

Candidates for national office make their cases at RIBA



Addressing the Rhode Island Builders Association's Board of Directors on September 4th were, from left, Republican senatorial candidate Barry Hinckley; Congressman James R. Langevin (D-Second District); Republican Michael G. Riley, who is opposing Mr. Langevin in the Second District; and Republican Brendan P. Doherty, who seeks the First Congressional District seat.

All voice support for housing and the residential construction industry, but the Republican/Democrat rift as to how to bring the economy back is evident.

By Paul F. Eno *Editor*

Four candidates for Congress, representing the entire 2012 political spectrum and all vowing to support the residential construction industry, visited Rhode Island Builders Association headquarters on September 4th to address the RIBA Board of Directors.

Republican candidate Brendan P. Doherty, running for the First Congressional District seat against whomever wins the Democratic primary on September 11th, has a distinguished background in law enforcement and is a 24-year veteran of the Rhode Island State Police. He served as colonel of the State Police and superintendent of the Rhode Island Dept. of Public Safety from April 2007 to April 2011.

"I've always considered it my job to come

in and eliminate waste, to fix inefficiency," Col. Doherty said. "And there is too much waste and inefficiency in the federal government."

He discussed the need for cutting spending and reining in the federal debt, loosening credit, tax reform and regulatory reform. He also called for better healthcare and energy policies.

Pointing out that there are some 93,300 businesses in Rhode Island, Col. Doherty commented that, "I ran the Dept. of Public Safety like a business."

He has been endorsed by the United States Chamber of Commerce.

In response to questions from RIBA directors, Col. Doherty spelled out his commitment to preserve Medicare in its current form. He expressed concern that reductions in provider reimbursements will encourage doctors to opt out of Medicare, making it difficult for seniors to find doctors.

He also emphasized that small businesses "can't take any more tax hits."

see CANDIDATES...page 26

Member Benefit: Verizon discounts

Get corporate and employee discounts on Verizon Wireless products and services as a member of the Rhode Island Builders Association!

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RIBA's 2012 Annual Meeting

The Annual Meeting and Election of Officers will take place at Kirkbrae Country Club, Lincoln, on Tuesday, October 2nd. Dinner is \$15. Watch for more information.

Pages 4&6

Golf Classic to benefit BHH

RIBA's Annual Golf Classic is set for Monday, Sept. 24th, at the Wannamoisset Country Club, Rumford. Proceeds will benefit Builders Helping Heroes, which plans to build a house for a 25 year-old disabled Rhode Island veteran.

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Earn \$50

Recruit a new full RIBA member by December 31st and earn \$50!

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IBS set for January!

The International Builders Show and National Association of Home Builders Convention offers discounts and education.

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From the Board of Directors

RIBA Business Plan gets the nod

By Paul F. Eno Editor

It's working!
 Congratulating Executive Director John Marcantonio on his successful implementation of the 2011-2012 Business Plan he proposed shortly after taking his post last year, the Rhode



In the first meeting after their summer recess, the Rhode Island Builders Association's Board of Directors unanimously approved the 2012-2013 Business Plan written by Executive Director John Marcantonio, second from right. Looking over the plan with him is Treasurer Steven Gianlorenzo. At left is National Director Raymond E. Gallison and at right is President Bob Baldwin.

THE RHODE ISLAND

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Island Builders Association's Board of Directors has given him the go-ahead for the next step.

Continuing the theme of teamwork and building on the previous plan, RIBA's 2012-2013 Business Plan re-emphasizes membership growth, marketing members and their products and services to the public, and providing the greatest possible value for members.

"As an example of marketing our members to the public, we implemented the RIBAlist.com website, which has already been viewed by more than 1,500 people looking for contractors," Mr. Marcantonio said.

"Per month, 300-500 potential customers are visiting the site."

In addition, members are enthusiastically using the discount and member rebate programs RIBA has established in recent months, he added.

The Business Plan continues to stress increased communication with the membership, with *The Rhode Island Builder Report* focusing on helping members stay informed, find work and save money.

Jobsite visits by Mr. Marcantonio are expected to continue to attract new members, and association value will continue to improve through 2013.

see BOARD REPORT...page 25

DEADLINES FOR THE NEXT ISSUE

For the NOVEMBER issue, all copy, ads

and photos must be to us by

OCTOBER 5

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 welcomes these new members and thanks their sponsors!

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LOOKING AHEAD!

September 24: 22nd Annual RIBA Golf Classic - Wannamoisett Country Club, 96 Hoyt Avenue Rumford, RI 02916. Proceeds will benefit RIBA's Builders Helping Heroes charity, which is planning to build a house for a 25 year-old disabled Rhode Island veteran. To register or for more information, contact Joanne Mattos at jmattos@ribuilders.org, (401) 438-7400 or logon to RIBUILDERS.org.

October 2: RIBA Annual Meeting and Election of Officers - Kirkbrae Country Club, 197 Old River Rd., Lincoln, RI 02865. Networking begins at 5:30 p.m., with dinner at 6, followed by the business program, including election and installation of officers, and awarding of honors. Dinner is \$15. To register or for more information, contact Elizabeth Carpenter at ecarpenter@ribuilders.org, (401) 438-7400 or logon to RIBUILDERS.org. *Related story on page 6.*

October 10: Learn about the Center for Women in Enterprise - RIBA headquarters, 450 Veterans Memorial Pkwy., Building 3, East Providence, RI 02914, 9 a.m. Sponsored by RIBA's Professional Women in Building (PWB). Speaker will be Carmen Diaz-Jusino, program manager at the Center for Women in Enterprise. For more information and to register, contact Elizabeth Carpenter at ecarpenter@ribuilders.org or (401) 438-7400. *Details on page 14.*

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. *Details on page 7.*

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.

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:

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President's Message



Bob Baldwin

The new RIBA looks ahead to a brighter 2013!

As I finish my tenure as your president of the Rhode Island Builders Association and look back at the last couple of years, a few thoughts come to mind. First, it has been a genuine honor and privilege to serve as president of this great and storied trade association. I thank all of you members, my fellow officers, members of the Executive Committee, members of the Board of Directors, committee chairs and committee members, and certainly our dedicated staff, headed by our new, energetic and determined executive director, John Marcantonio.

Secondly, as the 2012 political campaigns approach their climax on election day, politicians are asking, "Are you better off than you were four years ago?" Here we have a stark contrast between our association and the state of the construction industry and the economy in Rhode Island.

