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David A. Caldwell Jr.

Carlone team re-elected to lead RIBA in 2014

By Paul F. Eno *Editor*

"It has been an all-positive year for the Rhode Island Builders Association!"

With that simple and upbeat statement, Felix A. Carlone began his second term as RIBA's 34th president. The setting was the association's 2013 Annual Meeting at Quidnessett Country Club, North Kingstown.

Over 100 members and guests attended the dinner meeting on October 1st, which also saw the re-election of the other officers, election of some new local directors, the nomination of members to several national posts, and

see *MEETING...page 33*

Why does Rhode Island lack skilled workers?

By Paul F. Eno *Editor*

An uneven recovery in the Rhode Island housing market is bringing with it a nagging problem: a shortage of skilled labor.

That's the word not only from members of the Rhode Island Builders Association, but from statistics as reported by economists and labor experts. The problem is attributed to a number of factors, including the out-migration of skilled labor, an aging workforce, Rhode Island career and technical education (CTE) programs that are under-supported and underutilized, and a CTE credit policy that actually drives graduates to other states.

"You keep people in the state by keeping jobs in the state," said John Bentz of the Property Advisory Group, who co-chairs RIBA's Education and Workforce Development Committee.

"There has been a lack of major construction in Rhode Island, but when the economy picks up, our problem will be a lack of skilled people to undertake the jobs that will need to be done. That includes electrical, plumbing, carpentry, masonry, HVAC and other skills.

To add to the problem, CTE opportunities in the state are at a low

see *LABOR...page 32*

PHOTOS

...from the Rhode Island Builders Association's Annual Meeting *Page 7*

...from RIBA's Networking BBQ *Page 9*

...from RIBA's 23rd Annual Golf Outing *Page 11*

FEATURED PRODUCTS AND SERVICES FOR NOVEMBER

Centerspread

Members urged to follow RhodeMap

The Rhode Island Builders Association is providing feedback to the RhodeMap RI project and will host Associate Director of Planning Kevin Flynn at the November 5th Board of Directors meeting.

Page 24

Educational 'Boot Camps' continue

The series of five FREE workshops with Shawn McCadden continues at RIBA in November.

Pages 2, 14

R.I. Code Books on sale at RIBA

Rhode Island 2013 Code Books are on sale to members at RIBA headquarters. Contact Elizabeth Carpenter at (401) 438-7400.

Free workshops with Shawn McCadden cover sales, production in November

The series of five free workshops continues at Rhode Island Builders Association headquarters in November.

✓ September 26th - "Marketing Boot Camp: Targeting the Right Customers." Sponsor: United Builders Supply

✓ October 3rd - "Estimating: Know What You're Selling Before You Sell It." Sponsor: Riverhead Building Supply

✓ October 10th - "Small Business Finances and Profit Strategies." Sponsor: Coventry Lumber

November 7th - "Sales Workshop: Smart Selling for Tough Times." Sponsor: Douglas Lumber, Kitchens & Home Center

November 14th - "Production Workshop: You Sold It, Now You Need to Build It." Sponsor: National Building Products

Time: Check-in and a light dinner for each workshop is at 4:30 p.m. Workshops run 5:30 to 7 p.m.

Taught by: Shawn McCadden CR, CLC, CAPS, industry expert and prominent figure in the remodeling industry. He co-founded the Residential Design/Build Institute and is a frequent speaker at industry conferences and trade events. Mr. McCadden's website is www.shawnmccadden.com. **SEE PAGE 14 FOR MORE ON THESE EVENTS.**

Sales workshop set for November 7

WHEN: Thursday, November 7th, 4:30 to 7 p.m.

WHERE: Rhode Island Builders Association headquarters, 450 Veterans Memorial Pky #301, East Providence 02914

COST: Free for members and non-members

SPONSORS: Douglas Lumber, Kitchens & Home Center, Andersen Corp. and JamesHardie Products

DEADLINE TO REGISTER: November 1st

FOR INFORMATION AND TO REGISTER: Logon to RIBUILDERS.org, click on this event under the "Events Calendar," or contact Sheila McCarthy at smccarthy@ribuilders.org or (401) 438-7400. You must call to register if you need Massachusetts CSL credits.

At this free workshop, learn to be strategic about the customers you serve and the projects you sell. Learn how to use and customize a lead sheet to best serve your company. Also:

- Find out how to get prospects to open up with information so you can do pre-qualifying yourself and train your team to do so.
- Learn to use the information you or your team will capture to improve sales meetings and results, and discover how to shorten the sales cycle and close more sales. Also learn how to use the psychology of sales to reduce your prospect's reliance on price when selecting their remodeler.
- Learn how to turn qualified prospects into repeat and referring customers who value what you offer and how you deliver their solution. Join us for refreshments and an opportunity to network after each of these workshops.

This presentation has been approved for two hours of Massachusetts CSL Continuing Education credits: one in the business practices category and one in the elective category.

Production workshop slated on November 14

WHEN: Thursday, November 14th, 4:30 to 7 p.m.

WHERE: Rhode Island Builders Association headquarters, 450 Veterans Memorial Pky #301, East Providence 02914

COST: Free for members and non-members

SPONSORS: National Building Products, Andersen Corp. and Reliable Truss

DEADLINE TO REGISTER: November 8th

FOR INFORMATION AND TO REGISTER: Logon to RIBUILDERS.org, click on this event under the "Events Calendar," or contact Sheila McCarthy at smccarthy@ribuilders.org or (401) 438-7400. You must call to register if you need Massachusetts CSL credits.

By completing this free workshop you will, learn how your sales process and your proposal can help improve production results and profits, and how your estimate's process and format can help your team plan and build the project on their own. Also:

- Learn about pre-staging projects, how to it and the benefits if done well, and find out what a pre-construction meeting is, how to do one and how it can help make more money and get more referrals.
- Learn what a quality control precompletion meeting is, how to do one and how it can help eliminate the punch list and help you collect final payment.
- Learn how a true lead carpenter system can be more cost-effective than a production-manager-driven system.

This presentation has been approved for two hours of Massachusetts CSL Continuing Education credits: two in the business practices category.

Join us for networking and refreshments after each of these workshops.



RIBA thanks these members who renewed in July, August & September

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

| | | | |
|------------------------|--------------------------------|-------------------------------|-----------------------------|
| David Accardi | Accardi Electric | Scott A. Dinges | E&S Acoustical Ceilings |
| John Dell'Oro | Advance Electrical Corp. | Thomas E. McNulty | E.A. McNulty Real Estate |
| Michael Sheridan | Allstate Appliance Service Co. | Amy Neal Sonder | Easterbrooks & Associates |
| Daniel R. Cotta | American Engineering | Ryan H. Taylor | Edgewood Arms |
| Robert Crowe | American Pntg./Sandblasting | Frederick D. Souza | F&S Electric |
| Robert Andreozzi | Andreozzi Associates | Dave Ferreira | Ferreira Home Remodeling |
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THE RHODE ISLAND
builder report

Official publication of the
Rhode Island Builders Association
since 1951

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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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This fall's free contractor workshops are made possible by our generous sponsors:













LOOKING AHEAD!

