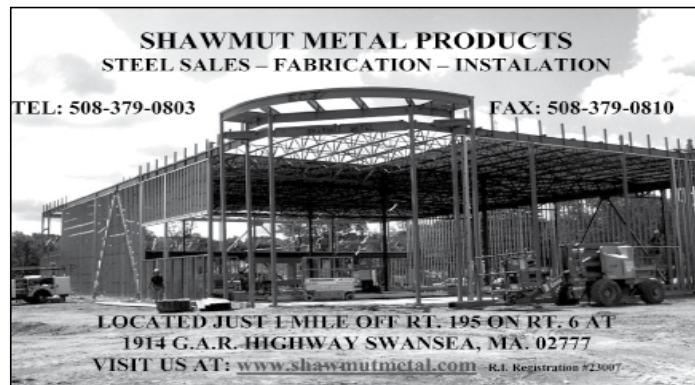
Mr. Marcantonio announced the Build-PAC political fundraiser on June 6th at the Waterplace Restaurant in Providence and urged all to attend. He emphasized that the funds raised are an important addition to RIBA's legislative advocacy program.

Builders Helping Heroes

Immediate Past President Robert J. Baldwin of R.B. Homes Inc., president of RIBA's Builders Helping Heroes charity, reported that the project to build a specially adapted home for wounded Marine Kevin Dubois is proceeding on schedule in Burrillville.

A groundbreaking/ribbon cutting ceremony was to take place at the site on Saturday, May 18th. The site had been cleared and the foundation poured as of May 7th, Mr. Baldwin said. *See page 6.*

For more information about RIBA's leadership or to attend a Board of Directors meeting, contact Mr. Marcantonio at jmarcantonio@ribuilders.org or (401) 438-7400.



Woonsocket landlords cited for lead violations

Two Rhode Island landlords will pay a federal penalty of \$13,900 for violations of lead disclosure laws, the Environmental Protection Agency's (EPA's) New England office has announced.

The agency alleged in a complaint in April that Donald Ciotola and Carol Simeone violated the federal Toxic Substance Control Act when the landlords failed to notify prospective tenants about potential lead-paint hazards in housing they owned in Woonsocket, as required.

Among other things, the disclosure rule requires landlords to provide prospective tenants with an EPA-approved lead hazard information pamphlet and lead warning statement. They also must disclose the presence of known lead-based paint and lead-based paint hazards, and provide prospective tenants with available records and reports pertaining to lead-based paint in the housing to be rented or leased.

For more information, visit www.EPA.gov/lead.

I-9...from page 21

civil penalty if audited.

Download the new form and instructions at: www.USCIS.gov/files/form/i-9.pdf.

The new form asks for additional data, and it has expanded from one page to two. Employers should familiarize themselves with the new format and instructions. The USCIS is conducting several free I-9 webinars to provide answers to any questions about the new form.

There is a Spanish-language version of the new Form I-9 available for download at: Formulario I-9. However, please note that only employers and employees in Puerto Rico are permitted to use the Spanish form for employment eligibility verification purposes. Elsewhere, it may be used only as a reference to facilitate completion of the English-language version.

For more information, contact David Crump at the National Association of Home Builders at dcrump@NAHB.com or (800) 369-5242, ext. 8491.

MANDEVILLE...from page 13

with as many RIBA events as I can. The RIBA connection is important exposure for us. And as I expand my department at Hurd, I hope to get others to sign up as associate members so they can get those benefits too."

To learn more about Ron Mandeville and Hurd Auto Mall, visit www.SHOPHURDAUTOMALL.com or call Ron at (401) 474-4252.

BHH...from page 6

While these two Marines didn't know each other and were deployed at different times, the bond is still strong.

"For me, building this house is part of what it means to be a Marine. For any officer or enlisted leader, the two primary goals are fulfillment of mission and the welfare of your Marines. You've got a job to do and you have them to take care of. That holds whether you're in or out of the service," Capt. Caldwell said.

"Once a Marine, always a Marine. You take care of your own."

