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RIBA Annual Meeting 2012

Carlone team takes the helm for '12-'13

By Paul F. Eno *Editor*

"I have a dream of the Rhode Island Builders Association with 5,000 members, half of whom will be 40 years old or younger."

With that lofty but achievable goal, Felix A. Carlone of F.A. Carlone & Sons inaugurated his first term as RIBA's 34th president at the association's Annual Meeting, held at Kirkbrae Country Club, Lincoln, on October 2nd before an audience of 116.

Taking office along with Mr. Carlone were Vice President Roland J. Fiore of South County Sand & Gravel Inc., Treasurer Steven Gianlorenzo of Gianlorenzo and Sons Construction Corp. and Secretary David A. Caldwell Jr. of Caldwell & Johnson Inc.

Thanking outgoing President Bob Baldwin and RIBA Executive Director John Marcantonio for "preparing us for the future," Mr. Carlone laid out bold plans for his administration: Continuing to expand member services and education; aggressive recruiting, especially of younger members; strong legislative advocacy on all levels, and more. (See the President's Message, page 5.)

see ANNUAL MEETING...page 29



Past President Michael C. Artesani, at left, administers the oath of office to Rhode Island Builders Association officers and directors during the 2012 Annual Meeting at Kirkbrae Country Club, Lincoln, on October 2nd. Taking the oath are, from left, Vice President Roland J. Fiore, Secretary David A. Caldwell Jr., Treasurer Steven Gianlorenzo, with local directors Frank Bragatin, David A. Caldwell Sr., James Deslandes, Joel DeMelo, Thomas Lopatosky, Louis Cotoia, Dean Martineau and Carol O'Donnell.

Member Benefit: Rebate Program

More and more members are using The Rhode Island Builders Association's **Member Rebate Program**, allowing you to get quarterly rebates from major manufacturers for products you use in your building and remodeling projects every day!

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Where are health costs headed?

Read the eye-opening interview with Monica Neronha of Blue Cross/Blue Shield of R.I. on the future of health insurance.

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Golf Classic raises \$7K for BHH

RIBA's 22nd Annual Golf Classic, held September 24th at Wannamoisett Country Club, Rumford, raised nearly \$7,000 for the Builders Helping Heroes charity.

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RIBA to feature on Channel 12

RIBA Executive Director John Marcantonio will appear on the *Executive Suite* program on WPRI (Channel 12) with HousingWorks RI's Nellie Gorbea on October 28th to boost the state's \$25 million housing bond issue.

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PHOTOS FROM THE ANNUAL MEETING

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RIBA prominent at kick-off event for \$25 million housing bond issue

It was time to “raise the roof” on September 19th as members and officials from the Rhode Island Builders Association gathered with advocates from government, industry and the non-profit community to kick off the campaign to pass the \$25 million housing bond issue.



PHOTO COURTESY WPRI-TV 12

THE RHODE ISLAND

builder report

Official publication of the
Rhode Island Builders Association since 1951

Officers of the Rhode Island Builders Association
President.....Felix A. Carlone
Vice President.....Roland J. Fiore
Treasurer.....Steven Gianlorenzo
Secretary.....David A. Caldwell Jr.

The Rhode Island Builder Report
Publishing Director.....John Marcantonio
Editor.....Paul F. Eno

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Rhode Island General Treasurer Gina Raimondo explains why the housing bond issue, Question 7 on the November ballot, is so important for the state. Seated are other speakers, from left, United Way of Rhode Island President and CEO Anthony Maione, Rhode Island Builders Association President Bob Baldwin, Rhode Island Foundation President & CEO Neil Steinberg, and Pawtucket Citizens Development Corp. Executive Director Nancy Whit.

The bond question will be Question 7 on the November 6th statewide ballot.

The “Raise the Roof to Promote Yes on 7” event took place at the Blackstone Valley Blackstone Valley Gateway, Pawtucket.

RIBA President Bob Baldwin and Executive Director John Marcantonio were present, and Mr. Baldwin was among the speakers.

He warned that Rhode Island will

have to subsidize new homes indefinitely unless state and local officials ease up on unnecessary and costly regulations and streamline the permitting process.

“Why do we need an affordable housing bond?” Mr. Baldwin asked.

“The fact is that market-priced housing in Rhode Island is not affordable. That’s really the ‘big picture’ problem

see **HOUSING BOND...page 29**

DEADLINES FOR THE NEXT ISSUE

For the **DECEMBER** issue, all copy, ads

and photos must be to us by

NOVEMBER 2

Send material to The R.I. Builder Report, c/o RIBA,
450 Veterans Memorial Pkwy., Suite 301, East Providence, RI 02914
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RIBA thanks these members who renewed in August & September

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Albert J. Neveu
David Accardi
John Dell'Oro
Andrew Giuliano
Daniel R. Cotta
Leonard Mills, Jr.
Arthur J. Lettieri
Emily Johnson
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South County Sand & Gravel Co., Inc.

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For membership information:

Visit www.RIBUILDERS.org or call (401) 438-7400.

LOOKING AHEAD!

October 24: "Retirement Options for Your Small Business" - A free seminar for contractors by RIBA member Eric Coury of Ameriprise Financial Services, RIBA headquarters, 5:30 to 6:30 p.m. To register or for more information, contact Elizabeth Carpenter at ecarpenter@ribuilders.org, (401) 438-7400 or logon to RIBUILDERS.org.

November 7-8: "Universal Design/Build" - Offered by the Home Builders and Remodelers Association of New Hampshire, this two-day National Association of Home Builders course deals with integrated home-design features and product specifications that account for client differences because of circumstance, physical characteristics, health issues and aging. It expands on the previous CAPS (Certified Aging-in-Place Specialist) courses. 8:30 a.m. to 4:30 p.m. each day. Cost: \$420 for NAHB members (all RIBA members are automatically NAHB members), \$520 for non-members. Location: HBRA of New Hampshire, 119 Airport Rd, Concord, N.H. For more information, contact: Denise LaRochelle at (603) 228-0351 or dlarochelle@hbranh.com.

January 22-24: 2013 International Builders Show and National Association of Home Builders Convention - The earlier you register, the more you save. Full Registration Package (three days) includes admittance to the 100+ educational sessions, a complimentary one-year subscription with on-demand access to NAHB's Online Library of recorded 2013 IBS education sessions (a \$399 value), and entry to the exhibit floor. For complete information and to register, visit www.BUILDERSSHOW.com. *Details on Page 25.*

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

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 and their e-mail addresses:

John Marcantonio, Executive Director
jmarcantonio@ribuilders.org

Elizabeth Carpenter, Administration
ecarpenter@ribuilders.org

Joanne Mattos, Education & Workforce Development
jmattos@ribuilders.org

Joyce Therrien, Health Insurance
jtherrien@ribuilders.org

Elise Geddes, Membership Relations
egeddes@ribuilders.org

Robin Barlow, Health Insurance
rbarlow@ribuilders.org

Victor Dosoito, Bookkeeping
vdosoito@ribuilders.org

PRESIDENT'S MESSAGE



Felix A. Carlone

I have a dream!

It was a great turnout at the Annual Meeting, with members supporting the election of this year's leaders for the Rhode Island Builders Association. Once again, I thank everyone who worked so hard this past year to position RIBA for what I believe is going to be a great period of growth and positive image.

My dream:

That the Rhode Island Builders Association will grow to 5,000 members.

That a large percentage of our membership will be from the "Youth Corps." By definition, from my perspective, that is anyone under 45 years old. Ouch.