Regarding RIBA: As a trade association, the unhesitating answer is a resounding "YES"! We have joined together as a team, brought forth new ideas, become "proactive" instead of "reactive," and moved forward on multiple fronts, in multiple areas, all simultaneously. RIBA is emerging from these difficult times as a stronger, more united and more influential organization.

Our annually updated business plan, backed up with sound budgeting overseen by the new Finance Committee, is in place and gives an annual blueprint for our organization. Our revamped Home Show has "The House Back!" and looks for major growth in 2013 and beyond. Education programs have been developed and are ready to be rolled out to serve the entire construction industry in Rhode Island.

Insurance and healthcare programs are moving forward and look for big growth in 2013. The new Membership Committee has worked tirelessly to create "value back rewards" programs and the RIBAlist.com Internet outreach to help members save money and find more work. John Marcantonio is even visiting jobsites to recruit new members.

Our re-energized Legislative Committee has diligently and proactively carried our message to all state and local officials and regulators in all corners of Rhode Island. Spearheaded by John, we're at the State House making our positions known to our legislators.

We have developed close relationships with the Dept. of Environmental Management (DEM) and the Coastal Resources Management Council (CRMC) and look forward to implementing ways to combine economic growth with sensible regulations. We are in the offices of local mayors,

administrators and planners to educate and stress how critical housing and construction are to the state and local economies. They know that RIBA is serious!

Our re-invigorated Build Pac Committee has generated nationally admired fundraising events that have not gone unnoticed by our locally elected federal officials. Our Builders Helping Heroes charity just started a new project to help a seriously wounded soldier (stay tuned for more information). "Green" building remains a focus for our association, with that committee continuing to get the message out.

In short, a heartfelt "THANK YOU!" for great teamwork and a job well done! The "Aircraft Carrier RIBA" is headed in a proactive direction, and stands ready to attack for and defend the housing and construction industry in Rhode Island!

Unfortunately, our success at RIBA is in stark contrast to the dismal overall state of our industry and the economy in Rhode Island. Even with a slight uptick in activity this year, we remain at historic lows in terms of housing units and activity. The permitting process, despite a slow economy, is best described as Byzantine and torturous. Anti-growth sentiment pervades everything across the state. Tax policy is burdensome and often punishes business. State and local regulations continue to drive up the cost of housing here, compared with elsewhere in the U.S.

Case in point: The necessity of a \$25 million state Housing Bond Issue for workforce housing. Think about that for a minute. Anti-growth sentiment resulting in onerous, expensive state and local regulations has created a situation where private builders cannot build workforce-priced housing at affordable market rates, thereby requiring taxpayer assisted, subsidized/guaranteed bonds to build those units.

How about this? Lower or get rid of those expensive regulations, lower the cost, and watch us build those units without any taxpayer involvement!

The bottom line regarding our industry and the Rhode Island economy: NO, we are not better off!

As a result, we all still have a lot of work to do. The survival of our industry is at stake. All economists testify that housing is one of four economic engines that multiply jobs and activity throughout the economy. That message must be driven home to all officials statewide. We need permit reform. We need better tax policy. We need a statewide,

see PRESIDENT...page 25

Carlone heads proposed slate of RIBA officers for 2012-2013

Nominated for president, Felix A. Carlone leads the Rhode Island Builders Association's proposed slate of officers for 2012-2013. President of Warwick-based F.A. Carlone & Sons, Mr. Carlone has served as RIBA vice president since 2010.

Also placed in nomination are Roland J. Fiore of South County Sand & Gravel (vice president) and David A. Caldwell Jr. of Caldwell & Johnson Inc. (secretary). Nominated for re-election is Treasurer Steven Gianlorenzo of Gianlorenzo and Sons Construction Corp.

RIBA's Nominating Committee announced the proposed slate at the Board of Directors meeting on September 4th. It was unanimously accepted and will be voted upon by the general membership at the Annual Meeting, to be held at Kirkbrae Country Club, Lincoln, on Tuesday, October 2nd.

Nominated for election as local directors with terms expiring in 2015 are Frank Bragatin 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.



Felix A. Carlone

Nominated for election as a local director with term expiring in 2014 is Dean Martineau of Dean W. Martineau Carpentry.

Nominated as national directors (to 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.

Nominated as alternate national directors, (to be elected at the National Association of Home Builders Convention in Las Vegas, Nev., 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.

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

For information about the 2013 NAHB Convention and International Builders Show, see page 4.

For information 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.

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RIBA presents seminar on retirement for small business owners, employees

WHEN: Wednesday, October 24th, 5:30 - 6:30 p.m.
WHERE: Rhode Island Builders Association headquarters,
450 Veterans Memorial Pkwy., East Providence
COST: Free
DEADLINE TO REGISTER: October 19th
FOR INFORMATION AND TO REGISTER: Logon to
RIBUILDERS.org, click on this event under the "Events
Calendar," or contact Elizabeth Carpenter at ecarpenter@ribuilders.org
or (401) 438-7400.

"Small Business Retirement Planning" will be the subject of a free seminar offered at Rhode Island Builders Association headquarters in October.

Hosted and presented by Eric Coury, financial adviser from Ameriprise Financial, this one-hour event will present retirement options for you as a small-business owner and for your employees. Plans to be reviewed will include the simple to the sophisticated.

Issues to be explored will include:

- The benefits of sponsoring retirement plans for the business owner and the employees.
 - The features and benefits of SEP, SIMPLE, 401(k) and Individual(k) plans.
 - How to make informed decisions about your retirement plan options.
- A light dinner will be served.



New book sets GSRI growth agenda

In its latest *Briefing Book*, Grow Smart Rhode Island offers candidates, voters and lawmakers a suggested set of policy reforms to jumpstart the state's economy, capitalize on 'place-based assets.'

Calling for "bold action" to make the most of limited resources and to accelerate economic recovery in the state, Grow Smart Rhode Island (GSRI) released its 2012 *Briefing Book for Candidates and Voters* on August 17th.

In the 21-page publication, produced by the organization each election year, GSRI recommends making the most of existing assets "to expand the state's economic development focus beyond austerity measures that only avert disaster rather than ensure a stronger future."

The Rhode Island Builders Association is represented on the GSRI Board of Directors by Past President William J. Baldwin of Baldwin Homes LLC, and Dennis L. DiPrete of DiPrete Engineering Associates Inc.