November: Five Seminars on the Rhode Island Energy Code: Offered at RIBA headquarters, East Providence, by the Conservation Services Group. November 6, 8:30 to 11:30 a.m.: Commercial Energy Code Overview; 1 to 4 p.m.: Commercial Code Envelope and Building Science. November 7, 1-4 p.m.: Commercial Energy Code Lighting, Lighting Control and Other Electrical Provisions. November 14, 1 to 4 p.m.: Commercial Energy Code Mechanical Provisions. November 27, 8:30 to 11:30 a.m.: Residential Energy Code Envelope and Building Science. To register, call (855) 343-0105.

♦ **November 7: Shawn McCadden Sales Workshop-Smart Selling for Tough Times** - 4:30 to 7 p.m., RIBA headquarters, East Providence. FREE to members and non-members. To register, logon to RIBUILDERS.org, and click on this event under the "Events Calendar" or contact Sheila McCarthy at smccarthy@ribuilders.org, or (401) 438-7400. *Details on page 2.*

♦ **November 12: QuickBooks for Contractors** - 4:30 to 7:30 p.m., RIBA headquarters, East Providence. FREE to members, \$35 for non-members. To register, logon to RIBUILDERS.org, and click on this event under the "Events Calendar" or contact Sheila McCarthy at smccarthy@ribuilders.org or (401) 438-7400. *Details on page 14.*

♦ **November 14: Shawn McCadden Production Workshop-You Sold It Now You Need to Build It** - 4:30 to 7 p.m., RIBA headquarters, East Providence. FREE to members and non-members. To register, logon to RIBUILDERS.org, and click on this event under the "Events Calendar" or contact Sheila McCarthy at smccarthy@ribuilders.org or (401) 438-7400. *Details on page 2.*

November 15: 3rd Annual Expo and Education Fair - Sponsored by the Rhode Island Building Officials Association. Registration begins at 8:30 a.m., New England Institute of Technology, East Greenwich Campus. First five RIBA members to register will be admitted free. *Details on page 24.*

November 15: 2013 Rhode Island Economic Summit - Sponsored by the U.S. Small Business Administration's Rhode Island District Office and the Rhode Island Small Business Development Center at Johnson & Wales University, Radisson Hotel at 2081 Post Road in Warwick. \$25 per person if registering on or before October 31st, \$35 per person after that date. *Details on page 29.*

♦ **November 19: QuickBooks for Contractors** - 4:30 to 7:30 p.m., RIBA headquarters, East Providence. FREE to members, \$35 for non-members. To register, logon to RIBUILDERS.org, and click on this event under the "Events Calendar" or contact Sheila McCarthy at smccarthy@ribuilders.org or (401) 438-7400. *Details on page 14.*

♦ **January 7-8: OSHA 10-Hour Certification Course** - RIBA headquarters, East Providence, 11:30 a.m. to 5 p.m. both days. Attendance on both days is required for certification. To register, logon to RIBUILDERS.org, and click on this event under the "Events Calendar," or contact Sheila McCarthy, smccarthy@ribuilders.org, or call (401) 438-7400.

February 4-6: International Builders Show - Sponsored by the National Association of Home Builders, Las Vegas Convention Center, Las Vegas, Nev. Visit www.BUILDERSHOW.com. *Details on page 33.*

♦ **April 3-6: RIBA Annual Home Show** - Rhode Island Convention Center, Providence. Visit www.RIBAHomeShow.com. *Details on page 29.*

**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

Success on all fronts

As I begin my second term as president, I can report without hesitation that it has been an all-positive year for the Rhode Island Builders Association! We have had successes on all fronts: at the State House, the annual Home Show, our Builders Helping Heroes charity, our membership statistics, our educational program, with Professional Women in Building, and much more.

I'm proud to be RIBA's president, not just because of our trade association's great history and prominent standing in our industry and our state, but because we can all feel the new energy in this organization. We are over the hump, we're in the black, and we're headed for greater successes in 2014!

There are so many members I want to single out, who have helped RIBA get to this point. I especially want to thank Ron Smith, Cheryl Boyd, Lou Cotoia, Carol O'Donnell and the entire Home Show Committee for their untiring efforts to improve that biggest of RIBA's annual events. Our gratitude also goes to Bob Baldwin, Dave Caldwell Jr., and Vin Marcantonio Sr. for their tremendous job on getting it done at the Builders Helping Heroes construction site in Burrillville. *See page 6.*

To our hard-working legislative team, especially Ed Ladouceur, Steve Carlino, Bob Baldwin, Joe Walsh, Gayle Wolf and

Tom Hanley, thank you for all you do for our industry through legislative advocacy! And to our legal team

-- General Counsel Chris Engustian, along with Mike Kelly and Joelle Sylvia, who constantly work behind the scenes, thank you.

I also thank my fellow officers, Roland Fiore, Steve Gianlorenzo and Dave Caldwell Jr., and our hard-working board. You have all pulled together to help these good things happen!

Certainly, we all owe our thanks to our hard-working executive director, John Marcantonio, who has so successfully led this charge on a day-to-day basis since he came to us in 2011. To our director of operations, Elizabeth Carpenter, and our staffers Elise Geddes, Robin Barlow and Sheila McCarthy, thanks for all that you do for our members!

Now we begin another year. Let's keep that energy and member involvement going, and let's be sure that it includes bringing in new, young members! These young contractors and other members of our industry are the future of RIBA, and the time to bring them into our ranks and our leadership is now.

Thanks once again to all of you, and let's keep the progress going!



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 Zawadzki Plumbing and Heating

Site work under way as the Dubois house nears completion



Above, Nick Masso of Nick Masso Construction Inc. has just done some site work on October 5th. Below, Christian Sweet and the crew from Vinyl Concepts Inc. work on siding.



By Paul F. Eno *Editor*

It's landscaping time at the Burrillville site that wounded Marine Corps veteran Kevin Dubois and his wife, Kayla, will soon call home.

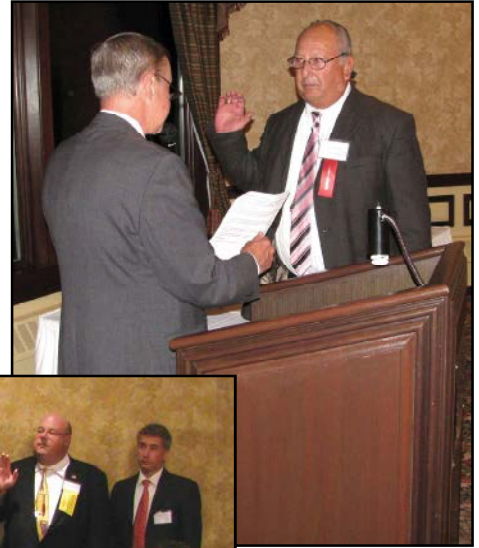
As of this writing, the drywall was nearly finished, and painting was taking place at the specially adapted house, being built by the Rhode Island Builders Association's charity, Builders Helping Heroes (BHH), and Homes For Our Troops. Cpl. Dubois lost both his legs during combat in Afghanistan.

see HEROES...page 31

Annual Meeting 2013



The Rhode Island Builders Association's Annual Meeting took place on October 1st at the Quidnessett Country Club, North Kingstown. See the full story beginning on page 1. Here, Immediate Past President Robert J. Baldwin, left, administers the oath of office to President Felix A. Carlone, now entering his second term. ➔



Officers and directors for 2013-2014 take the oath from Mr. Baldwin. From left are Local Directors William J. Geddes, David A. Miles, Caroline Calcagni, David C. Baud, Alexander A. Mitchell, Secretary David A. Caldwell Jr., Vice President Roland J. Fiore, Treasurer Steven Gianlorenzo, and Local Director Brian Lombardi. ↓



➔
John E. Anderson was honored for his many years of service.