That RIBA becomes to the building industry what Sloan Kettering and the Lahey Clinic are to medicine.

That RIBA becomes the model association for all National Association of Home Builders affiliates.

That if any company involved in any aspect of the local building industry wants to be considered for a "Who's Who" place in the industry, they feel that membership in RIBA can help them attain that goal.

That the RIBA brand is recognized by the general public as the leader in promoting the highest standards: in ethics, integrity, education, business practices, member services and in supporting responsible legislation. This legislation would promote balance in the areas of safety, environmental protection, land use and appropriate regulation. The operative word there is "balance." We need to accomplish this mission without driving costs to unaffordable levels, for both homeowners and businesses.

That's my dream. Keep in mind that this is my message, and RIBA needs your broad-based support to make it happen.

So what's the plan?

We grow RIBA. We promote RIBA to the industry as a central source for our collective advocacy. That includes subcontractors, banks, suppliers and local manufacturers of construction products, etc.

We promote to members and non-members alike that

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MEET THE NEW PRESIDENT...page 12

CAT metso Genie Challenger  h  SULLAIR

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From the Executive Director

John Marcantonio



As executive director, it's my job to ride shotgun on a day-to-day basis. So I think it's a good idea to regularly let you know what's happening from where I sit.

'Executive Suite'

In our aggressive effort to get the word out about RIBA, our industry and the \$25 million housing bond to be voted on in November, I'll be appearing on the WPRI TV (Channel 12) *Executive Suite* program with HousingWorks RI Executive Director Nellie Gorbea. Hosted by Ted Nesi, the show will air twice on Sunday, Oct. 28th, first at 6 a.m. on Fox Providence (Channel 64) and again at 6 p.m. on myRITV (Channel 64.2). It will be posted at www.WPRI.com for free viewing later.

We'll be talking about the housing bond, along with over-regulation and other factors that are hindering the housing – and therefore the state's – recovery.

'Make It Happen'

Tackling the issues and building bridges with other business interests and trade associations, I participated in the two-day Make It Happen RI event on September 7th and 8th. Recognizing the urgent need to address the state's economic development and high unemployment, the Rhode Island Foundation hosted this event at the Rhode Island Convention Center. Know that your association is actively participating in finding solutions to the state's economic problems, and uses every opportunity to get the message out about the importance of the housing industry. RIBA isn't only more proactive, we're letting people, organizations and government know it!

Surveys from RIBA

As your executive director, my goal is to design services to meet your needs and help improve your business. To help me help you, and to help your association deliver, I will be sending you some very short, to-the-point surveys. Not many, perhaps one per month, but the topics will be on the things that matter to you, and the feedback you provide can make all the difference in what I can provide.

The last survey that was sent is still active and can be found at SURVEYMONKEY.com/s/C8CZKYR. It has only six questions. So when you get an e-mail that has a RIBA survey in it, please don't delete it. Take the three minutes to help. Remember, we want to improve our services, help you improve your business, and we want to get it right!

Physical alteration permits

Curb cuts a problem? In an effort to improve the physi-

cal application permit (PAP) process and the channels of communication between local and state government, the Statewide Planning Program (RISPP), along with the state Dept. of Transportation (RIDOT) seeks to identify specific areas of improvement / modification and to formulate recommendations that will improve the process at all levels of review.

Under the charge and leadership of the state's Congestion Management Task Force, an advisory committee was formed to review and formulate these recommendations. I am happy to let you know that RIBA is well represented in this process, and we are working on your behalf to make this process easier across the state.

Statewide permitting

The move to a statewide building permit process is under way, and in coming months RIBA will be well represented in the working groups that will help make this a reality. We'll be sure to keep you informed on the progress.

The Fire Code

Our Legislative Committee's Eric Wishart and I recently testified before the state Fire Code Board of Appeal and Review in an attempt to convince the board to make the code less expensive and more business-friendly. RIBA will provide a full update on the final result in the next *Rhode Island Builder Report*, and will note whether further action by the General Assembly will be required for relief.

Member relations

Since taking the reins here just over a year ago, I have made you, the member, the priority. To make sure you are heard, starting this month, we have made direct communication with you a goal. In the coming weeks, don't be surprised when RIBA's new member relations specialist contacts you. She will work with you to explain our money-saving programs, services and benefits – helping you get the most out of your membership and know what we do. She will also be reaching out to you to find out what you need and to let you know that we are here to help with your business and assist with any problems you may have. We know that we are here for you and because of you!

Education

In early 2013, RIBA will launch a comprehensive education program designed to help you be informed and get a jump on the state's continuing-education requirements

see EXECUTIVE DIRECTOR...page 10

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◀ The 2012 Annual Meeting of the Rhode Island Builders Association took place on October 2nd at Kirkbrae Country Club, Lincoln, with 116 attending. Officers and directors for 2012-2013 were installed, and a number of awards for past service presented. At left, Past President Michael C. Artesani Sr., right, administers the oath of office to incoming President Felix A. Carlone.



▲ Receiving certificates of service to RIBA for serving in various capacities over the past year are, from left, David Miles, William J. Geddes, David A. Caldwell Sr., Louis Cotoia, Scott Grace, Michael C. Artesani Jr. and Joel DeMelo.



◀ Outgoing President Bob Baldwin, with his wife, Deborah, have just unveiled the personalized portrait traditionally given to outgoing presidents. Mr. Baldwin's recalls his love of Providence College basketball, his profession as a builder and excavator, and his patriotic activities. (He heads RIBA's Builders Helping Heroes charity.)



▲ Six past RIBA presidents attended the Annual Meeting. From left are Edgar N. Ladouceur (2004-2006), John M. Thibodeau (1996-1998), Steven Gianlorenzo (2000-2002), Thomas E. McNulty (2006-2008), Stephen J. Olson (2002-2004) and Michael C. Artesani Sr. (2008-2010).



▲ Meeting at the registration desk are, from left, Iris Carlone, incoming President Felix Carlone, RIBA Executive Director John Marcantonio, Director Kenneth Coury, Professional Women in Building President Cheryl Boyd, and Director Louis Cotoia.

Passing the reins of RIBA's legal affairs also took place at the Annual Meeting. From left are retiring General Counsel James M. Sloan III, incoming General Counsel Christine Engustian and outgoing President Bob Baldwin.



Also sworn in that evening were the Professional Women in Building officers for 2012-2013. From left are Treasurer Joelle Sylvia, Vice President/Secretary Tracy Boyajian and President Cheryl Boyd.



New President Felix A. Carlone was accompanied by his family. From left are daughter Ashley, wife Iris and son Timothy.

Outgoing President Bob Baldwin sums up his administration, thanks those who are working on RIBA's behalf, and wishes the new officers well.



Attendees line up at the sumptuous buffet.



At the registration desk, RIBA staffer Elizabeth Carpenter helps Past President John M. Thibodeau with his nametag.



RIBA raises almost \$7,000 for Builders Helping Heroes

By Paul F. Eno *Editor*

The very prestigious Wannamoisett Country Club, Rumford, was the venue as nearly 100 golfers turned out for the Rhode Island Builders Association's 22nd Annual Golf Classic, with proceeds benefiting the Builders Helping Heroes (BHH) charity.

The event took place on September 24th and brought in almost \$7,000 for BHH.

Special award winners included Jay Goldrick of Wells Fargo Home Mortgage, who made the "Longest Drive," and Doug Whyte of Anchor Insulation & Co., Inc., who nailed "Closest to the Pin." The highest-scoring team, heading home with a warm case of Narragansett Beer, was the three-man team from Picerne Real Estate Group: Nic Reuter, Jerry Freidel and Jason Cornicelli.