Specific recommendations include:

- In a measure that RIBA actively supports on the November 2012 ballot, GSRI calls for approval of the Housing Bond of \$25 million for the creation of long-term affordable homes.
- Reinstate a State Historic Tax Credit to create construction jobs and stimulate private investment rehabbing historic buildings that define many of our urban and town

centers. RIBA actively supports this.

- Approval by voters in November of the Environmental Management Bond of \$20 million, allocating funds for local recreation and open space grants, the protection of farmland and open space, and restoration of the Narragansett Bay Watershed; and the Clean Water Bond of \$20 million to fund improvements to wastewater treatment and drinking water in cities and towns.

- Identify adequate, long range and sustainable funding sources for roads, bridges and public transportation, critical infrastructure for economic growth.

- At no cost to the state, provide an innovative way for municipalities to invest in upgrading Main Street district infrastructure by exempting from the property tax levy cap law (S-3050) a portion of new property taxes generated in these districts.

- Amend the existing Municipal Economic Development (MED) Zone law for distressed communities (44-18-30C) by extending the eligibility to all qualified retailers, including those operating in existing or rehabbed building space and lift the population restriction that now precludes Providence and Pawtucket from participating.

- Strengthen the capacity of municipalities to use low-cost tools for open space and farmland preservation, such as "conservation development" design and transfer of development rights (TDR) programs.

The *Briefing Book* may be downloaded in .pdf format via the "News Room" link at www.GROWSMARTRI.org.



Finding work

State contract opportunities are online

By Paul F. Eno *Editor*

One of the lesser known entities of state government is the Rhode Island Division of Purchases (DOP). The DOP website (www.PURCHASING.ri.gov) is a central clearing-house for a great deal of valuable information for contractors, especially when it comes to projects large and small that are available for bidding from the state, from municipalities and from quasi-public agencies.

The site requires frequent monitoring because lists of available projects are constantly updated, and even the page addresses frequently change.

Currently on the site, the state is looking for snow plow

contractors, something that might interest many members of the Rhode Island Builders Association. Other projects out to bid as of this writing include: a bocce court roof for the Town of Lincoln, a glass door partition for the Rhode Island Student Loan Authority, catch-basin cleaning at the Community College of Rhode Island, and a great deal of HVAC work.

Rhode Island Housing has a bid out for "development of affordable rental homes."

Bidders must be registered, and a look at the online "Vendor Quick Reference Guide" is a good way to get started using this site.

For more information, call DOP at (401) 574-8100.



A-Stone hosts RIBA Networking Night #18

Owner Arnold Abatecola and the staff of A-Stone Inc. hosted a great RIBA Networking Night #18 entitled "Belgard After Hours" at their Johnston facility on Thursday, June 28th, from 4 to 7 p.m. Participants were able to tour the A-Stone yard and see the new product displays, including elegant slabs of granite destined for customers' countertops and the "Belgard Hardscapes" mobile showroom (at right). Many thanks to A-Stone for a great evening!



RIBA continues membership drive with \$50 reward through December

Guided by our dynamic Membership Committee, headed by Cheryl Boyd and Lou Cotoia of Arnold Lumber Co., 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 new, \$20 a year "Affiliate Member" category to add value to employment with your company.

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.

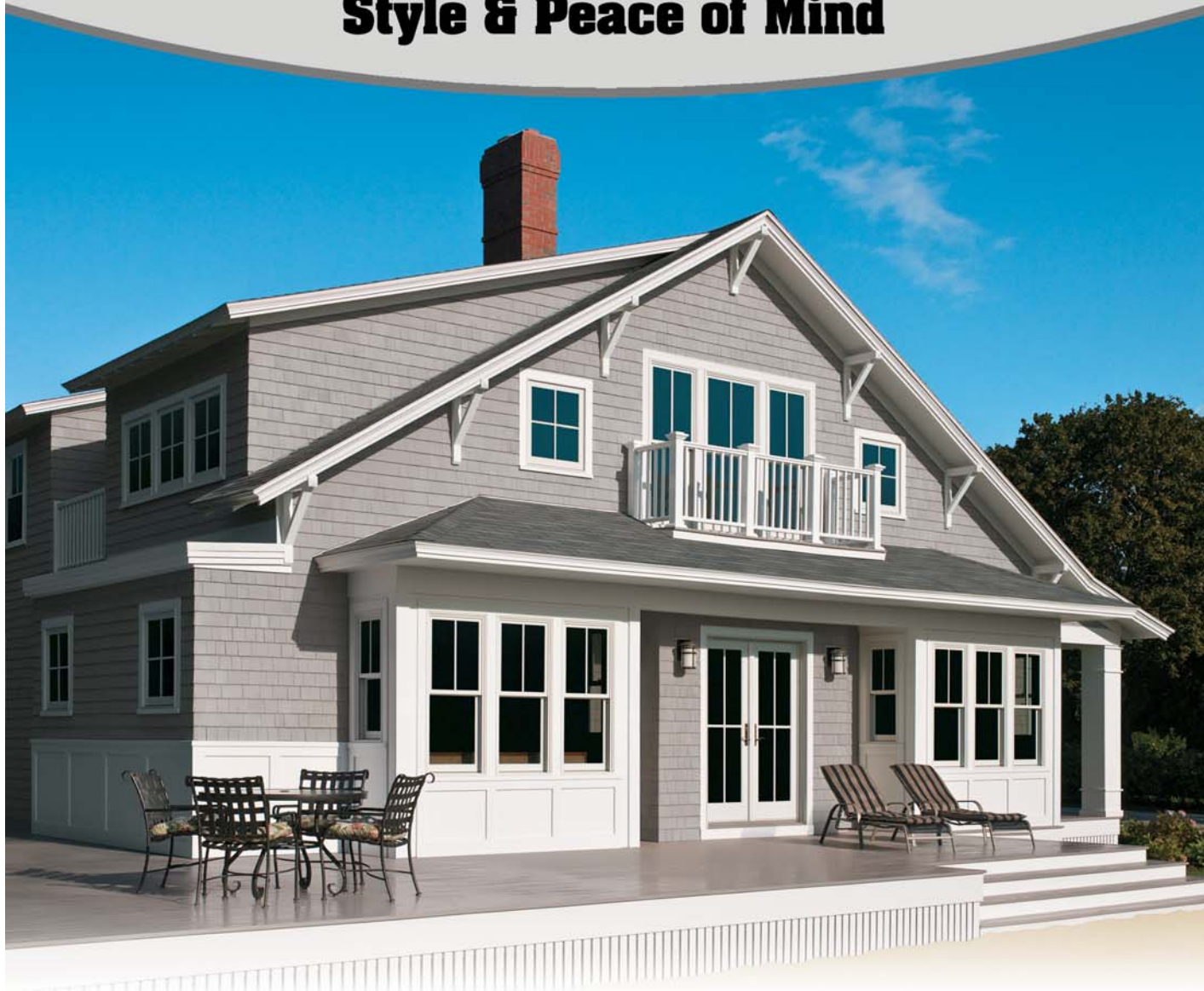
Affiliate members are entitled to all benefits of membership as outlined in RIBA's *Membership Benefit Guide*.