Cpl. Dubois recently completed a year in rehabilitation in California. The project to build a new home for him and his wife, Kayla, is being spearheaded by Homes for Our Troops, based in Taunton, Mass. BHH is the general contractor and Capt. Caldwell is the project manager. The house is being built on a two-acre lot near the village of Harrisville.

"As an officer, I had many young Marines in my charge."

.....

KENKO...from page 12

don't know where they get their energy," he adds. "I still maintain his house."

Ken has earned such a word-of-mouth reputation among military officers that, when they buy an old house in Newport, they will often call Ken to fix it up.

"They like me because I know all the trades. I have to be able to do it all because I build houses," says Ken, who works out of an office addition on his own house.

"I built that addition just in time for the depression! But things are getting better. I could be building four houses right now if people could get financing."

Kenko Builders joined RIBA in 1988, and Ken says that he has used the association's legal services and health insurance.

"RIBA is a great resource for any contractor. I've also appreciated the help on landlord-tenant and financing issues, along with the legislative advocacy, and I love the magazine."

He knows that RIBA will keep working on the industry's biggest issues.

"We all want to get back to work, so let's solve this financing problem."

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Now Kevin is one of them. We take care of him not just because he's a Marine, but because we all owe him," Capt. Caldwell said.

"I was lucky. I got home in one piece. Kevin was lucky that he got through, and now he'll have a nice house and a nice life ahead of him. He has a great attitude, and I know that he'll help other veterans as he moves on in life," he added.

Meanwhile, the Town of Burrillville has waived all building-permit fees, and residents are making Kevin and Kayla Dubois feel welcome.

"The (Harrisville) fire department put on a dinner for us, and local school children have sent cards welcoming us to town. It's wonderful," Cpl. Dubois said.

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

With project costs expected to be about \$400,000, Capt. Caldwell said that donations of time, materials and money are needed.

"Our fundraising goal is \$100,000, and we have received commitments from RIBA members and vendors for roughly \$300,000 worth of labor and materials," he stated.

Among those donating to the Dubois project so far is RIBA member Dennis L. DiPrete of DiPrete Engineering Associates, contributing site plan and septic system design services. Members Jonathan Dember and Robert Sherwood of Conservation Services Group have agreed to donate the consultation on "green" building so that the house conforms with Energy Star® requirements and the National Association of Home Builders Green Building Standard. Also, A.B.C. Concrete Form Co. has donated labor and materials for preliminary foundation work. *See page 6 for a complete list of RIBA member donors as of press time.*

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

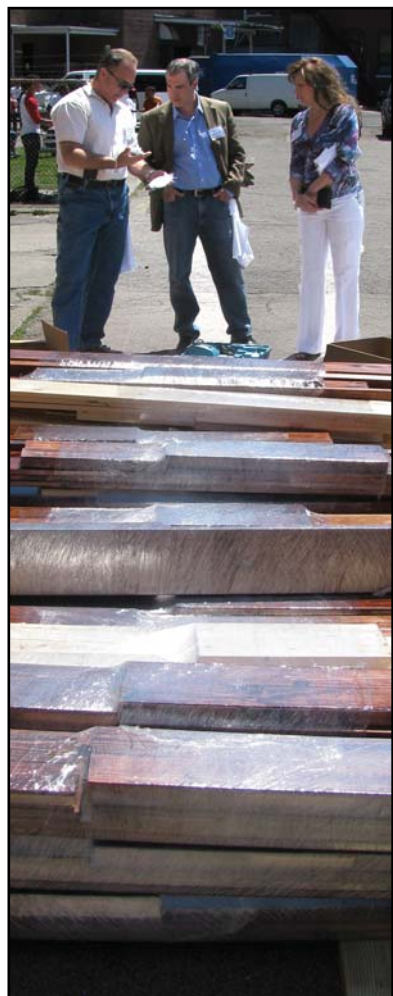
"Along with the tax deduction, anyone donating to the project will be entitled to use the 'Proud sponsor, Builders Helping Heroes' logo," he said.