Taking honors as the First Low Team was the foursome from SunDog of New England LLC: Sean Green, Bill Herrmann, Rit Bouchard and Mike Reposa. The Second Low Team, from W.H. Holland Electric Inc., was Rick, Bill and Steve Holland, along with Bill Haynes. The Third Low Team, from Anchor Insulation & Co., Inc., consisted of Dean DeSantis, Randy Gardner, Wayne Perry and Brian Blackmar.

Though a few came close, nobody sank the hole-in-one necessary to win the grand prize of the day: a snazzy new Buick LaCrosse from Hurd Auto Mall.

As the day began, golfers arrived to find a hearty lunch buffet laid out in Wannamoisett's magnificent clubhouse. The sunny skies and mild temperatures beckoned diners to the spacious outdoor terrace. Golfers scattered at 1 p.m. with the shotgun start, and play began.



Taking honors as the First Low Team at RIBA's Annual Golf Classic on September 24th was the foursome from SunDog of New England LLC: Sean Green, Bill Herrmann, Mike Reposa and Rit Bouchard.

A lavish dinner buffet in the country club's elegant ballroom greeted players on their return, along with a slideshow of scenes from the day's play.

Awards and door prizes followed the dinner, with the two biggest raffle

prizes, an iPad2 and a Vizio 32" HDTV donated by RIBA, taken home by Rich Neagle and Randy Gardner, respectively.

Watch for news of the 2013 RIBA Golf Classic!

EXECUTIVE DIRECTOR...from page 6

for registration. Courses will be diverse and convenient. The full listing of these courses will be sent to you when you get your revised membership benefit packet for 2013 – that will be mailed to you by the end of the year.

Local eyes and ears needed

Finally, I echo the call issued in this month's Legislative Committee column (*see page 20*). We need members to volunteer to monitor their own city/town councils and boards for trends that could be harmful to our industry and your business, and to report back to the RIBA office. Whatever time you can put into this will be appreciated, and remember that, ultimately, you are helping yourself, your family and your business by doing so.

I can help you when it comes to what meetings to attend and what "red flags" to look for, how to talk with your local lawmakers and regulators, and how to make your presence known in a positive way. As a former member and vice president of the North Smithfield Town Council, I know the issues and arguments used on the local level. Call me at (401) 438-7400 or e-mail jmarcantonio@ribuilders.org.



Wrapping up the 14th hole are Steve Fitzgerald, Tom Douglas, Doug Kendall and Tom Fecteau.

In a generous gesture, supplier member Riverhead Building Supply distributed free water and cigars to RIBA golfers. Here are Riverhead stalwarts Ken Coury, left, and Mike Saccoccia

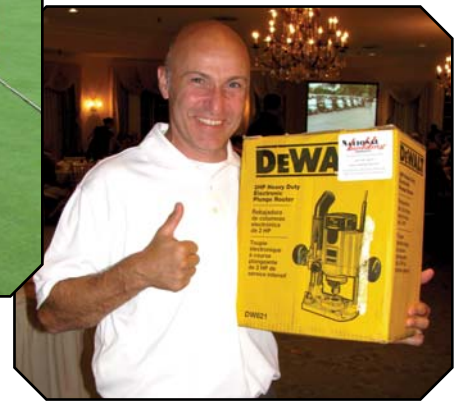


Dean Martineau makes his drive at the 9th hole.

Not to be messed with was the foursome of Greg Horton, Sen. Frank Lombardo III, Dave Lombardo and Ken Lafauci.



Dave Thomas lucked out during the door prize drawings, going home with a new DeWalt power tool.



After a day on the links, hungry golfers chow down at the awards dinner.

RIBA Executive Director John Marcantonio, right, presents Randy Gardner with the prize of the day, a high-definition 32" Vizio television.



Felix A. Carlone

Meet our new president!

By Paul F. Eno *Editor*

Builder, lecturer, teacher, author, broadcaster.... The Rhode Island Builders Association's new president truly deserves the title "Renaissance man." But Felix A. Carlone's many skills and accomplishments had their origins in the dusty reality of the jobsite, far from media lights or the halls of academia.

The son of a founding member and former secretary of RIBA, also named Felix, Mr. Carlone was sworn in as the association's 34th president during the 2012 Annual Meeting, held October 2nd at Kirkbrae Country Club, Lincoln. (*Story on page 1*)

The future chief executive had his roots as a builder in his father's company, Biltmore Construction Corp. He recalled helping on the jobsite as a boy of 8 or 9 in the late 1950s, picking up nails and otherwise cleaning up. The Warwick native continued his hands-on training by digging drywells and cesspools, laying foundations and pouring garage floors.

"I learned the business literally from the ground up," Mr. Carlone told *The Rhode Island Builder Report*.

Today, he is certified by the National Association of Home Builders as a Graduate Master Builder (GMB), Certified Graduate Remodeler (CGR), and Certified Green Professional (CGP). He didn't stop there. Eventually, Mr. Carlone became not just a builder, but a leading expert in the business who uses every skill he has to serve the industry he loves. And those skills are many.

Having earned a degree in business management from the



At the 2011 RIBA Home Show, Felix A. Carlone leads a seminar for homeowners on how to choose a contractor.

University of Rhode Island, Mr. Carlone began teaching at the New England Institute of Technology (NEIT) in 1984. Today, he chairs the Construction Technology Dept. at NEIT, where some of the best of Rhode Island's young minds get their start in the industry.

A great believer in RIBA's outreach to the public, Mr. Carlone was one of the originators of the idea for a weekly radio show sponsored by the association. From 2007 to 2011, he co-hosted *You're Home with the Rhode Island Builders Association* on WHJJ, then WPRO, Providence-based radio stations.


Also a published author, Mr. Carlone wrote the *Ask the Handyman* column for *The Providence Journal* for 10 years.

His own company, F.A. Carlone & Sons, is strictly a consulting firm.

"My focus is education. It's important for young people coming into the business and for the current builder. Builders and remodelers need to be as educated as possible. This is what can put them head and shoulders above the competition," said Mr. Carlone, a 10-year veteran of the U.S. Army Reserve.

As if that weren't enough, he does college accreditation visits for construction education programs for the Accrediting Council for Independent Colleges and Schools (ACICS).

His dream for RIBA includes recruiting more young contractors.

See Mr. Carlone's "President's Message" on page 5. 

Recruit a regular member: Get \$50!


The Rhode Island Builders Association's 2012-2013 membership drive continues with a \$50 Referral Reward -- in cash -- to the sponsor of each new Builder/Remodeler/Associate/Professional member recruited through December 31st.

In addition, RIBA has adopted a \$20 a year "Affiliate Member" category.

Designed for the employees of full members, Affiliate Membership will enable more industry professionals to reap the rewards of RIBA and National Association of Home Builders

membership at a fraction of the cost.

Sponsoring an affiliate member does not earn a \$50 cash reward.

For more information, contact Elizabeth Carpenter at the RIBA office, ecarpenter@ribuilders.org or (401) 438-7400. 

O'Donnell honored by YWCA

CRM Modular Homes president and new RIBA director is recognized for achievements in the industry.

Carol O'Donnell, owner/president of CRM Modular Homes and Emerald Re-Construction, and a new member of the Rhode Island Builders Association's Board of Directors, has been honored by the YWCA in its 8th Annual Women of Achievement Awards.

An awards ceremony took place on September 27th at Kirkbrae Country Club, Lincoln.