Affiliate members must be employees of Builder/Remodeler/Associate/Professional RIBA member companies. Sponsoring an affiliate member does not earn a \$50 cash reward; however, affiliate members may earn a \$50 cash reward by recruiting a new Builder/Remodeler/Associate/Professional member.

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



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Making waves for Wounded Warriors

A charity cruise to benefit the Wounded Warrior Project, sponsored by Rhode Island Builders Association members Jack Anderson and George Salter of Insurance Reconstruction Services/Tech Builders and EnviroClean Inc., drew nearly 250 participants (including many RIBA members) to the North Kingstown-based Martha's Vineyard Fast Ferry on August 21st. The evening included a sunset cruise on Narragansett Bay and a buffet dinner. Mr. Anderson reports that over \$5,000 was raised for the charity. With Mr. Salter (at left) and Mr. Anderson are combat-wounded Marines Ryan Henderson and Justin Curran, both of Warwick and both special guests on the cruise.



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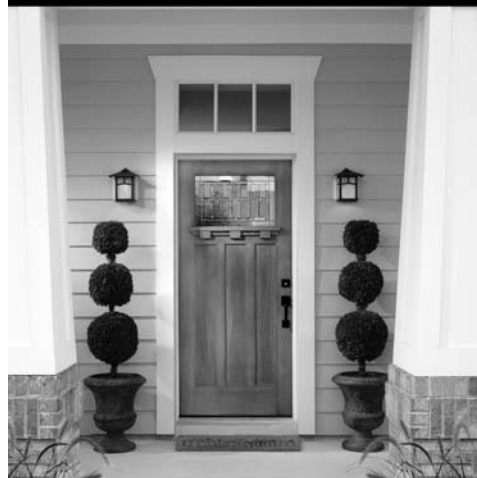


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Lorraine DePasquale, 76

Lorraine Y. DePasquale, a co-owner of DePasquale Bros. Inc. and R&W Realty Co. of North Providence, and a member of the Rhode Island Builders Association for many years, died on August 17th in Providence. She was 76.

Born in Providence and a longtime resident of Hope, Ms. DePasquale most recently lived in Weston, Fla. A daughter of the late Rene and Antoinette Caron, Ms. DePasquale was an avid golfer and enjoyed traveling.

She is survived by her husband of 55 years, E. Robert DePasquale. Besides her husband, she is survived by three daughters: Lynn A. Olson and her husband, past RIBA President Stephen J. Olson, of North Kingstown; Donna M. Manuppelli and her husband Donald of Smithfield, and Sheila C. Marley and her



husband Thomas of Prescott, Az.

Ms. DePasquale also leaves three sisters, two brothers and eight grandchildren.

Contributions in her memory may be made to the St. Jude Tribute Program, P.O. Box 1000, Dept. 142, Memphis, TN 38148-0142, or Smile Train, P.O. Box 962321, Washington, DC 20090-6231.

Visit the website www.nardolillo.com to offer condolences.



Peter Generali, 86, 'Providence Renaissance' architect lifelong carpenter William Warner passes at 83



Peter Generali, a lifelong carpenter in the family business, Generali Brothers, before his retirement, died on August 28th. He was 86.

A lifelong resident of Providence, Mr.

Generali was the son of the late Adolfo and Fenizzia Generali and was a Navy veteran of World War II.

He leaves a son, Daniel Rutledge, and four brothers, including Silvio "Chief" Generali of S.D. Generali, a longtime member of the Rhode Island Builders Association.

Burial with military honors took place in St. Ann Cemetery, Cranston. To pay respects online, visit www.romanofuneralhome.com.



William Diaz Faia Warner, the renowned architect behind the Providence River Relocation, the Waterplace Park Project and the Route 195 Relocation Project, died at his Exeter home on August 27. He was 83.

Son of the late Russell E. Warner and Alice C. (Diaz) Warner, he was born in New Rochelle, N.Y., and grew up in in West Hartford and Riverside, Conn. He received his bachelor's and master's degrees in architecture from the Massachusetts Institute of Technology (MIT).

Mr. Warner practiced architecture in Rhode Island starting in 1959, when he became project director of the College Hill Study for the Providence Preservation Society. This project led to the historic restoration of College Hill.

Mr. Warner's talent is seen today at

many sites that are considered part of the "Providence Renaissance," and his architectural firm, William D. Warner Architects and Planners, has been honored with more than 50 national and regional awards for design and planning.

His honorary doctorate from the University of Rhode Island states: "If Rhode Island had an Architect Laureate, it would be Bill Warner. He helped transform the tired industrial city of Providence into an inviting and inclusive architectural marvel."

Mr. Warner leaves his wife Margaret (Hansen) Warner, five children, 11 grandchildren and two siblings.



Fred Coury, 84, father of RIBA board member

Fred P. Coury, father of Kenneth S. Coury of Riverhead Building Supply, a member of the Rhode Island Builders Association Board of Directors, died on September 2nd. He was 84.

A resident of Barrington for 56 years,

Mr. Coury was a Providence native and a Navy veteran of World War II. He is survived by his wife of 60 years, Frances (Abate) Coury, his five children, a sister, seven grandchildren, three great-grandchildren, and several

nieces and nephews.

For online condolences, visit www.wrwatsonfuneralhome.com.



Center for Women in Enterprise will be topic at PWB session

Imagine yourself as a successful businesswoman -- independent, prosperous, a leader in your field. It's possible with the right tools and support.

To find out more, join the Rhode Island Builders Association's Professional Women in Building and the Center for Women in Enterprise (CWE) on October 10th at 9 a.m. at RIBA Headquarters, where guest speaker Carmen Diaz-Jusino, program manager at the CWE will discuss the programs and resources available for women who want to start and/or grow their businesses.

Ms. Diaz-Jusino was honored by the U.S. Small Business Administration with the "Women Business Champion" award in 2010 as well as the "Extraordinary Women" award in 2011 in the area of business development.