↑
A series of surprise honors were announced for members who have volunteered for numerous committees and activities. From left are Robert J. Baldwin, Vincent J. Marcantonio, Louis Cotoia, Joyce Therrien, John Bentz, Carol O'Donnell, Thomas E. D'Angelo, Joseph C. Cracco, Kenneth Jones and Cheryl Boyd.



As President Carlone begins his second term, he is seen here with his wife, Iris. ←

↑
Also honored were past board members, including, from left, William J. Geddes, J. Robert Pesce, David A. Miles, Michael C. Artesani Jr., Scott Grace, Thomas E. D'Angelo and Timothy A. Stasiunas.

Nearly 80 attend networking BBQ and membership evening

It was good eating and prime networking on September 12th as nearly 80 members and potential members gathered for a free barbecue at Rhode Island Builders Association headquarters in East Providence. It was RIBA's first BBQ/Networking Night/Membership Drive Event, and it was a chance for members and

non-members to learn about the new Recruiting Awards and many other benefits while enjoying hot dogs, hamburgers and grilled chicken.

RIBA Executive Director John Marcantonio and the staff spent time with attendees to explain member benefits.

New members are eligible for RIBA's discount and rebate programs; insurance plans; marketing opportunities such as the annual RIBA *Member Directory and Buyer's Guide*, RIBAlist.com and the Home

Show; professional development classes, seminars and other educational opportunities; strong legislative and political advocacy; automatic membership in the National Association of Home Builders, and much more.

Current members are eligible for an annual \$500 cash drawing when they recruit six or more new full members. Recruit one new full member and get a special RIBA hat. Recruit three and receive a fleece vest. Recruit six or more and receive the hat, the vest, plus a Spike Award from NAHB, a limited-edition RIBA fleece jacket, and a chance to win \$500 in an annual drawing.

Members' employees also can get in on the benefits through RIBA's "affiliate member" category. Affiliate members are entitled to all benefits. Dues for employees are just \$20 each per year. Affiliate members must be employees of full RIBA member companies.

Membership Relations Coordinator Elise Geddes can fully explain the rewards program and the member benefit program. She also will be happy to assist any member in recruiting efforts. Contact her at egeddes@ribuilders.org or (401) 438-7400.

For more information on any of these membership topics, contact Ms. Geddes.



RIBA is committed to offering networking opportunities for its members and the industry. This was a well attended event, and we encourage members to look for more events like it in the future.

**-Executive Director
John Marcantonio**

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The Rhode Island Builders Association's first BBQ/Networking Night/ Membership Drive Event took place on September 12th at the association's East Providence headquarters. Here, prospective member Dave Kessler of Native Structures Inc., digs in.



Alex and Natalie Mustafayev join the fun at RIBA headquarters. Alex's firm, Power Equipment Co., based in Attleboro, Mass., is already a member.



Member Joe Cracco of Modern Yankee Builders, left, explains RIBA member benefits to prospective member Jeff Culpán of Anchor Plumbing/Heating Co.



Bill Bohmbach, left, of Portsmouth-based Home Healthsmith, a new member, chats with RIBA Vice President Roland J. Fiore.



Prospective members Mark Pietros, left, and Sean Senna of H.I.P. Construction enjoy the fresh air during the BBQ.



Also learning about RIBA membership at the BBQ were Judy Downey, left, and Betty Galligan of Newberry Public Relations and Marketing, based in East Providence. Betty has presented marketing programs at RIBA headquarters.



Burke Huff of Riverhead Building Supply, foreground, gets acquainted with Dee Perla and Art Dwyer of Wood's Heating Service Inc. Watch this magazine and [www. RIBuilders.org](http://www.RIBuilders.org) for more RIBA networking events.



Gorgeous day greets over 100 golfers at RIBA annual event

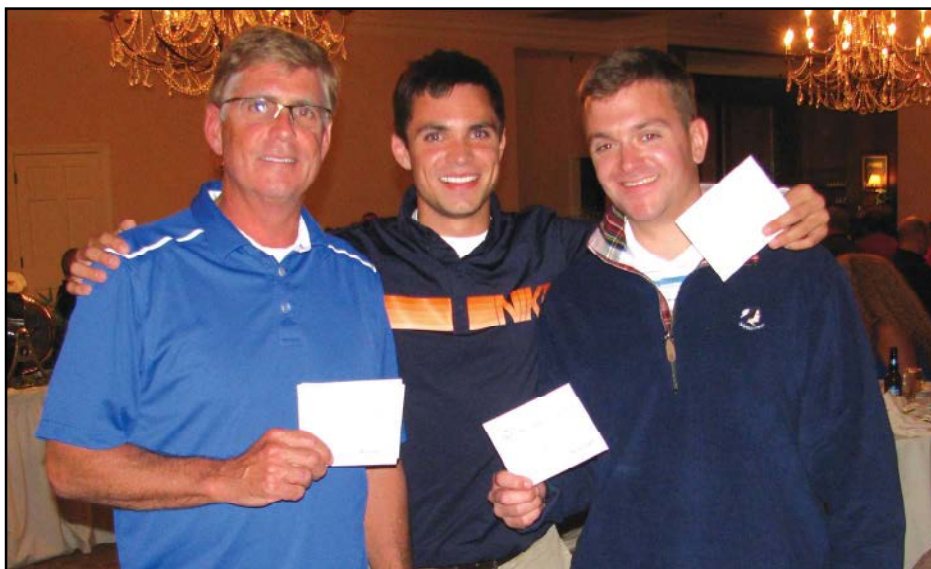
By Paul F. Eno *Editor*

The team from R-Keough Construction Inc. nabbed top honors on September 23rd as members and guests gathered at the prestigious Wannamoisett Country Club, Rumford, for the Rhode Island Builders Association's 23rd Annual Golf Classic. Some 100 golfers participated, with several thousand dollars raised for RIBA's Builders Helping Heroes (BHH) charity.

With a team score of 64, Ray Keough, Curran Keough, Bruce Davies and Greg Lakeway beat their closest rival, H.V. Holland Inc. Heating/Air Conditioning, by one stroke. *See the full list of winners on this page.*

It was a gorgeous, cool and breezy day, and golfers arrived late in the morning to a hearty lunch buffet laid out in Wannamoisett's elegant clubhouse. Most participants took advantage of the spacious outdoor terrace, and many took practice shots on the putting green. Play began with a scramble at 1 p.m.

A generous dinner buffet in the Wannamoisett ballroom greeted players on




Ray Keough, Curran Keough and Bruce Davies collect their prize gift certificates as three of the top-scoring foursome at RIBA's 2013 Golf Classic.

their return, along with a slideshow of scenes from the day's play and from the ongoing BHH home-building project in Burrillville. *See page 6.*

Awards and door prizes followed the dinner, and much credit for the event's suc-

cess goes to the generous sponsors, especially Premier Sponsor National Building Products. *See the complete list of sponsors on page 12.*

Watch for news of the 2014 RIBA Golf Classic, and mark your calendar! 