Ms. O'Donnell is the national director of the National Association of Women in Construction (NAWIC) for Region 14 and president of NAWIC No. 1 of Rhode Island, Chapter 52.

Along with her RIBA activities, she is active in the National Association of Home Builders and Professional Women in Building.

She also serves on the board of the Bonnet Shores Beach Club, is a supporter of the Fraternal Order of Police, the Rhode Island State Trooper Parade, Matty's Place Playground, and Big Brothers/Big Sisters of the Ocean State.



Attending the September 27th ceremony honoring Carol O'Donnell, second from right, were Kimberly Homs of Great In Counters, RIBA Executive Director John Marcantonio and Professional Women in Building President Cheryl Boyd.

She is currently partnering with donors and volunteers to rehabilitate YWCA's Carriage House, a place for girls to learn a skilled trade while building self-confidence. She has also

volunteered at Women & Infants Hospital.

Ms. O'Donnell was one of 11 professional women honored at the September 27th event.

Finding work

RFPs: Don't just look in Rhode Island

While there are ongoing bidding opportunities at home, don't forget Massachusetts and Connecticut.

By Paul F. Eno *Editor*

If your company is looking for extra work, don't neglect state and local bidding opportunities in Rhode Island and in neighboring states. In addition to sites like www.PURCHASING.RI.gov/ (the Rhode Island Division

of Purchases) and www.RHODEISLANDHOUSING.org (Rhode Island Housing), potential projects may be found at www.FINDRFP.com.

This site lists current requests for proposals from the federal government and for state, county and municipal government projects all over the country.

In the construction field, these include general contracting, road construction and repair, bridge work, sidewalks, roofing, replacement doors

and windows, ceiling, flooring, fencing, painting, carpentry, cabinetry, mill work, plumbing, pumps, pipe and drain laying, sanitation, water-proofing, electrical work, electronics, lighting, elevators, escalators, and even playground work.

That states and municipalities only accept bids from contractors in their own states isn't necessarily true. If your bid is attractive enough, you could be chosen even if you're from out-of-state, so it's worth a try!



The construction industry is faced with specific risks that can have a material effect on your balance sheet. We work closely with each client to understand the unique risks of their businesses and at the same time offer advice to minimize exposure to loss.

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Caldwell shines in national 'Forty Under 40' competition

He did it!

David Caldwell Jr., 38, vice president of Caldwell & Johnson Inc., and the Rhode Island Builders Association's new secretary, has made it to the national "top 40": Professional Remodeler magazine's list of the top "Forty Under 40" members of the remodeling industry in America.

Mr. Caldwell, a Marine Corps officer during the Iraq War, lives in Warwick. He was recognized for his wide-ranging accomplishments in business, especially in "green" building and remodeling.

His remodel of a 1952 ranch-style home in North Kingstown was the first project in New England to be certified by all four green standards: Energy Star, the Dept. of Energy Builder's Challenge, the U.S. Green Building Council's (USGBC's) Leadership in Energy and Environmental Design (LEED) for Homes, and the National Green Building Standard from the National Association of Home Builders (NAHB).

In addition, Mr. Caldwell managed the 18-month restoration of a 5,000 square-foot home that required an entire structural overhaul. He regularly consults with NAHB, USGBC and members of Congress on legislation and policies related to the building and remodeling industries.

He holds a BA and MA in political science from the University of Rhode Island and Columbia University, respectively, and an MBA from the University of California at Irvine.



David A. Caldwell Jr.

RIBA welcomes new accounting firm

RIBA is pleased to announce the engagement of a new accounting firm: Restivo Monacelli, a Providence-based firm that provides accounting, tax and business consulting to clients throughout New England and across the United States.

The firm consists of some 30 professionals who focus on accounting and auditing, tax preparation and planning, business valuation and litigation support, and business consulting.

Partners Jack Cacchiotti and Kevin Hundley say they will oversee the relationship with RIBA, and their staff will work closely with RIBA's staff.

Find out more at www.RM-LLP.com.

DePasquale Bros. makes \$1,000 gift to BHH


DePasquale Bros. Inc./R&W Realty Co. has made a \$1,000 corporate donation to the Rhode Island Builders Association's Builders Helping Heroes (BHH) charity. The announcement came from the company's senior vice president, Stephen J. Olson, a past RIBA president.

BHH provides free construction and remodeling services to Rhode Island's wounded veterans of the War on Terror, and to the families of those killed in action since Sept. 11, 2001.

The next BHH project involves building a home for a 25 year-old veteran who lost both legs in combat.

"Generosity like that shown by Steve Olson's company is what will allow Builders Helping Heroes to continue serving the wounded veterans in our society," commented RIBA Executive Director John Marcantonio.

For more information about BHH and to make a donation, visit www.RIBUILDERS.org or call (401) 438-7400.



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Members embrace RIBA Rebate Program

Get quarterly rebates on products you use every day in your building and remodeling projects.

More and more members of the Rhode Island Builders Association are taking advantage of the Member Rebate Program, which rewards you for your loyalty to over 35 of the nation's leading manufacturers.

For the minimal effort of informing the program about the products you use, and telling them when you complete a home or a remodeling job, you'll be putting money back in your pocket. When you participate in the Member Rebate Program, you can count on receiving checks every quarter!

The Rebate Program represents the combined buying power of RIBA's members, along with those of many other state and local associations. As a result, you can qualify for the same manufacturer rebates the nation's largest builders receive.

- The program does not require you to change how you do business.
- The supply chain is not affected.
- No receipts are required (except from one manufacturer).
- All you do is fill out a simple claim form.
- Claims are filed quarterly for all construction projects that are closed or completed.

Get started by registering for the program. If you are a RIBA member already, you can register online at www.HBAREBATES.com. Just fill out the form and submit it per the instructions on the form.

The Member Rebate Program has a website with complete information on the program at www.HBAREBATES.com. The site includes:

- A printable brochure and Frequently Asked Questions (FAQs),
- Online registration,
- Current rebate claim forms,
- The program's current newsletter,
- A current list of participating manufacturers,
- Calendar and deadline information.

We recommend visiting the www.HBAREBATES.com website at least once a quarter to stay up-to-date with any new manufacturers, the calendar, and the current claim forms.

What's the catch?

This is the most frequent question. Why would a manufacturer want to give you money? One reason is that the big builders have been receiving these rebates for years.

Manufacturers know that your brand loyalty and combined overall volume is greater than those of the big builders, but until now, there has not been a way to identify or reward the small and mid-size builders and remodelers such as our members. The Member Rebate Program takes advantage of the combined volume of the builder and remodeler members in RIBA to provide you with the same benefits the big guys get.

see REBATE PROGRAM...page 30

Members: Get your Verizon discounts now!

RIBA Members: Check out the great savings you can harvest through Verizon Wireless, thanks to the Rhode Island Builders Association and National Purchasing Partners (NPP)!

Get substantial discounts on devices of all kinds, calling plans and accessories, including a corporate discount of 22 percent off all calling plans of \$34.99 or higher and free activation. Your employees can get 18 percent off all calling plans \$34.99 or higher. And there are discounts on selected accessories of 35 percent (corporate) and 25 percent (employee/family).

More discounts are available on Verizon's Unlimited Data Feature for Blackberry and PDA devices, and for Broadband Access. There are variable discounts on phones as well.

Hurry, because there are additional special offers available to members only until September 30th!

Get these discounts by joining NPP for free. Go to www.MYNPP.com.

Click "Join Now." Select "Construction" from the drop-down menu. Select "Residential" from the category drop-down menu. Select "HBPP" from the association dropdown menu. Complete the registration form and follow the instructions to get the discounts.