To register, contact Elizabeth Carpenter at RIBA, ecarpenter@ribuilders.org or (401) 438-7400.

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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).

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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.

While the Rhode Island Builders Association does not endorse candidates, members are encouraged to run for public office. Here are two members who will be on the November ballot.

Sen. Lombardo seeks reelection

Sen. Frank Lombardo III (D-Johnston), a longtime member of the Rhode Island Builders Association, will try for his second term in November.

Sen. Lombardo heads Frank Lombardo & Sons Inc., a Providence-based company specializing in the manufacture, installation, service and repair of sheet metal and heating and air conditioning systems for residential, commercial and industrial clients.

First elected in November 2010, Sen. Lombardo serves as secretary of the Senate Committee on Labor and as a member of the Committee on Corporations. During the 2012 General Assembly session, he co-sponsored legislation to establish a uniform, Internet-based statewide permitting and inspection system. He also was the prime sponsor of successful legislation that requires monitoring of the air around the Rhode Island Central Landfill for contaminants.

For information or to volunteer to help in Sen. Lombardo's campaign, call (401) 461-4547.



Sen. Frank Lombardo III

Ladouceur vies for Warwick City Council

Past RIBA President Edgar N. Ladouceur, a co-chairman of the association's Legislative Committee and a familiar face at the State House as a spokesman for residential construction issues, is running for the Warwick City Council. Mr. Ladouceur seeks to represent Ward 5.

President of the StormTite Co., Inc., Mr. Ladouceur is the endorsed Democrat for the Ward 5 seat. He has served on the Warwick Building Code Board of Appeals.

For information or to volunteer to help in Mr. Ladouceur's campaign, call (401) 447-7181.



Edgar N. Ladouceur

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

Member of the Month: Deslandes Construction Inc.

Three generations and still building!

By Paul F. Eno *Editor*

He's been a builder all his life, and he's still loving it. Jim Deslandes of Deslandes Construction Inc. says he could write a book about his experiences as a contractor, especially with tough customers, but he wouldn't have chosen any other trade.

"Especially with renovations, it's always interesting work. Every job is a different challenge. We love the work, and it has kept us going during the recession," Jim states.

"My Dad, Joe, started the company in 1956, and we've been a family-run business ever since," Jim says. "I grew up in the business, that's for sure. I worked for my dad since my school days and then, 10 years ago, I bought the business from him."

Jim is no slouch. While working at Deslandes Construction, he attended night classes at the University of Rhode Island, then studied architecture at the Rhode Island School of Design. Today, he has over 25 years of experience in the construction business.

Jim's son, James Deslandes Jr., a recent graduate of Roger Williams University in construction management, has joined the company.

Covering all of Rhode Island and Massachusetts as far as Boston, Deslandes Construction specializes in work for high-end residential and light commercial customers. This includes custom homes, historic renovations, additions, kitchens and bathrooms. Currently, the company is renovating a 60,000 square-foot commercial building.

"We try to make it easy on the client. We minimize disruptions by managing each project from concept to completion, and by fostering open communication between cli-



Still at the center of the Deslandes Family is company founder Joe Deslandes, flanked by his son and grandson, Jim Sr. (recently nominated to serve on RIBA's Board of Directors), left, and Jim Jr.

ents, architects and designers. We expect our foremen to maintain schedules with subcontractors and to meet daily with clients to discuss project details and assist in product selection," Jim explains.

Deslandes Construction has everything it needs to do a job, including its own excavation equipment and a full cabinet shop with on-site design and consultation available. There are 17 employees, and the company continues to grow through word-of-mouth, especially referrals by architects and past clients, Jim states.

Residential work is responsible for 60-70 percent of the company's activity, with remodeling about 40 percent of that, according to Jim.

Deslandes Construction joined the Rhode Island Builders Association nearly 40 years ago.

"I just got my lead certification through RIBA, and I consider their continuing education programs very valuable. This industry is constantly changing, and without RIBA it would be very difficult to keep up, especially with the rules and regulations we're up against," Jim says.

Find out more about Deslandes Construction at www.deslandesconstruction.com.

Deslandes Construction Inc.

President: James G. Deslandes Sr.

RIBA member since: 1974

Focus: Custom homes, high-end and commercial remodeling and restoration

Serves: Southeastern New England

Founded: 1956

Based: Warwick, Rhode Island

Employees: 17

Do all you can to get the word to people about the housing bond!



Steven Carlino

The election season is here, and much is being made of the fact that it will be a pivotal one for our country and our state. All we can do is agree wholeheartedly. Think very carefully about how you will vote in November!

In the meantime, there is plenty of work to do, especially when it comes to getting the word out on the \$25 million housing bond issue that will be on the ballot in Rhode Island. 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 people to vote for the housing bond.

In doing so, we are up against a trend that is being noticed nationally: It is getting harder to pass bond issues because responsible voters are understandably concerned about

government debt on all levels. The answer is to convince voters that the overall economic return on the funds raised by the bond issue will far outweigh the initial debt incurred.

It was true in the past, and it's true now: There is no better way to create the greatest benefit for the greatest number of people than by creating housing!

So get that message out to your colleagues, your customers, your friends and relatives, your neighbors – to 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. The 2006 bond issue exceeded all expectations by producing 1,300

see LEGISLATIVE COMMITTEE....page 25



Ed Ladouceur

RIBA's Legislative Committee

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

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

President Bob Baldwin, Ex Officio
R.B. Homes Inc.

John Anderson
Insurance Reconstruction Services/Tech Builders

John Bentz
Property Advisory Group Inc.

Frank Bragatin
Ferland Corp.

David Caldwell
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John Pesce
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Timothy Scanlon
Government Strategies Inc.

Joseph W. Walsh
Government Strategies Inc.

Gayle Wolf
Government Strategies Inc.

Eric Wishart
Civil CADD Services Inc.

John Marcantonio
Executive Director, Rhode Island Builders Association

Robert Ericson

North Smithfield Town Planner

Robert Ericson AICP holds a masters degree in community planning from the University of Rhode Island. He worked in a variety of posts in property management, municipal planning and grants management, assuming his current post in 2009. He is a native of Connecticut. Mr. Ericson and his wife have two grown children.

THE BUILDER: From the viewpoint of planners, how has the economic downtown changed attitudes toward residential growth in Rhode Island – or has it?

ERICSON: When a town isn't feeling the pressures of residential growth, people think about more immediate issues, such as job security, a future for their children, etc. My two sons went to college in Rhode Island, Brown University and the University of Rhode Island. Both left the state for quality jobs, computational biology and chemical engineering.