Winners of the 23rd Annual Golf Classic

First Place Team (64): Ray Keough, Greg Lakeway, Curran Keough, Bruce Davies

Second Place Team (65): Rick Holland, Bill Holland, Steve Holland, Bill Haynes

Third Place Team (66): Dean DeSantis, Dave Orber Jr., Randy Gardner, Blaise Scioli

Closest to the Pin (Hole 3): Mike DiPietro

Closest to the Pin (Hole 8): Rick Holland

Closest to the Pin (Hole 15): Tom Kendrew

Longest Drive: Norm Marcotte

RIBA is in the spotlight


"While the General Assembly is often criticized for not understanding the needs of business, this past legislative session made substantial progress toward fixing Rhode Island's uncompetitive new-home construction market."

So ran the commentary by the Rhode Island Builders Association's executive director, John Marcantonio, in the September 24th edition of *The Providence Journal*. He went on to highlight specific legislation enacted this year that will help the industry.

See the full article at www.providencejournal.com/opinion/commentary/20130924-john-marcantonio-r.i.-s-general-assembly-lifts-barriers-to-home-building.ece.

In fact, RIBA has been in the spotlight lately, mostly in the person of Mr. Marcantonio. The September opinion piece was his third *Journal* appearance this year, and RIBA has been prominently mentioned in *Providence Business News*.

On September 30th, Director Marcantonio sat down with NBC 10's Frank Coletta to talk about the state's residential construction market. The interview aired on October 2nd. In it, he highlights an upward trend in construction, held back by heavy regulation, noting that building permits are still far below what would be expected in a healthy market. See the interview at www.turnto10.com/video?clipId=9370799&autostart=true.

This will be part of a regular series on this show to discuss these industry issues. 



The Rhode Island Builders Association's 23rd Annual Golf Classic took place at Wannamoisett Country Club in Rumford. Over 100 golfers participated. Among them were, from left, John McGinn, Bruce Nable, Bob Yoffe and Craig Richards.



Also having a great time on the links were, from left, Dave Simons, Larry Girouard, Steve Fitzgerald and Doug Kendall.



The famed Wannamoisett Country Club cuisine greeted golfers on their return to the Clubhouse.



Ready once again to try for those 400-yard drives are, from left, Kimberly Homs, Mike McNulty, Rob Sherwood and Ron Smith.



Mike Watkins walked away from the raffle with a brand new Amazon Kindle®.



They might have been the last-place team, but they went home with the beer. From left are Elaine Carvelli, Bev Black, Betty Galligan and Jonna Reed



The Rhode Island Builders Association thanks these generous sponsors, without whose support these great events would not have been possible!

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Fall Contractor Boot Camps

Attendees praise marketing workshop

By Paul F. Eno *Editor*

"It was a fun and thorough introduction to marketing, specifically as it relates to our industry."

That was the comment from Joseph C. Cracco of Modern Yankee Builders Inc., one of over 50 members and guests to attend the first in a series of five free, two-hour workshops this fall, led by industry expert Shawn McCadden. "Marketing Boot Camp: Targeting the Right Customers" took place on September 26th at the Rhode Island Builders Association's East Providence headquarters.

RIBA has teamed up with Andersen Corp. and several member suppliers to present the series at no cost to attendees. The September 26th event was sponsored by United Builders Supply.

"Shawn is great at breaking down a complex subject and feeding it to his audience in bite-sized pieces that are easy

to digest. That means that everyone can easily understand what they need to do to improve their business," Mr. Cracco said.

"Considering that a business owner would typically have to spend \$400-\$500 to attend these seminars, I can't think of a single reason we shouldn't be running into room-capacity issues. And they feed us, too! Remember the expression, 'work smarter, not harder'? Shawn's seminars make us all smarter."

Thomas W. Vignali, general manager of Davitt Design Build Inc., and co-chairman of RIBA's Remodelers Committee, agreed.

"It was terrific. Shawn's presentation was right on point. He made the points that clean and orderly jobsites sell, that the job is won or lost during the estimate phase, and much more."

The second and third in the seminar series were slated for October 3rd and 10th, with the fourth and fifth sessions set for November 7th and 14th. *See page 3.*

The five Boot Camp workshops are intended to provide education in basic business practices. This will make for better contractors and better customers for RIBA's supplier members, according to Donald Hamel of Andersen Corp., who conceived the idea for the program.

The series is open to RIBA members and non-members free of charge.

Watch *The Rhode Island Builder Report*, www.RIBUILDERS.org and your mail for more information, or contact Elizabeth Carpenter at (401) 438-7400 or ecarpenter@ribuilders.org.



RIBA will continue to grow its educational offerings for members and the industry. This free series illustrates RIBA's commitment to providing the best possible learning opportunities to the greatest number of people.

**-Executive Director
John Marcantonio**

QuickBooks® seminars offered in November

WHEN: Thursday, November 12th, 4:30 to 7:30 p.m.
Repeated on Tuesday, November 19th.

WHERE: RIBA headquarters, 450 Veterans Memorial Pkwy., East Providence

COST: Free for members, \$35 for non-members

DEADLINE TO REGISTER: November 7th and 14th, respectively

FOR INFORMATION AND TO REGISTER: Contact Sheila McCarthy at RIBA, smccarthy@ribuilders.org or (401) 438-7400.

"QuickBooks® for Contractors" will be the subject this month as Rhode Island Builders Association member James I. Goldman CPA/ABV discusses ways that those in the residential construction industry can use the most popular bookkeeping software.

This class covers the basics of setting up and using QuickBooks. The class is geared toward beginners or those who feel they do not have a good foundation for using QuickBooks. In

the class, the following topics are covered:

Setting up QuickBooks, working with lists, working with bank accounts, creating invoices, receiving payments and making deposits, and entering and paying bills.

Participants are encouraged to bring their laptops. Class size is limited, so please register early.



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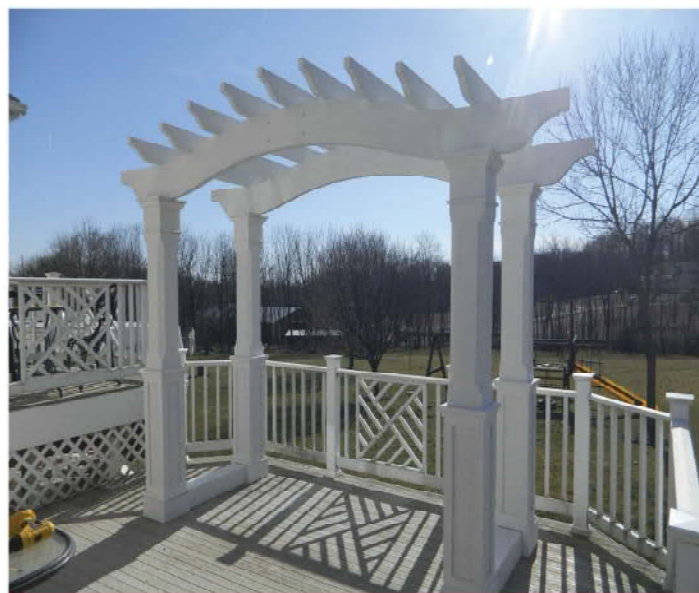


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Member Profile: Jeffrey P. Davenport of Davenport Construction

He learned the building trade from scratch

By Paul F. Eno *Editor*

Jeff Davenport started in the construction business from scratch – literally. At 9 years old, he was washing windows, sweeping out trucks and dusting dashboards at his uncle's company, Camire Corp. in Central Falls. And he had a good mentor: Roland A. Camire was a longtime member of the Rhode Island Builders Association, a director for many years, and a pioneer of the association's workers' compensation programs.