Members must be construction, heavy highway or remodeling companies, or other trade craftspeople (e.g.: a subcontractor such as an electrician or plumber whose primary trade is within the construction industry).

Questions? Call NPP at (800) 810-3909, or e-mail customerservice@mynpp.com.

JOIN RIBA TODAY!
Call (401) 438-7400
or visit www.RIBUILDERS.org

Member of the Month: BRAPCO Inc. by American

Tying it all together since 1992!

"In my business, I'm like a firefighter. People have things that have to be done, so they call me. We do everything. We take people beyond step one. They might hire a general contractor or someone to do their plumbing or build cabinets, but we are really the ones who tie their projects together."

So states Ray Arruda, managing partner at BRAPCO Inc. by American.

"We have an exceptionally long list of satisfied customers," Ray adds.

Based in Woonsocket, the company was founded by Ray as American Contracting in 1992, though his own experience in the residential construction industry goes back to 1978. Later, the company became known as Building, Remodeling and Painting Corp. by American, then BRAPCO Inc. by American.

"Back then we only had a handful of employees, and the business was run out of a small home office. I put in many long hours to bring in new business. I found that if we maintained that dedication to quality work and made sure that customers were satisfied, they came back and they referred others to us," Ray says.

Continuing to expand, the company moved to its current offices on Main Street, Woonsocket, in 1998. Serving Rhode Island, along with nearby Massachusetts and Connecticut, BRAPCO today is one of the area's most respected painting and remodeling contractors. Services include light residential construction (additions, garages, dormers, etc.), high-end painting, full remodeling and carpentry services, vinyl siding, replacement windows, roofing, power washing and general repairs. BRAPCO also is a licensed lead-hazard mitigation contractor.

Ray has had some interesting clients. Several of the New



Ray Arruda outside the Main Street, Woonsocket, headquarters of BRAPCO, his painting, remodeling and light construction company now celebrating its 20th anniversary.

England Patriots have called upon him for high-end work over the years, including Dave Meggett.

"We had another customer, who has since passed away, who liked our work so much that he never even asked for a quote. We just gave him the invoice, he was always pleased, and he always paid it," Ray recalls.

BRAPCO has also done a great deal of work for local rehabilitation and restoration programs, and the company works with private investors.

Ray first brought his company into the Rhode Island Builders Association in 1995.

"We talked with a business solutions expert, and he actually recommended that we join RIBA," Ray says. "The first RIBA service we took advantage of was the workers' compensation safety program. That saved us money. Then we found we could get our lead-mitigation classes and licensing through RIBA, and we took advantage of that, then the OSHA classes. We also get our health insurance through the association," Ray states.

"As a matter of fact, the more we got involved in RIBA, the more we got out of it. Being in RIBA is an important part of being in business."

BRAPCO Inc. by American

President: Raymond Arruda

RIBA member since: 1995

Focus: High-end painting, remodeling and light residential construction

Serves: Southeastern New England

Founded: 1992

Based: Woonsocket, Rhode Island

Employees: Average 5

Our legislative advocacy program needs help on the local level



Steven Carlino

Continuing the Rhode Island Builders Association's aggressive legislative advocacy is a prime goal of our new president, Felix A. Carlone. As a member, you already know how active RIBA's officers, the Legislative Committee and executive director are at the State House during each legislative session. And you know how active we ask you to be – talking with your own state lawmakers about our industry, your business and the issues we face if we are to revive Rhode Island's economy.

Now we're taking it further, and your help is needed on a new level!

Since many of our challenges originate on the local level rather than at the State House, we feel that more monitoring of local legislation and regulation is a good next step

as we enter 2013. As you know, zoning ordinances and subdivision regulations, along with major planning decisions, take place in town and city halls. So we are looking for members willing to keep an eye on legislative and regulatory matters in their own communities and to work with our committee and with RIBA Executive Director John Marcantonio so that these matters don't turn into problems.

This will involve keeping an eye on the agendas for your local town or city council, planning board and zoning board meetings, spotting any "red flag" items, then attending as many meetings as you can. John, who has himself served on a town council, will give you guidance on what to look for and what to do when you

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
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Michael DeCesare
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Home Safe Home

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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.

OSHA extends fall protection measures through Dec. 15

National Association of Home Builders

Residential builders and remodelers now have an until December 15th to use the Occupational Safety and Health Administration's (OSHA's) temporary enforcement measures for fall protection, which were originally set to expire on September 15th.

These measures include priority, free on-site OSHA compliance assistance, penalty reductions and extended abatement dates if violations are found, and other measures to ensure enforcement consistency.

Since June 16, 2011, employers have been required to follow OSHA's fall protection regulations, which call for providing conventional fall protection systems (guardrails, personal fall arrest systems or safety nets) when workers are exposed to falls six feet or more above a lower level.

There is an exception if an employer can demonstrate that the use of conventional fall protection is either infeasible or creates a greater hazard. In this case, the employer can implement alternative fall protection practices and must provide a written fall protection plan. However, it is OSHA's presumption that conventional fall protection systems can be used for most tasks, and the employer has the burden of proof if not using them.

For more information about the fall protection requirements, visit www.NAHB.org/fallprotection or contact Robert Matuga (800) 368-5242, ext. 8507, at the National Association of Home Builders.

Information also is available at the OSHA site: www.OSHA.gov/doc/residential_fall_protection/residential_guidance.html.

R.I. participates in multi-state 'sting' on illegal contractors

Operation quietly nets six in the state during the week of September 10th.

By Paul F. Eno *Editor*

Six illegal contractors were caught in Rhode Island during the week of September 10th as the state participated in a sting operation that involved states on both coasts.

That's the word from George W. Whelan, executive director of the Rhode Island Contractors' Registration and Licensing Board (CRLB).

"Although we didn't have any media coverage, our efforts resulted in the issuance of six violations; four for non-registered contractors, one for hiring a non-registered subcontractor, and one for failing to have workers' compensation coverage in effect for employees," Mr. Whelan said.

"All violations resulted in tickets being issued, with fines assessed for performing work illegally in our state. Efforts to combat the increased illegal activity and to warn consumers of the need to be aware to hire registered contractors will continue in order to assure compliance with CRLB rules and regulations," he added.

The multi-state enforcement effort, which also involved Arizona, California, Nevada, Oregon, South Carolina and Utah, was organized by the National Association of State Contractor Licensing Agencies (NASCLA) "to protect consumers and deter illegal construction activity and level the playing field for legitimate contractors in the industry."

NASCLA President Craig Smith said, "The NASCLA national sting operation provided an exceptional platform for state licensing agencies from across the country to promote the health, welfare and safety of the general public. Cooperation between the states helped leverage limited state funds, which allowed licensing agencies to better serve the public, and address enforcement issues that cross state lines."

For more information on how to make your potential customers aware of the dangers of hiring an illegal contractor, visit: www.NASCLA.org/publications, www.NASCLA.org/nascla-consumer-guide-home-improvement-projects, or call (623) 587-9354.



George Whelan

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Monica A. Neronha

V.P. of Legal Services, Blue Cross/Blue Shield of R.I.

Monica A. Neronha is the expert on the Patient Protection and Affordable Care Act (PPACA) at Blue Cross & Blue Shield of Rhode Island (BCBSRI). In addition to leading efforts to implement the provisions of federal healthcare revision, she is a resource for key stakeholders, meeting with groups to help them understand the law and prepare to enter the new healthcare environment. Ms. Neronha is also responsible for the company's legal-related services, including regulatory matters, government relations and special investigations. Ms. Neronha joined BCBSRI in 2005. She is a graduate of Vermont Law School.