THE BUILDER: So doesn't that illustrate the classic Rhode Island problem in the 21st century, which leads straight to housing? An unskilled workforce creates a deterrent to outside companies and a drag on Rhode Island companies, making for fewer jobs, with housing – and the whole economy -- lagging as a result? And wouldn't strengthening career and technical education be a good first step to breaking that cycle?

ERICSON: No question about it. My two sons were very good academically, but I still wanted them to learn a skill. As a result, they would know – physically – what it takes to do something manually that they usually wouldn't do. Secondly, they would learn how to work with subcontractors. And third, they would understand that there are people who aren't studying the same things they are, but who know many things that they themselves don't know.

I'm an egalitarian guy, and I guess the ultimate lesson I was trying to teach them was that everyone has something to contribute. Everyone brings something to the table. And just because you went to Brown doesn't make you any bet-



ter than anyone else.

The idea is to be motivated and to work hard.

THE BUILDER: That falls right in line with Harvard University's study: *Pathways to Prosperity: Meeting the Challenge of Preparing Young Americans for the 21st Century*, that states in no uncertain terms that career and technical education is a legitimate path to future success, whether it involves conventional college work or not. What the study *does* call for is post-high school work that leads to credentials in one or another field or trade.

ERICSON: I've heard it said over and over again: Community colleges are really the driving force for economic development. In their

two-year programs, they provide skill sets for emerging jobs. For example, (William M.) Davies (Jr. Career & Technical High School) and their program in biotechnology. The same for high school career and technical programs and the trade skills they teach.

The great thing about this country is that you can keep learning new skills. You can change your educational path, you can change your career path in the middle of your career.... You can do things you're locked out of in other countries. This is one of the great things about America, and we need to take better advantage of it.

THE BUILDER: Well, we certainly know what a good "step one" would be when it comes to boosting the economy and housing. So as housing improves, what's the state of North Smithfield's Comprehensive Plan when it comes to residential growth?

ERICSON: The state of our Comprehensive Plan is that it needs to be replaced by a 10-year plan, which will probably happen next year. The current plan was approved in 2007.

In terms of residential growth, before I came here in '09, there was a concept of growth management as opposed to no-growth. Right now, it's not an issue because there is no growth. We were doing 25 single-family permits a year

see next page

...from previous page

through the '90s and up to 2005. Now we only have six, and this is a "recovery year."

That said, we have 38 residential units under construction at Marshfield Commons, a low/moderate-income workforce townhouse development. We have another 400,000 square feet of commercial and office development in progress at Dowling Village.

You can think of North Smithfield as a suburb of Route 146, which provides 30-minute job market access to Worcester and Providence/Warwick. As a border town, we're part of the Massachusetts economy as well, and Massachusetts is faring much better than Rhode Island.

When I came here, Town Administrator Paulette Hamilton encouraged and supported our effort to create a faster, more accurate plan review process. We encourage pre-application e-mail exchanges of plans in .pdf files. We can solve design problems before anything comes in on paper. When Anchor Subaru acquired the Nissan dealership on 146, they had time limits for meeting all of Nissan's requirements. State law allows 360 days for review. We completed review and approval in less than 60 days.

THE BUILDER: Can we expect "smart growth" ideas, such as conservation development and urban environmental design, to feature in the new Comprehensive Plan?

ERICSON: Absolutely. Scott Millar (chief of the Sustainable Watersheds Office at The Dept. of Environmental Management) is working on a program to make those ideas more enticing.

THE BUILDER: RIBA's president, Bob Baldwin, has commented that "no-growth" has been achieved and that, as a result, there is "no revenue, no jobs, no money, and shrinking services and schools." What say you?

ERICSON: The Rhode Island economy has serious problems overall, and the construction sector has suffered severely. America needs to build and manufacture far more than it does now. Earlier, I was talking about my sons and how I had them learn skills. When they were in high school, I had them design and build a garage-barn to match a reproduction federal period farmhouse. You learn from doing – how to avoid mistakes and recover from mistakes.

Building lets you learn how to build better. Marshfield Commons will achieve a high level of energy efficiency, so it has provided challenging work for contractors.

I can't emphasize enough that these low- and moderate-income developments, because they have higher standards for energy performance, are good projects for a town. You always want to learn how to do things better. So developments like this are a challenge to the trades, and they build

the skill level of the workforce. And these are the only projects going on here right now.

One of the problems we have in this country is decreasing home values, and this is the first time in most people's lives that towns have seen losses in the value of people's primary investments, their homes. Everything we do, including the tax system, has been focused on the single-family home as people's main asset.

For the first time, that seems to be changing, and we are having to re-evaluate the options. For many people now, their best option is renting or, if they are going to buy, considering a smaller house.

Back in the '80s, I was working with architects to help get them up to speed on passive solar design. We would set aside time each week for people to come in and talk about what they wanted to do with their first house. We would get young couples, typically in their 20s, who would come in with plans they couldn't possibly afford. And we had to educate them in the economics of building a house. Never mind the passive solar; we had to counsel them in not getting into a financial hole they couldn't get out of!

People need to build economically and efficiently. For example, I've always been a big fan of the "Cape Cod" house design. It's a lifetime cycle house. Essentially, you raise your kids in the upstairs and you can live out your middle and old age downstairs! When you're young, you can buy the house with the upstairs unfinished, then finish it when you need it.

THE BUILDER: Would you see more openness to higher densities in the new Comprehensive Plan?

ERICSON: I see it in the specialized housing markets: over 55, elderly housing, assisted living and low/moderate income workforce housing. Those markets have generated almost all of the new residential building permits in North Smithfield.

THE BUILDER: How would you rank North Smithfield's fiscal health, and how would you rank it generally as a place to live and work?

ERICSON: Our fiscal health is very good, and we even had a surplus this year. We've had more revenue growth than we anticipated, and we saved about \$70,000 on our operations. Our reserve is what bonding houses are looking for.

We're in great shape, have good leadership, and it's a great place to live and work.

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Send in your questions!

Working with National Grid...

This is the first of an informational series by National Grid's Brian E. Schuster. It results from a recent meeting between the Rhode Island Builders Association and the utility to discuss problems the industry faces. This series is happening at the suggestion of RIBA Executive Director John Marcantonio in cooperation with National Grid. If you have a question for Mr. Schuster, he will address it in future articles for the benefit of all. Send your questions to Mr. Schuster at Brian.Schuster@nationalgrid.com or post them on the RIBA Facebook page.