"My two brothers and I would work after school on Fridays for 25¢ an hour," Jeff recalls. "By the time I was 12, I was working six days a week, after school and Saturday mornings, loading and unloading trucks. At 14, I started working at jobsites and I've been at it ever since."

Jeff's grandfather started the company as a plastering business, Roger Camire & Sons, in the 1930s. In 1967, Jeff's dad, Robert, along with his uncles Roland and Marcel, bought the company, and it became Camire Corp. Finally, Jeff and his wife, Heidi, founded Davenport Construction Inc., in 1997. Born in Pawtucket, Jeff lived in Central Falls, then moved to Lincoln, where he graduated from Lincoln Junior-Senior High School.

Today, Davenport Construction is based in West Warwick, handling commercial and residential work, but mostly commercial. Heidi keeps the books. With 10 employees, the company ranges throughout Rhode Island, nearby Massachusetts, and down the Route 395 corridor in Connecticut.

"When the residential sector suffered in 2008 and 2009, prices went with it. So the amount of residential we've done since then has declined considerably," Jeff explains.

"We definitely got a lot leaner and meaner during this time," Jeff points out. We learned to do without a full-time driver. In the spring of '09, we all agreed to take a 10 percent pay cut, and that helped get us back into the game. Anywhere you could save money, you cut."

Today, Jeff is definitely noticing improvement.



Jeff Davenport

"I'm feeling cautiously optimistic, as they say. Going back to August '11, we were just climbing out of the hole when the federal debt crisis hit, and the stock market tanked. Just as people were starting to open their pocketbooks, everything stopped in its tracks in Rhode Island again," he recalls.

"It took another nine months or so to get back to that spot, but we finally had some things going on. Most have been renovations and, just this past spring and summer, people started digging holes again. New stuff, so that's a big positive," Jeff adds.

"With companies gaining more work, hopefully people won't keep bidding at the skin of their teeth. Some profits will be made."

Davenport Construction joined RIBA in 1999.

"We get a lot out of the magazine, and we have used the workers' compensa-

tion programs. We've also taken advantage of the OSHA-10 and lead-safety classes, and I've attended some of the business workshops," Jeff says.

Davenport Construction also is a donor to the Builders Helping Heroes home-building project in Burrillville. Jeff has donated the drywall and labor for the house, and more. *See page 6.*

What does the future hold for Davenport Construction?

"Some consistency in the market would be a big plus. A consistent amount of work is always a struggle. But this spring and summer we've been struggling to keep up. There's a little lull right now, but we hope to have a busy end of fall and winter."

For more information about Davenport Construction, visit <http://www.davenportconstinc.com>.



Davenport Construction Inc.

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Focus: Commercial and residential construction

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RhodeMap RI hopes to plan course for future housing, economic issues

By Paul F. Eno *Editor*

How should Rhode Island plan for the future when it comes to housing, the economy, its workforce and other areas?

That's the question being addressed by RhodeMap RI, a planning project that includes a consortium of state and quasi-state agencies, municipalities and non-profit organizations that intends to come up with the answers. RhodeMap RI is coordinated by the Division of Planning, working with the Providence-based Horsley Witten Group and a number of other consultants.

The Rhode Island Builders Association plans to make its concerns known as the study progresses.

First five RIBA members to sign up get free tickets

RIBOA sets education event

WHEN: Friday, November 15th, with registration at 8:30 a.m. and the Expo beginning at 9.

WHERE: New England Institute of Technology, East Greenwich Campus, One New England Tech Blvd., East Greenwich, RI 02818

COST: FREE for the first five RIBA members to register, \$90 after that. \$100 for non-members.

DEADLINE TO REGISTER: November 5th

FOR INFORMATION AND TO REGISTER: Visit www.RIBOA.net

It's the 3rd Annual Expo and Education Fair, sponsored by the Rhode Island Building Officials Association, and the first five members of the Rhode Island Builders Association to register can attend at no charge.

RIBA member Michael R. Guertin of Michael R. Guertin Inc. will be the instructor for four mini-seminars, with the subjects to include decks, roofing, blower door testing and weather-resistive barriers.

In addition, there will be over 25 vendor booths, code-book ordering and door prizes at the conclusion. Lunch will be provided.

Space is limited, so don't wait to register.

In fact, anyone who lives in Rhode Island is encouraged to participate in meetings, the online information exchange, and to otherwise get involved in the conversation. "Growth centers" will be the subject of meetings during November. Participants will be able to view a full, mapped inventory of the state's natural and economic assets. While meeting locations were not available as of this writing, the dates are November 6th, 7th, 12th, 14th, 19th and 21st. This is the same meeting held in six different areas of the state. Watch www.RhodeMapRI.org for locations and times.

"By bringing together business leaders from across Rhode Island, we will be strengthening the already robust public engagement we are doing through RhodeMap RI," said Kevin Flynn, associate director of the Rhode Island Division of Planning. "What we learn will be critical to the creation of an action-oriented state economic development plan."

RIBA will host Mr. Flynn at the November 5th Board of Directors meeting to discuss RhodeMap RI, and members are invited to attend. Please inform Elizabeth Carpenter at (401) 438-7400 if you plan to do so.

"We encourage builders and developers to come in and get involved. This plan will affect our industry, so our voices must be heard," said RIBA Executive Director John Mr. Marcantonio.

The six "livability principles" of the U.S. Dept. of Housing and Urban Development's Sustainable Communities Initiative are RhodeMap RI's guides. They include:

- Provide more transportation choices.
- Promote equitable, affordable housing.
- Enhance economic competitiveness.
- Support existing communities.
- Coordinate and leverage federal policies and investment.
- Value communities and neighborhoods.
- Use a Social Equity Advisory Committee in the process,

A statement from the project explained the final principle.

"RhodeMap RI will affect all Rhode Islanders, so all Rhode Islanders must be heard and included in the process. Inequalities are part of all RhodeMap RI focus areas, from racial differences in unemployment to a scarcity of affordable housing in some parts of the state. The Social Equity Advisory Committee (SEAC) includes people from a diversity of organizations and communities."

At the end of the RhodeMap RI project, the state plans to have a new housing plan, a new economic development plan, and "a unified vision and framework" for economic development, along with a growth centers plan.

"The successful development of these plans is impossible without your help," Mr. Flynn said.

Watch *The Rhode Island Builder Report* for more information or visit <http://RhodeMapRI.org/>.

Members help with all-women Habitat for Humanity project in Kingston

Three members of the Rhode Island Builders Association have teamed up with South County Habitat for Humanity on a very special project this fall. Stephen Sullivan Inc., Caldwell & Johnson Inc. and Coventry Lumber Inc. are key contributors to the Women Constructing Hope "week-end builds" that have been going on this fall on Old North Road in Kingston.

An all-women weekend build was scheduled for October 19th, and another is slated for November 2nd.

"We really want to involve the community and South County builders in the project and are really excited about this group of women building a home for someone special," commented Diane Sullivan of Stephen Sullivan Inc.

If you're a woman associated with the construction industry or not, you can still sign up with South County Habitat to help.

The all-female crews are measuring, cutting and nailing together what will become a new home for a South County family in desperate need of housing.

"No construction experience is necessary, just a willingness to learn and to help a family in need. This will be a fine opportunity to meet some great women who

want to give back to their community," a Habitat statement said.