THE BUILDER: What changes should Blue Cross/Blue Shield of Rhode Island (BCBSRI) subscribers expect as a result of the Patient Protection and Affordable Care Act (PPACA), commonly called "Obamacare"?

NERONHA: I think of the health care changes on two levels. The PPACA is focused on insurance reform and on making sure that people have coverage. The other side, which the law really doesn't address, is changes to the way healthcare services are delivered, and the quality of care. We, and many other people in the state, are working to bring those two levels together.

As far as the law is concerned, our enrollees have already started to see changes. They can have their dependents enrolled until age 26. There is preventive care coverage without cost-sharing (co-pays), and certain other aspects related to coverage. In 2014, there will be a new set of changes in relation to the healthcare exchanges, mandated coverage for everyone, and that kind of thing.

In Rhode Island, I think we were much further ahead than many states in implementing the PPACA because we had some of the reforms in place here already.

THE BUILDER: What happens if Congress repeals the PPACA, as many candidates are promising to do?

NERONHA: We're not thinking that way. If there's a change in the makeup of Congress and in the presidency, it's still highly unlikely that everything that has been put in place will be repealed. It's more likely that we would see changes rather than a wholesale repeal.

We expect that things will be in place in 2014 as anti-

pated by the PPACA.

THE BUILDER: Obviously, healthcare premiums keep going up. How much of this is on account of the PPACA?

NERONHA: From my perspective, there are a number of components of the law that will cause an increase in premiums. For example, there's the expansion of coverage and extended benefits as I mentioned. There will be limitations on deductibles and out-of-pocket maximums, starting in 2014. There are changes to benefits that increase people's access to coverage, which will in turn increase premiums.

There are taxes that will be implemented that will increase costs. That includes a federal assessment on insurers and the

equivalent of a state premium tax. There is a "comparative effectiveness research fee," and a "reinsurance fee." There are other fees, and there could be a cost associated with the exchanges. All those things are going to add to the cost of premiums. Right now, our estimate for the taxes is about 4 percent.

In 2010, BCBSRI submitted a filing to the (state) health insurance commissioner related to preventive services and dependent coverage to age 26, which is about a 2¼ percent increase in premiums associated with just those two components. It gives you a sense of the order of magnitude of what has been put in place.

There could be other things that counteract that. More people will carry coverage, so we might have younger, healthier individuals coming into the pool, which would help moderate costs. We could have decreases in access to uncompensated care, which might help moderate what insurers and others pay.

It has yet to be determined what the end game will be. But, at least initially, I would expect an increase in premiums. Then we might see, as we did in Massachusetts, that after a few years, costs might moderate, then start to come down.

THE BUILDER: It's been said that Rhode Island has more mandates than any other state for health insurance. Is this true, and how does it affect premiums?

NERONHA: Under Rhode Island law, there are a number

see next page

...from previous page

of mandates that require coverage for certain things. One mandate says we must cover fertility services with no more than a 20 percent co-pay, up to \$100,000 per lifetime.

It depends which report you're looking at. Whether Rhode Island has the most mandates, maybe we do and maybe we don't.

When we look at the Rhode Island mandates, especially now that the PPACA has been implemented, there are not many that wouldn't be appropriate (because they're services that can avoid future illness), such as mammograms or Lyme disease treatment.

In addition, many of these mandates will now be required under federal law: reconstructive surgery, preventive services, and mental health parity (Requires that annual or lifetime dollar limits on mental health benefits be no lower than any such dollar limits for medical and surgical benefits. – Editor)

So in light of the PPACA, the impact of state mandates is relatively low.

THE BUILDER: Why are there co-pays for everyone, no matter how expensive their plan?

NERONHA: Cost-sharing is an attempt to balance how much is paid in premium vs. how much an employee might pay out-of-pocket at the point of service. So co-pays are used by employers to mitigate premiums and to encourage the engagement of employees and their dependents in their own care.

Suppose the co-pay is \$20 to visit a primary care physician but \$150 to visit the emergency room. If you have a four-year-old child at home screaming with what you think is an ear infection, it probably makes more sense to wait until morning and call the primary care physician rather than sit in that emergency room and pay \$150 out-of-pocket.

So it's that consumer engagement that makes sense.

THE BUILDER: How is BCBSRI itself preparing for the PPACA changes?

NERONHA: With respect to implementing the legal requirements -- the changes to benefit plans and connecting with the exchanges -- we have programs in place. We're well under way doing that and in coordinating with the state.

As I said before, the other side of insurance reform is delivery reform. When people access the healthcare system, it should be the appropriate access and they should have high-quality care when they get there.

We have done a great deal in that regard, such as implementing "patient-centered medical homes" in primary care physician offices. This is so that your primary care physician serves as your advocate and helps you navigate the healthcare system.

THE BUILDER: Is all this realistic, given the size of our population, both in Rhode Island and nationally, not to mention the decreasing number of doctors?

NERONHA: I think it can be done if everyone starts to pull in the same direction. I know that sounds Pollyannaish, but there are many people in Rhode Island, in state government, here at Blue Cross, at some of the hospitals and in the employer community who are all realizing that your premium is much less about who your insurance company is and how much somebody there gets paid. It's really about where you receive your services and how often, and whether you have to have that service multiple times before you get better.

So if we can all agree that an end game is higher-quality care, that patients have to use the system less frequently but are healthier, able to live healthier longer, we are able to achieve that. That doesn't mean the road won't be bumpy.

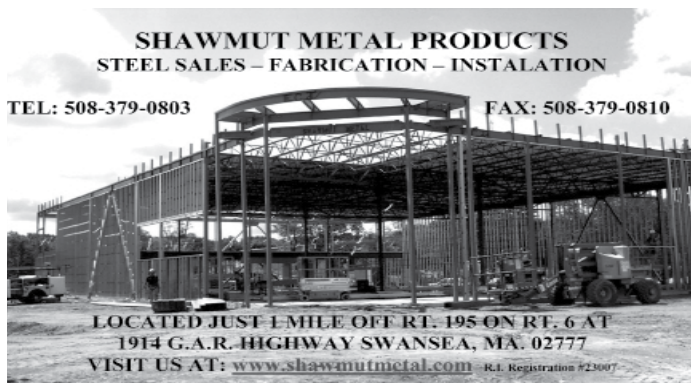
THE BUILDER: For many small businesses, health insurance costs are a major problem. What can be done by employers to better manage the unknowns, such as where premiums will be next year?

NERONHA: There are a number of things that can be done, and each makes an incremental change. One is choosing a health plan that encourages employees and their dependents to live healthier lifestyles. It's also important to encourage them to see their primary care physicians, to have dental cleanings, etc. All these seem little, but the goal is to have that relationship with the primary care physician. You can know when you need to go and seek treatment. You can live a healthier lifestyle and avoid protracted illnesses that really address cost overall.

If we could all be working on those things, that will help.

The Rhode Island Health Insurance Small Employer Taskforce has adopted a number of principles: Encouraging employees to have a primary care physician, supporting electronic health records, supporting transparency, helping employees understand their benefits, and where to go to get care.

If we can be smart consumers, it will help mitigate expenses.



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Only one New England metro area remains on NAHB's Improving Markets Index

Barnstable, Mass., joins the October list, but Worcester and Burlington, Vt., have dropped off. No Rhode Island city has ever been listed.