Whether you're building a single-family home or a subdivision full of them, one of the most important aspects of residential construction is

working with your local utility company to make safe, efficient and legal electrical hookups.

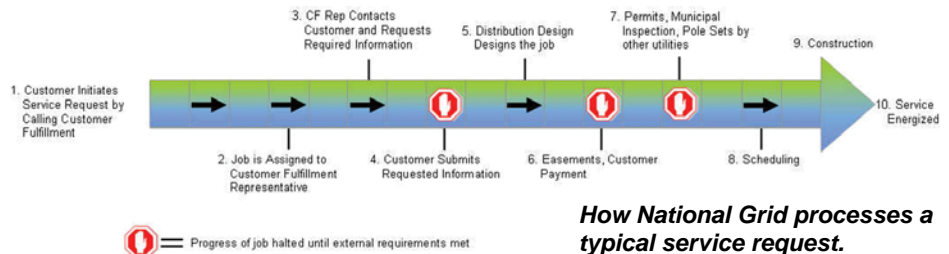
The Rhode Island Builder Report spoke with National Grid's Brian E. Schuster about the company's "electric service fulfillment process."

Your request for electrical service begins with National Grid's "order initiation team." In New England, call (800) 375-4705 to get your order

started. The request will be reviewed, then assigned to a "customer fulfillment (CF) representative."

"Our CF representatives are trained to manage particular job types, ranging from simple residential service connections to multi-million dollar commercial developments," said Mr. Schuster, director of National Grid's Customer Fulfillment team.

see NATIONAL GRID....page 24



How National Grid processes a typical service request.



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There's plenty to keep in mind when

Working across the line...

By Paul F. Eno *Editor*

With business sometimes slow at home, many Rhode Island-based builders and remodelers are finding our two neighboring states attractive for their work possibilities. In most areas of Connecticut and Massachusetts, the markets for new homes and remodeling are generally a little better than in Rhode Island. So, depending on what services you offer, there might be extra work for you there.

If you do choose to cross the state line, you had better make sure that your homework is done when it comes to the legalities. Don't just assume that you can nip across the border, do a quick paint job, and scamper back without consequences. If you get caught without a proper Connecticut or Massachusetts contractor registration number, the mandated insurance coverage or other requirements, you could find yourself in big trouble.

Working in Connecticut

Connecticut requires that "home improvement contractors" and their sales people register with the state Dept. of Consumer Protection. This is sometimes also referred to as "certification." This rule applies to anyone who signs a home-improvement contract with a homeowner if the contract is worth \$200 or more, or if the home improvements total \$1,000 or less in a 12-month period.

The state defines "home improvement" as "any permanent change to residential property, including but not limited to driveways, swimming pools, porches, garages, roofs, siding, insulation, solar energy systems, flooring, patios, landscaping, painting, radon mitigation, residential underground oil tank removals, fences, doors, windows and waterproofing, unless the work contracted for is worth less than \$200."

Not covered under this requirement are new home construction, work on commercial or business property, work related to easily removable appliances, and work performed without pay by the owner on his own residential property.

Connecticut requires a separate registration or certification for "new home construction contractors."

The certificate will cost you \$160, or less, depending on how late in the year you apply. Certificates expire on the last day of November each year. You'll also have to pay \$100 every year to the Home Improvement Guaranty Fund, and you may be required to post a bond.

Certificates of registration are not transferable. As in Rhode Island, registered contractors are required to show

their registration certificates to customers or potential customers who request it, and must provide the customer with a copy of the contract. Registration numbers must be included in any advertising, in contracts, on business cards, on vehicles and on signage.

Contracts must be in writing, and they must be signed by both parties. They must specify that they contain the entire agreement between the owner and the contractor, and they must include the date of the transaction, the name and address of the contractor, a notice of the owner's three-day right of cancellation, and starting and completion dates.

For more information about working in Connecticut, contact the Dept. of Consumer Protection, License Services Division, 165 Capitol Avenue, Room 147 Hartford, CT 06106, (860) 713-6000 or visit www.state.ct.us/DCP.

Members of the usual licensed trades (electrician, plumber, HVAC installer, lead or asbestos abatement contractor, etc.) must have valid Connecticut licenses.

As in Rhode Island, there are other layers of jurisdiction you might need to be familiar with. These include regulations from the Connecticut Dept. of Energy and Environmental Protection, if applicable to your job. In addition, Connecticut's municipalities have their own zoning and planning regulations, which you need to be familiar with before beginning work.

Another consideration is the Environmental Protection Agency's (EPA's) Lead Renovation, Repair and Painting (RRP) rules. Connecticut is not a "delegated state." In other words, it abides by the EPA's version of the rules and does not have its own. As long as you have your 8 Hour Lead-Safe Repair and Renovation Course under your belt and are a Certified Lead Hazard Control Firm, you are okay for work on pre-1978 buildings in Connecticut.

This information may be subject to change without notice.

Working in Massachusetts

If your company is an out-of-state corporation, the first thing to bear in mind when planning to work in Massachusetts is that you must register with the Massachusetts Secretary of State and get a "Certificate of Good Standing" to do business there. To get an application, contact: Office of the State Secretary One Ashburton Place, Room 1717, Boston, MA 02108, (617) 727-9640. There is information online at <http://corp.sec.state.ma.us/portal/portalpage.htm>.

Whether you are incorporated or not, Massachusetts re-

see next page

..from previous page

quires registration for "home improvement contractors" and "home improvement subcontractors" if you plan to work on existing residential structures that are one- to four-unit, owner-occupied buildings. Registrations are administered by the Massachusetts Board of Building Regulations and Standards (online at www.mass.gov/eopss/agencies/dps/board-of-building-regulations-and-standards.html) and cost \$100.

There's also a Guaranty Fund that you might have to contribute to the first time you register, depending on how many employees you have.

If you want to build houses in Massachusetts, you will need a "Construction Supervisor License." Specifically, the building code requires that construction of all one- and two-family dwellings of any size, and all other types of buildings containing **less** than 35,000 *cubic* feet of enclosed space, must be overseen by licensed construction supervisor. This requires passing an examination, which you can take if you have at least three years of full-time work experience in residential construction and design. The exam is three hours long, "open book," with 50 multiple-choice questions.

For more information, contact Massachusetts Construction Supervisors Licensing Examinations, 2 Mount Royal Avenue, Suite 250, Marlborough, MA 01752, (800) 626-0750,

or visit www.experioronline.com.