The RIBA members are among those acting as team leaders, offering training and support to the women who have no construction experience.

For more information and to volunteer, visit <http://SouthCountyHabitat.org/>.

New Washington Trust CEO is Handy

Edward "Ned" O. Handy III has joined Washinton Trust Co. as president and chief operating officer. He comes to Washington Trust from Citizens Bank, where he served as president, Citizens Bank, Rhode Island since 2009 and president, Citizens Bank, Connecticut, since 2010. Both are divisions of RBS Citizens, N.A.

Mr. Handy will assume his new position in late November.

A Brown University graduate, he began his banking career as a commercial banker with Fleet National Bank. Over the past 27 years, he has held various positions of increasing authority.

Mr. Handy and his family live in East Greenwich.

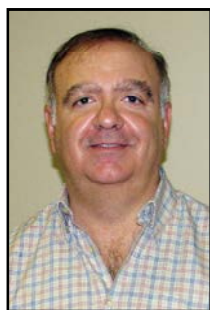
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Committee has a new co-chairman



Steven Carlino

It is with much gratitude to an old friend and dedicated colleague that we bid farewell to Ed Ladouceur as a co-chairman of the Rhode Island Builders Association's Legislative Committee. As a member of the Warwick City Council, elected last November, Ed feels that he needs more time to dedicate to his constituents. He is the perfect example of a RIBA member who runs his business professionally and gives back to his community generously.

Ed, who heads the Stormtite Co. and remains a committee member, is a past RIBA president and has been active in the association's leadership for many years. He has been a fixture at the State House. As co-chairman of this committee, he has gone above and beyond and has helped lead us to the legislative successes we have enjoyed in recent years.

It's good to see that someone who knows our industry so well

and appreciates its importance to the economy will be in a key position in one of Rhode Island's largest cities.

In the meantime, Steve Carlino of Douglas Lumber, Kitchens & Home Center will continue as co-chair, to be joined by Bob Baldwin of R.B. Homes. Bob is one of the most active of RIBA's leaders. A past president, Bob also is president of RIBA's charity, Builders Helping Heroes, and has been one of the association's most prominent links to construction education programs in Rhode Island. Bob heads R.B. Homes Inc., based in Lincoln.

As we prepare for the 2014 session of the Rhode Island General Assembly, members can be confident that our committee's strong leadership will continue.

We thank both Ed and Bob for their hard work for RIBA over many years!



Robert J. Baldwin

RIBA's Legislative Committee

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Robert J. Baldwin, Co-Chairman
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A conversation with...

Dr. Elliot Eisenberg

Nationally Acclaimed Housing Economist

Elliot Eisenberg Ph.D. is a nationally acclaimed economist and speaker specializing in making the arcana and minutia of economics fun, relevant and educational. Formerly a senior economist with the National Association of Home Builders, Dr. Eisenberg is a frequent speaker on topics including: economic forecasts, the economic impact of homebuilding, the consequences of government regulation, cost-benefit analysis, strategic business development and other current economic issues. He is the author of more than 65 articles and serves on the Editorial Board of the Encyclopedia of Housing. He has spoken to hundreds of business groups and associations and is a frequent guest lecturer at colleges. Dr. Eisenberg has been invited to testify before lawmakers and is often asked to comment on proposed legislation. His research and opinions have been featured in Bloomberg, Business Week, Forbes, Fortune, and many other publications. He is a regularly featured guest on several talk radio shows, and he is often seen on television. He authors a daily, 70-word commentary on the economy that is available at www.econ70.com.



matic effects. So if you look at units built under inclusionary zoning over the last five years, I'll bet there haven't been 100 in the whole country. There's very little building at all, and it's custom, it's price sensitive. You can't mandate something like inclusionary zoning in a market like that.

THE BUILDER: What is inclusionary zoning's overall effect when it comes to an area's affordable housing?

EISENBERG: That's a funny question because the fact is: inclusionary zoning doesn't really work. It demands that two things be done simultaneously. They're trying to create affordable units at the expense of the market units. So to get the costs to balance out, the developer has to get more money from the other units. After all, somebody has to pay the subsidy for the lower-priced units.

Let's make the math easy. Say you have 100 units at \$100,000 each. Now you have to build a single-family unit and give it away for free. So you have to find \$100,000 among these 100 units. Each unit has to go up in price by \$1,000 so you can pay for the unit and make the price \$0 for that one buyer.

So by making one unit more affordable, you've made all the other units less affordable. This exacerbates the affordability problem for those who don't get affordable units.

There's no magic here. In fact, the overall result is that there's less construction going on. When the prices go up for most people, it's not like they have that extra \$1,000 in their paychecks. So they say, "The heck with this place! I'll buy a house in Cranston instead of Barrington."

You then have to move to a town where there isn't inclusionary zoning to buy a house you would have bought anyway for the price you would have paid originally.

Even if we're talking about a house built before inclusionary zoning took effect in a given community, it still raises the market prices after it kicks in, and you're still paying more in that community.

THE BUILDER: Could municipalities use inclusionary
see INTERVIEW...page 31

THE BUILDER: What is inclusionary zoning?

EISENBERG: It's a situation where you require builders of market-rate properties to simultaneously build properties that are subsidized in some way, shape or form by some amount so that people with lower incomes can afford to purchase them.

THE BUILDER: Is it true that inclusionary zoning works best – or only works – in large developments in hot housing markets?

EISENBERG: The first factor isn't terribly important. The size of the development isn't necessarily a killer one way or the other. What's really important is a hot housing market. In that kind of market, you can get away with almost any sin and it doesn't really matter. You can do a lot of things that would usually be destructive to the housing market and they can still work.

In a slow market, however, small factors can have very dra-

R.I. Economic Summit takes place in Nov.

WHEN: Friday, November 15th, 7:30 a.m. to 1 p.m.

WHERE: Radisson Hotel at 2081 Post Road in Warwick

COST: \$25 per person if registering on or before October 31st, \$35 per person after that date.

FOR INFORMATION AND TO REGISTER: Contact the Rhode Island Small Business Development Center at (401) 598-2702 or visit www.risbdc.org.

The U.S. Small Business Administration's Rhode Island District Office, along with the Rhode Island Small Business Development Center at Johnson & Wales University, will present the 2013 Rhode Island Economic Summit in November.

The event is intended to encourage discussion among the state's business and political leaders and to come up with policy recommendations to help small business.

Highlight of the day will be a panel discussion that will include representatives from the executive and legislative branches of state government.

State representatives already confirmed for the summit include Reps. Deborah L. Ruggiero (D-Jamestown), Eileen S. Naughton (D-Warwick) and Patricia Morgan (R-West Warwick), and Sens. Erin P. Lynch (D-Warwick), Joshua Miller (D-Cranston) and Christopher Scott Ottiano (R-Portsmouth).

For more information, contact the Rhode Island Small Business Development Center at (401) 598-2702 or visit www.risbdc.org.

RIBA looks forward to RINLA participation at 2014 Home Show

WHEN: April 3rd-6th

WHERE: Rhode Island Convention Center, Providence

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

Home Show takes major steps forward to become a premiere event destination for southern New England.

"The Ultimate Backyard" will not only be a big new feature at the 64th Annual Home Show, but it will signify a new cooperative effort between the Rhode Island Builders Association and the Rhode Island Nursery & Landscape Association (RINLA).