RIBA Immediate Past President Robert J. Baldwin, president of BHH, has been handling scheduling and arrangements for subcontractors from land clearing through site work and the foundation. Members may follow the progress of the project through monthly updates in The Rhode Island Builder Report and online at www.BUILDER-SHELPINGHEROES.org.

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



BUILD-A-BED...from page 2



Along with RIBA Executive Director John Marcantonio, center, Louis Cotoia and Cheryl Boyd of Arnold Lumber Co. look over materials that the company donated to the Build-A-Bed event in Providence on May 4th.

need for these beds. We spoke with the Providence Community Action Program (ProCAP) and they said they could give us the names of hundreds of children who needed beds. But we had to limit it to 50 because that's quite a bit of material," said Joanne Debrah, mentor and transition coordinator for YouthBuild Providence.

"Build-A-Bed is a national program. And because we're an educational institution based in construction, the pro-

gram was a perfect match," Ms. Debrah added.

The wood donated by Arnold Lumber Co. was pre-drilled by YouthBuild students, and there were 15 building teams, made up of the students and volunteers from the local community.

Headquartered in a restored industrial building at 66 Chafee Street, YouthBuild Providence is a full-time, construction-based alternative education program. Students are 15 to 24 years of age. Some have dropped out of high school and are earning their GEDs, and others are working on high school diplomas.

Along with construction training, YouthBuild also offers courses in English, social studies, math and science. Instructors are on staff.

"We take young people who would be idle or in trouble, and they learn the skills needed to do rehabilitation or new construction for low-income families," Ms. Debrah explained.

YouthBuild has been in Providence since 1997. Along with classes, its students also have a social center, a place to eat, and they have a basketball team. The program even spon-

sors a Little League Baseball team.

The Build-A-Bed event was organized by YouthBuild AmeriCorps Service Learning Coordinator Elijah Stephenson.

LEGISLATIVE REPORT...from page 19

extend the expiration dates for permits and approvals. This would ease what could be a crippling financial burden in a slow market: Having to re-engineer specifications and re-apply for permits and approvals if a development cannot be completed by the original expiration date. The bill would extend permits for another two years (to 2015).

4) The Slope Bill: This would prevent the slope of land from being deducted from the calculation of a lot. It would put slope back into place in calculating a lot's buildable area.

5) The DEM Bill: Empowering the Dept. of Environmental Management (DEM) as the central agency for approving environmental regulations related to land development.

Along with the general business community in Rhode Island, RIBA believes that the current tangled web of local environmental regulations is unnecessary and harms the economy. RIBA actively supports this bill because it would create a single approval authority, DEM, and eliminate the local regulatory and permitting processes. This legislation could lead to stricter statewide standards, but would create a clear, predictable and reliable regulatory process. This would streamline permitting and be a benefit to the industry, helping Rhode Island build again.

6) Licensing of home inspectors: The proposed legislation sets out the requirements for licensure and mandates that all home inspectors be so licensed by July 1st.

7) Historic Tax Credit Legislation: This would restore the state's Historic Tax Credit for work on historic buildings. However, RIBA supports a House bill that would not include the onerous apprenticeship provision that was included in Gov. Lincoln Chafee's budget. We believe this bill would benefit the entire industry.


Other bills have been introduced to restore the Historic Tax Credit, but they contain unacceptable apprenticeship provisions, and RIBA has been opposing those bills.

8) Public Contracts Legislation: This measure would prevent unreasonable apprenticeship rules for state contracts over \$1 million. It would keep work for municipalities and quasi-government agencies in play for the entire industry.


9) Independent Contractor Legislation: RIBA has been opposing proposed changes in the definition of an independent contractor.

The Legislative Committee is monitoring an additional 50 bills related to other issues of concern to the industry. To learn more about these issues and to find out how you can help, contact RIBA Executive Director John Marcantonio at jmarcantonio@ribuilders.org or (401) 438-7400.

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- Joe Cracco, President, Modern Yankee Builders, RIBA Member, CGR, CAPS, CGP



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