By Paul F. Eno *Editor*

While 103 housing markets across the United States qualified for the National Association of Home Builders/First American Improving Markets Index (IMI) for October because of their reawakening housing markets, only one was in New England and none in Rhode Island.

The October IMI, which includes Barnstable, Mass., is up from 99 markets listed as improving in September and is the largest number of metro-area housing markets on the IMI since it was created one year ago. A total of 33

states and the District of Columbia are represented on the October list.

The index identifies metropolitan areas that have shown improvement from their respective troughs in building permits, employment and house prices for at least six consecutive months. In addition to Barnstable, markets added to the list in October include such diverse locations as Santa Cruz, Calif.; Pocatello, Idaho; Abilene, Texas, and Savanna, Ga.

"While 11 new housing markets were designated as improving in October, 92 metros retained their spots on the IMI and just seven slipped from the list," noted Barry Rutenberg, chairman of the NAHB.

"This is an encouraging sign that the housing recovery is proceeding at a steady pace as firming prices and employment help spur new building

activity, which in turn generates new jobs and more home sales."

A few other New England housing markets, notably Springfield and Worcester, Mass., and Burlington, Vt., were on the list in previous months but have slipped off.

NAHB Chief Economist David Crowe noted the continuing credit crunch as a serious constraint on the housing market in general.

"Overly tight credit conditions are certainly constraining consumers' ability to purchase homes as well as builders' ability to construct them," Dr. Crowe said.

A complete list of all 103 metropolitan areas currently on the IMI, and separate breakouts of metros newly added to or dropped from the list in October, is available at www.NAHB.org/imi.





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or contact Liz Thompson at ethompson@nahb.org or (202) 266-8495, or Paul Lopez at plopez@nahb.org or (202) 266-8409.

Online registration is under way for the 2013 International Builders Show (IBS) and National Association of Home Builders Convention. The earlier you register, the more money you save!

IBS is the largest annual light construction tradeshow in the world. The 2013 show features an enhanced education program and attractive deals for members and non-members who register early.

"NAHB's International Builders Show is the event of the year for our industry, with everything you need in one place -- from product suppliers and education sessions to networking opportunities and special events," said NAHB Chairman Barry Rutenberg. "With the housing industry showing signs of improvement, now is the time to take advantage of these resources to position ourselves for success."

More than 800 exhibitors representing all facets of the building industry will be represented in the expansive exhibit hall. Attendees will be able to network with industry professionals from across the country and abroad, and make business deals with top vendors representing a wide range of product categories.

Additionally, attendees can take advantage of education sessions offered on numerous topics, such as the housing and economic outlook, consumer preferences and trends, "green" building, sales strategies, universal design and much more.

Enhanced education program

For 2013, NAHB has enhanced its education program based on attendee feedback. New features include more advanced-level courses, new daily master sessions that were designed as in-depth, full-day intensive programs to dig deeper into specific industry topics, such as technology touch points in the consumer life cycle, and daily keynote

see IBS...page 29



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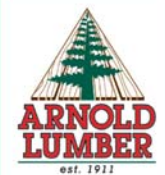
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A selection of news briefs from around the state related to housing and land use

CHARLESTOWN

24 more 'affordable' units planned

The Charlestown Affordable Housing Commission has unanimously approved the proposed ChurchWoods affordable rental housing development for seniors. The 24-unit development would be a substantial boost to the town's quest to achieve its 10 percent affordable-housing goal. Originated by the Washington County Community Development Corp., the development, if approved by the Town Council, would receive \$325,000 from the town's \$1 million affordable housing bond.

CUMBERLAND

Planners nix undersized lots

The Cumberland Planning Board voted in October against recommending that zoning variances be granted for a proposed 22-lot subdivision on undersized lots in Lippitt Estates, off Angell Road. The development would involve single-family, 50- by 100-foot lots on Dade and Hickory Roads. Lippitt Estates is an old summer vacation community originally laid out in the 1920s. The final decision rests with the Town Council.

PAWTUCKET/CENTRAL FALLS

Study: River is key to recovery

The Blackstone River is the key to revitalization for Pawtucket and Central Falls, according to a newly released study commissioned by The Pawtucket Foundation. The study, Riverfront Corridor Market Analysis, suggests a unified planning approach to commercial and residential development along the river corridor, incorporating the river's recreational possibilities and the transportation infrastructure. The study was prepared by FXM Associates, a consulting firm based in Mattapoisett, Mass.

WARWICK

State plans to buy, develop Rocky Point

The Dept. of Environmental Management has asked the State Properties Committee to approve a \$9.65 million purchase and sales agreement the agency has worked out with the U.S. Small Business Administration (SBA). The money would be used to buy the remaining 80 acres of the former Rocky Point Amusement Park. DEM Director Janet Coit has not been specific about what her agency would do with the property, but has indicated that it would be developed in partnership with businesses.

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PRESIDENT...from page 5

RIBA membership is an important and valued part of our business experience. In short, we ask people to join.

We use the RIBA logo on our business documents, on our vehicles, on our promotional material and on our clothing. I can't even fathom the exposure we would get if even half of our members wore "RIBA."

We offer member benefits and services second to none. We make the value of membership so high that it saves members more than the cost of dues! Stay tuned for upcoming education, services and products that will be introduced shortly.

We grow RIBA's image. By being the best organization in the industry, the public will know that our members are exposed to resources that could put them at the "top of their game" in all areas of operating their businesses.

It goes without saying that we are a male-dominated industry. It is encouraging to see more women in the industry, but there is much work to be done to get more women involved. This will continue to be a work in progress.

RIBA needs *your* help. A relatively small percentage of members are active in RIBA leadership. I have received numerous offers for help, and I want to take those individuals up on those offers. Please get involved!

Choose a committee of particular interest to yourself and become active. The more members who are actively involved, the more the load lightens on everyone, and we will accomplish more.

Random thoughts:

I wonder how much we as members could affect the local and national economy if we buy our materials, supplies, tools, equipment and services locally. If our suppliers and their vendors identified "Made in the USA" or Rhode Island on products, we could easily compare quality and price, then "buy local" as much as possible. How many jobs might that create, with those employed people then putting the money back into the local and national economy?

None of us is perfect. Have you ever written a list of the strengths and weaknesses of you and your company? Have you taken action to strengthen the weaknesses? RIBA may be able to help. Ask for classes or round-table discussions on the topics that can help you most. Most likely, those problems have already been encountered and solved by other members.

RIBA is here to serve you. Let us know what we can do to make your business more successful. What would you like RIBA to offer that can make your life and business more successful (and easier, if possible)?

Finally, being installed as RIBA president was an emotional experience for me. As I mentioned in my remarks at the Annual Meeting, my father was a founding RIBA member and a past secretary. There is a sense of pride in being part of a legacy, which many members of our organization relate to as we follow our fathers (and mothers) into the industry. I think most people, whether consciously or subconsciously, strive to make their parents proud. I will do my best to make all of you proud as well. Once again, I am honored and humbled to be your president.

Go RIBA!



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ANNUAL MEETING...from page 1

"We are positioned to be successful in the future," stated Mr. Carlone, the son of a founding member of the association. (Related story on page 12.)

Mr. Baldwin presented a farewell address, echoing many of Mr. Carlone's sentiments and offering thanks to the officers, Board of Directors, committee chairs, Mr. Marcantonio and the RIBA staff for "excellent teamwork and a job well done."

Mr. Marcantonio offered an update on RIBA matters, thanking the Annual Meeting sponsors and RIBA staff. His message: "RIBA is getting stronger all the time!" (See "From the Executive Director" on page 6.)