"People's homes include their outdoor spaces too, so this is a great step forward in making the Home Show a more amazing event," commented RIBA Executive Director John Marcantonio.

Also featured in 2014 will be the "Energy Expo" and more exhibit categories, including furniture and interior design.

Robert D. Yoffe of Yoffe Exposition Services Inc., has outlined a complete promotional strategy for the Home Show, including multi-media advertising, intensive public relations and special promotions. The show will once again feature live cooking demonstrations, wine pairings and much more. And thanks to Carol O'Donnell of CRM Modular Homes, the immensely popular show centerpiece, a model home, will be back for 2014.

Mr. Yoffe stressed that feedback from last year's show exit surveys has been very helpful to RIBA's Home Show Committee. Among the findings:

- 91 percent of 2013 attendees said that the Home Show met or exceeded their expectations,

- 81 percent said they found a vendor for a product or project.

Mr. Yoffe works closely with RIBA's Home Show Committee and Director Marcantonio to plan, design and execute the annual event. The committee includes Chairman Ronald J. Smith of Ron Smith Homes, Cheryl Boyd and Louis Cotoia of Arnold Lumber Co., RIBA Operations/Project Manager Elizabeth Carpenter, Mary B. Cool of California Closets/Creative Closets, Karen Corinha of Corinha Design, Joseph C. Cracco of Modern Yankee Builders, and Cynthia Valenti Smith of Washington Trust Co.

Now is the time to plan your exhibit for the 2014 Home Show! RIBA members receive an automatic 5 percent discount on exhibit space. With its new features and attractions, the 2014 Home Show will be the place to build your leads for next year and beyond. Call Mr. Yoffe for more information today or visit www.RIBAHomeShow.com.

Davitt named to top 500 remodelers

Competing against the nation's top remodeling firms, West Kingston-based Davitt Design Build Inc. was recently selected as a Top 500 Qualified Remodeler for 2013 by *Qualified Remodeler Magazine*.

The Top 500 is the longest ongoing recognition program in the remodeling industry. The annual award recognizes remodelers based on their volume of remodeling, industry association membership, industry awards, total years in business, industry certification and community service.

Winners were to be honored at a special reception to be held in Chicago on October 16th.



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INTERVIEW...from page 27

zoning as a back-door method to inhibit or stop residential growth?

EISENBERG: In some cases, undoubtedly. In other cases, inclusionary zoning is probably well-meaning, and in other cases both.

People really do want to help the poor, and government has absolutely no money. So inclusionary zoning is a seemingly great solution to get affordable units out there for free. Politicians might tell you that they have no choice. But yes, it's sometimes designed as an anti-growth measure.

THE BUILDER: We can't do "payment-in-lieu" in Rhode Island. But in states where that's allowed, have you found that developers prefer it or inclusionary zoning units?

EISENBERG: It depends on the situation...the kind of housing and the market. But all things being equal, payment-in-lieu is easier. It's less responsibility, less work and physically easier. If your specialty as a builder is \$400,000 houses, and now you have to go for \$200,000, which you're not so good at, then just paying some money is an easier alternative. The problem is, the money doesn't always become units. It sometimes goes to a general fund and is used for whatever.

THE BUILDER: Are there other complications when it comes to inclusionary zoning?

EISENBERG: It doesn't work in the first place, then you have all sorts of rules that come with it. Like maybe you have to live in a unit for 10 years before you can flip the property. So you buy the unit for \$100,000, subsidized, and in 10 years you sell it for, say, \$300,000.

So the community has contorted its housing market so this family has a \$200,000 capital gain 10 years down the road. Why? It's cheaper for all concerned to just give them the damn money at the outset!

That can be true if the unit sells at all. Just because people have low incomes doesn't mean they're stupid. They don't want to have these restrictions on them, especially in a slow market.


In hotter markets, sometimes there really is a demand for these few affordable units. How do you decide who gets them? Usually there's a lottery. That's just fabulous: Public policy designed by lottery! Or maybe there's a huge interview process where some bureaucrats pick the winners and losers. The people who are really poor and really need the housing won't get it because they won't meet the income criteria. In any of these scenarios, whatever choice you make is bad.

Sometimes you have a 30-year requirement before flipping the property. Who lives in the same house for 30 years anymore?

One exception to all this has been Montgomery County, Maryland, where there's a hot market and thousands and thousands of inclusionary zoning units have been built. Other places have

killed or reduced inclusionary zoning.


The best principle would be: If affordable housing is a problem for the health and welfare of your community – and there always is a need -- just take some general funds to build some units with sensible, modern principles of design and placement.

Why burden the private sector with these crazy rules that only can work in a hot market? It's a Rube Goldberg approach! Inclusionary zoning is exceptionally inefficient, politically expedient maybe, but that doesn't make it any good economically. 

HEROES...from page 6

"Site work is the big priority at the moment," commented Project Supervisor David A. Caldwell Jr., himself a Marine Corps veteran of the Afghan War.

A volunteer day was to be held on Saturday, October 26th, to help finish the landscaping. Meanwhile, RIBA members and non-members alike continue to donate generously of their time and material. Among the latest donors are:

- **Central Nurseries:** The company, located in Johnston, provided landscaping materials.
 - **CertaPro Painters** provided interior and exterior painting.
 - **Chris Biaocchi** of R.B. Homes Inc. contributed to site work.
 - **Custom Builders:** Owner Rick Nardella donated interior work.
 - **JAM Masonry Inc.:** The Smithfield-based company and owner Jim Munio donated masonry materials for the safe room.
 - **Kamco Building Supply** donated the drywall materials. Those donating their time on drywall work included **Bobby Vasquez** with two men from **Vaz Construction**. **M&R Construction** had two tapers on-site for a day. **Peter Lavoie**, **Mark Neve**, **Alan Davenport**, and **Igor Amaral** also donated time.
 - **LISCO Irrigation** installed the exterior sprinkler system.
 - **Mobile Welding & Fabricating:** The Johnston-based company provided assembly for the decking grid in the safe room.
 - **Modern Yankee Builders Inc.:** Owner Joseph C. Cracco contributed to interior work.
 - **Nick Masso Construction Inc.:** Owner Nick Masso contributed site work.
 - **Park Avenue Cement Block Co.:** From his home base in Cranston, owner Tony Pezza donated concrete blocks for the safe room.
 - **Shawmut Metal** provided decking for the safe room.
 - **Sodco** donated landscaping materials.
 - **Superior Propane** provided propane for on-site power.
 - **Warwick Winwater Works** provided piping.
- Members may follow the progress of the project through monthly updates in *The Rhode Island Builder Report* and online at www.BUILDERSHELPINGHEROES.org.
- To find out more about donating time or materials, please visit www.BUILDERSHELPINGHEROES.org, contact Mr. Baldwin at bob@rbhomesinc.com or (401) 255-6546, or Mr. Caldwell at dave.caldwell@caldwellandjohnson.com or (401) 885-1770. 

LABOR...from page 1

ebb because of budget cuts and low performance, according to Mr. Bentz.

"Some CTE programs have been shut down or cut back. Some haven't performed as intended, and there are only a few major apprenticeship programs in the state."

He cited the Rhode Island Construction Training Academy, operated by the Associated Builders and Contractors, Rhode Island Chapter (ABC), as an example of a strong program. RIBA members receive the same rates there as ABC members.