Also taking place at the Annual Meeting was the "passing of the gavel" from retiring General Counsel James M. Sloan III, who served RIBA in that position for 53 years, to his successor, attorney Christine Engustian.

Along with the new administration, other RIBA offices were filled:

Taking their places as local directors with terms expiring in 2015 are Frank Bragantin of Ferland Corp.; David A. Caldwell Sr. of Caldwell & Johnson Inc.; Louis Cotoia of Arnold Lumber Co., Inc.; Joel DeMelo of DeMelo Construction; James Deslandes of Deslandes Construction Inc.; Thomas Lopatosky of LOPCO Contracting; Carol O'Donnell of CRM Modular Homes, and Nicolas Reuter of Picerne Real Estate Group.

Dean Martineau of Dean W. Martineau Carpentry becomes a local director with a term expiring in 2014.


Approved as national directors (to actually be elected at the National Association of Home Builders Convention in Las Vegas, Nev., in January) are Michael Artesani Sr. of W. Artesani & Sons Inc.; John E. Anderson of Insurance Reconstruction Services/Tech Builders; Brian R. Arnold of B.R. Arnold Construction Co., Inc.; Robert J. Baldwin of R.B. Homes Inc.; Michael L. DeCesare of DeCesare Building Co.; Raymond E. Gallison of Newport Plate & Mirror Glass; Steven Gianlorenzo of

Gianlorenzo and Sons Construction Corp.; Paul A. Norbury of Norbury Construction Co., and Peter G. Rogers of Gerard Building & Design Co., Inc.

Approved as alternate national directors, (also to be elected at the National Association of Home Builders Convention in January) are Michael Artesani Jr. of W. Artesani & Sons Inc., Robert E. DeBlois Jr. of DeBlois Building Co., William J. Geddes of Geddes Builders, Scott Grace of Overhead Door Garage Headquarters, David A. Miles of Milestone Homes Inc., and Daniel G. Paquette of Sterling Construction Management LLC.

Approved for re-election as RIBA's NAHB representative is Barbara Gallison of Newport Plate & Mirror Glass, to actually be elected at the National Association of Home Builders Convention.

For information about the 2013 NAHB Convention and International Builders Show in Las Vegas, Nov., see page 25.

For details on RIBA membership, joining a committee or serving in a leadership position in the association, call Executive Director John Marcantonio at (401) 438-7400 or visit www.RIBUILDERS.org. 

HOUSING BOND...from page 2

we're faced with. We need the \$25 million in November, and we need a long-term solution to address the systemic problems of affordable housing in Rhode Island, and why market-priced housing is not affordable," he said.

"In recorded history, we've never had such little construction happening in the state of Rhode Island."

Later, Mr. Baldwin urged all RIBA members to work to pass the bond issue.

"We were at the kick-off event because this important issue effects all RIBA members, and it's time to get the word out to everyone you know to vote yes on 7! We also want to convey to our members that RIBA is now being taken very seriously by multiple groups," Mr. Baldwin told *The Rhode Island Builder Report*.

Also speaking to support the housing bond were state General Treasurer Gina Raimondo, Rhode Island Housing Executive Director Richard Godfrey, Pawtucket Citizens Development Corp. Executive Director Nancy Whit, Rhode Island Foundation President & CEO Neil Steinberg, and United Way of Rhode Island President and CEO Anthony Maione.

If the bond issue passes, the \$25 million will be released in increments to fund new and refurbished workforce housing units throughout the state, as did the highly successful 2006 housing bond.

-Paul Eno


IBS...from page 25

speaker sessions. The overall number of courses has been streamlined to 100 sessions to focus on only the best and most popular topics.

'New American Home'

Among the many draws of IBS is The New American Home® (TNAH) 2013, a one-of-a-kind green show home being built in a nearby neighborhood. It will be open for attendees to tour

throughout the IBS. The state-of-the-art home incorporates builders' best practices in energy efficiency, indoor air quality, safety, convenience and aesthetics.

The IBS is not open to the general public. Building industry professionals and their affiliates throughout the housing trades are welcome to register by visiting the show's website at www.BUILDERSSHOW.com. 

LEGISLATIVE PAGE...from page 20

find it.

You will be helping your industry and your own business. And don't think that your presence at these meetings won't be noticed. Even if an elected official is anti-growth, he or she will recognize you as a voter, as a business person and prominent member of the community, and as one who is watching what is going on.

Your involvement will be noticed.

Planning and zoning trends, revisions to the local Comprehensive Plan, programs to build or repair infrastructure, permitting times and fees, and local attempts to go the state one better on wetlands rules.... All these require our attention.

If you can be RIBA's eyes and ears in your community, you will be doing yourself – and our industry – a great service. Any amount of time and effort you can put into this will help. Call John Marcantonio at (401) 438-7400 to get started.

Housing bond

The vote on Rhode Island's \$25 million housing bond issue – Question 7 – is on November 6th, right around the corner. This measure will be an important factor in jump-starting the housing market and the residential construction industry in our state, so our immediate task is to encourage everyone we can to vote "yes"!

Get the word out: There's no better way to create the greatest benefit for the greatest number of people than by creating housing! Tell your colleagues, your customers, your friends and relatives, your neighbors – everyone you meet: Long-term, affordable homes are critical to Rhode Island's economy.

Prove it by recounting the tremendous success of the 2006 bond issue. Let them know that this has worked before and

will work again. That bond issue exceeded all expectations by producing 1,300 new workforce homes, 300 more than projected.

Use your own marketing outreach to promote the bond. Use your company newsletter, Facebook page, Tweets and other communications to bring people's attention to the bond issue and to encourage a big "yes" vote.

Put a plug for the housing bond in your e-mail signatures.

Communicate with your local officials and your state lawmakers as well. Let them know that you support the bond issue, and encourage them to actively do the same. The more people we get talking about this, the better. If you see or hear that your local media aren't covering the bond issue, call the station news director or the newspaper editor and find out why. Call that talk show or write a letter to the editor for publication.

We don't want people to walk into the voting booth and see the housing bond question for the first time. Their first reaction could be: "More spending? *No way!*"

For more information, contact John at jmarcantonio@ri-builders.org or (401) 438-7400.

REBATE PROGRAM...from page 18

The other reason is that manufacturers want to influence your buying decisions. They must rely on their distribution network to promote their products, and many builders and remodelers leave the choice of the brand to their subcontractors. When you specify the brand, the manufacturers benefit and you get the reward.

If you built any homes (including multi-family units) or completed any remodeling projects in a given quarter:

- If you used different products in each of your homes or projects, fill out a claim form for each home or project.
- If you used the same products in each home or project, fill out one form and send in a list of the closed homes or completed projects.
- No receipts are necessary (except for Progress Lighting).

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As an added bonus for participating in the Member Rebate Program, you will be eligible to buy your laser toner and inkjet cartridges, and even printers, through "HBA Ink." Once again, by using the collective buying power of your RIBA membership, in conjunction with those of many other state and local builders associations, we bring you an opportunity not available outside the nation's largest corporations.

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MEMBERS...from page 3

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A. Joseph Sprague	Sprague Farm, Inc.
David Tegan	Tegan & Company, Inc.
Thomas J. Principe Jr.	Thomas J. Principe & Son, Inc.
Thomas E. Turgeon	Turgeon Home Improvement
Norman J. Smith	Universal Electric Co., Inc.
Frank Verzillo	V&M Construction, Inc.
Lisa Fiore	Village @ Wordens Pond, LLC
Peter Hoy	VIP Seamless Gutters, Inc.
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