Strong public school programs also include William M. Davies Jr. Career and Technical High School in Lincoln, the Newport, Warwick and Woonsocket Career & Technical Centers and a few others, he added.

"Pawtucket's program has been shut down, and the Providence Career & Technical Academy (PCTA) is totally underutilized. While the curriculum is good, the students aren't vetted properly to get them into long-term training so they can succeed. PCTA has slots for over 800 young people, but there is a significant dropout rate. Reading, comprehension, math skills and analysis are problems, and that has to be corrected in the lower grades."

Mr. Bentz also stated that there is a shortage of instructors for these programs.

Mr. Baldwin sees still another dimension to the labor problem.

"While our neighboring states allow two CTE credits for graduates of these programs, helping them to find better jobs, Rhode Island only allows one CTE credit," Mr. Baldwin stated. "Rhode Island is actually driving our skilled tech school graduates out of the state."

According to the U.S. Dept. of Labor, there is a dearth of construction jobs here, even if graduates want to stay. With the construction industry having bottomed out nationally in 2011, Rhode Island still is third from the bottom, with a 3.2 percent decline in overall construction employment since March 2011. That's after only Alabama (-5.2 percent) and Illinois (-6.6 percent).

Still another factor in this labor shortage is the age of those who remain in the state's skilled workforce. According to Economic Modeling Specialists International (EMSI), Rhode Island ranks second after Connecticut in the percentage of older skilled workers. The company's analysis lists 9,747 skilled trade jobs in Rhode Island, with almost 63 percent of the workers over the age of 45, and nearly 26 percent over 55.

"What makes this issue more striking is that the skilled trades have far fewer 65-and-older workers than the total labor force (1.9 percent to 4.8 percent) – a clear sign that these jobs are more physically demanding.... So unlike other occupations, many skilled trades workers can't hold off on retirement because they need the money or simply enjoy working," EMSI's Joshua



John Bentz and Robert J. Baldwin
Co-chairmen, Education and Workforce Development Committee

Wright commented.

Mr. Bentz said that RIBA recognizes this aspect of the problem also.

"Many guys don't want younger kids coming in and talking their jobs. But you need to train people for the jobs because the average age of workers in our industry is now between 50 and 65," he said.

Mr. Baldwin and Mr. Bentz stressed that the Education and Workforce Development Committee is actively working to resolve the industry's local labor problems. And RIBA Executive Director John Marcantonio pointed out that, as part of the solu-

tion for members, the association has brought back its Jobs Bank.

"Members may now post open jobs online at www.RIBUILDERS.org and in *The Rhode Island Builder Report*. RIBA is working this problem for our members and our industry," Mr. Marcantonio said.

To find out more about the RIBA Jobs Bank and to place a listing, contact Elizabeth Carpenter and (401) 438-7400 or ecarpenter@ribuilders.org.

Watch *The Rhode Island Builder Report* for more information on the labor issue.

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MEETING...from page 1

the approval of two bylaw changes. Also re-elected 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.

"After several years of hard work, RIBA is over the hump," Mr. Carlone stated. "It has been an all-positive year with the legislature, the Home Show, our Builders Helping Heroes charity, membership, education and much more."

Mr. Carlone stressed the need for recruiting younger members and for a younger presence in the RIBA leadership. He also singled out a number of members, along with Executive Director John Marcantonio and the RIBA staff, for their contributions to the association's successes. *See the full President's Message on page 5.*

Elected as local directors with terms expiring in 2016 are David C. Baud of Baud Builders Inc., Caroline Calcagni of Alfred Calcagni & Son Inc., Joseph A. Casale of Joe Casale Engineering Inc., Robert E. DeBlois Jr. of DeBlois Building Co., William J. Geddes of Geddes Builders, Brian Lombardi of J&J Hardware & Appliance (term expiring in 2015), David A. Miles of Milestone Homes Inc., Alexander A. Mitchell of Meridian Custom Homes Inc., and Daniel G. Paquette of Sterling Construction Management LLC.

Nominated as national directors (to be elected at the National Association of Home Builders Convention in Las Vegas, Nev., in February, with terms expiring in 2014) are John Bentz of Property Advisory Group Inc., David A. Caldwell Jr. of Caldwell & Johnson Inc., Robert J. Baldwin of R.B. Homes Inc., Michael L. DeCesare of DeCesare Building Co., Felix A. Carlone of F.A. Carlone & Sons, Thomas E. D'Angelo of Terry Lane Corp./Progressive Realty Group, and Roland J. Fiore of South Country Sand & Gravel Co.

Nominated as alternate national directors, (to be elected at the NAHB Convention in Las Vegas, Nev., in February, with terms expiring in 2014) are Michael C. Artesani Jr. of W. Artesani & Sons Inc., Scott Grace of Overhead Door Garage Headquarters,

NAHB teams up with NKBA for International Builders Show

National Association of Home Builders

The NAHB International Builders' Show (IBS) is the largest annual light construction show in the world, and this year attendees will have access to the exhibit floors of two of the biggest trade shows for design and construction professionals.

NAHB has teamed up with the National Kitchen and Bath Association (NKBA) to co-locate the IBS and the Kitchen & Bath Industry Show (KBIS) at the Las Vegas Convention Center to create the first annual Design & Construction Week™.

Registered attendees will have access to both show floors, which will allow them to discover the latest products for residential construction and remodeling. Between IBS and KBIS, nearly 1,500 of the industry's best-known manufacturers and suppliers are expected.

IBS also offers the most up-to-date and innovative education in the industry. With a revamped education program that features more than 100 sessions taught by renowned building industry experts from across the country, and topics range from sales and marketing to construction and codes. For information and to register, visit www.BuildersShow.com.



RIBA urges members to attend the IBS. Not only are the networking and educational opportunities invaluable, but you will help represent RIBA on the national level.

**-Executive Director
John Marcantonio**

Thomas J. Kelly of Ecologic Spray Foam Insulation Inc., Daniel Leonard of Anchor Insulation Co., J. Robert Pesce of Lehigh Realty LLC, Timothy A. Stasiunas of The Stasiunas Companies, and James P. Tavares of James P. Tavares Construction Inc.

Nominated as a state director, with a term to expire in 2014, is Stephen Fitzgerald of Fitzgerald Building and Remodeling.

Nominated as alternate state directors are Mr. Fitzgerald and James G. Deslandes of Deslandes Construction Inc.

Nominated as voting life director is Raymond Gallison of Newport Plate & Mirror Glass.

Nominated for re-election as RIBA's National Association of Home Builders representative is Barbara Gallison of Newport Plate & Mirror Glass. Nominated as NAHB alternate state representative is Thomas E. McNulty of E.A. McNulty

Real Estate.

Those elected were sworn in by Immediate Past President Robert J. Baldwin, who summoned a military analogy to comment on RIBA's progress: "The Titanic has become an aircraft carrier and is now becoming a battle group!"

The election was unanimous, as was the vote on the bylaw changes.

RIBA thanks the generous sponsors of the Annual Meeting, especially Premier Sponsors Riverhead Building Supply and National Building Products, and Consolidated Concrete Corp. and Douglas Lumber, Kitchens & Home Center, who sponsored the cocktail hour. *See the full list of sponsors on page 12.*

For details on RIBA membership, serving on a committee or in a leadership position, call Mr. Marcantonio at (401) 438-7400 or visit www.RIBUILDERS.org.

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