The building code does not require a Construction Supervisor License for work on buildings other than one- and two-family dwellings that are **more** than 35,000 cubic feet, however, work on such buildings must be done under the control of an engineer or architect. In many cases, if you have a Construction Supervisor License, you may not need a standard home improvement contractor registration.

Be aware that many municipalities in Massachusetts have tougher standards of their own, often requiring some type of contractor licensing for work, especially on larger buildings. Check with local authorities for these additional contractor licensing requirements.

As in Connecticut and Rhode Island, the usual licensed trades must have Massachusetts licenses. And remember to check any applicable contract or environmental regulations, especially those from the Massachusetts Dept. of Energy and Environmental Protection, if applicable to your job.

On the lead-hazard front, Massachusetts is a "delegated state": They have their own version of the federal RRP rules. RRP training between Massachusetts and Rhode Island is completely reciprocal. But whether your Massachusetts license is free or costs you \$375 depends on *when you were certified in Rhode Island*. If you were certified in Rhode

see **WORKING...**page 26

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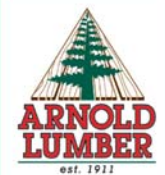
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A selection of news briefs from around the state related to housing and land use

CHARLESTOWN

New workforce housing planned

Thanks to South County Habitat for Humanity and its partners, seven new workforce houses will be built in the town, on Edwards Lane. Prices will begin at \$110,000.

The three-bedroom, single-family homes will be available to buyers who earn 80 percent or less than the area's median income (\$59,600 for a family of four in Charlestown), or 60 percent or less than the median income (\$44,700 for a family of two) for houses built by Habitat for Humanity.

South County Habitat for Humanity is a member of the Rhode Island Builders Association.

Rhode Island Housing, the Washington County Community Development Corp., and Church Community Housing Corp. are assisting with the development.

WARREN

Former school on sale for residential use

As of this writing, it will cost you upwards of \$8.1 million, but the recently closed Our Lady of Fatima High School on Market Street could be turned into condos or the land

developed into single-family homes.

The seller: The Sisters of Saint Dorothy, the Roman Catholic order of nuns that ran the 73,647-square-foot school for decades. The property for sale includes 45 acres of land, some of it with frontage on the Palmer River.

The property is on residentially zoned land and could support upwards of 80 to 90 homes if fully developed, and the sale also includes a 10,000-square-foot residential facility that had been used by teachers.

The property is assessed by the Town of Warren at roughly \$6.9 million and is listed with Hewitt Newton Associates: www.HewittNewton.com.

WARWICK

Historic Mill threatened

The historic Elizabeth Mill on Jefferson Boulevard is reportedly threatened with demolition, and city officials are trying to save what they consider a key landmark in their own vision to develop the Warwick Station District.

The building's prospective new owners reportedly want to tear it down to get it off the tax rolls, then build a new development on the site. The structure has been dated to about 1875.



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NATIONAL GRID...from page 19

"Customer fulfillment representatives serve as the primary point of accountability for all customer-requested electrical distribution work at National Grid. They are customer advocates with the primary responsibility of overseeing requests across the entire service-fulfillment process," he added.

After your request has been processed, a CF representative will contact you for the necessary information to properly design and construct your service.

"This information varies based on scope, but can include such items as electrical loading information, site plans, one-line electrical schematics, easement data, etc.," Mr. Schuster explained.

"The CF representative will also describe the remaining steps in the process as well as timelines to complete the work. Simple service connections can typically be completed in three weeks, while complex jobs that require extensive construction may take several months. They'll also provide contact information, so that they can directly address your questions or concerns at any time during the process."

Mr. Schuster emphasized that certain requests may require additional information not specifically noted in this article.

Once all your information has been processed, the job goes to National Grid's "distribution design team." A designer will then visit your site and determine the job's design requirements.

"As necessary, the requesting contractor, developer or electrician can meet with the designer during this phase to discuss the technical aspects of the job. Note that some requests, such as simple service upgrades, may qualify for prescribed programs that bypass phases of the process (i.e. National Grid Connects Program). If eligible, these expedited requests will be addressed with the requesting party by the CF representative," Mr. Schuster said.

Once the design is complete, a variety of requirements may need to be fulfilled before the job can progress to National Grid's construction department, according to Mr. Schuster.

"Some of these requirements depend on third parties. For example, easements, municipal inspections, permits or pole sets managed by other utilities (Verizon) may be required and could potentially add to the time it takes to complete the job. Jobs that require customer payment may also take longer, as National Grid requires payment, per regulated tariffs, prior to beginning construction," he stated.

"Once all the job requirements have been met, the work will be scheduled for construction. The scheduling phase could take a week for simple projects or as much as six weeks for complex projects. Actual construction duration will also vary by job scope. Upon construction completion,

the service will be energized by our line or meter department as appropriate."

Mr. Schuster stressed that the best way for builders and developers to stay informed of a job's status throughout this process is to stay in touch with the CF representative.

Complex projects

Certain complex projects could require support before the standard service fulfillment cycle described above.

"National Grid can help you further refine and understand scope, scale, capacity, and estimated costs for service delivery in more complex projects. As a guideline, these complex customer requests are generally defined as commercial and industrial (C&I) requests involving an electrical service need equal to or greater than 1500 kW," Mr. Schuster pointed out.

Typical projects of this kind can include:

- Commercial Developments
- Complex Commercial Services
- Complex Public/Municipal Requirements
- Complex Temporary Services
- Complex Commercial Demolitions
- Distributed Generation Requests
- Second Feeder Services
- Large-scale urban developments or housing projects (non-underground residential developments).

"The process for electrical service inquiries still originates with our order initiation team or internally through the requestor's managed account contact. The request is then reviewed and assigned to a local support representative," Mr. Schuster noted.

This local support representative will be your primary point of accountability for the remaining steps of the preliminary inquiry process. Overall, the degree of support and associated timing during this process can vary based on the scope and complexity of the project.

"Generally, support will require appropriate 'scope meetings' to prepare the job for National Grid engineering review. A first high-level, investment-grade estimate (+200/-50 percent) can be provided to you in one or two weeks. If you want to proceed, a more detailed 'conceptual estimate' can be prepared by National Grid engineers," he continued.

This conceptual estimate (+50/-25 percent) could require that you pay a non-refundable design fee, and it can take a month or more to finalize. If you decide to proceed to final design and construction of the project, the request then goes to the standard customer fulfillment process defined previously.

"As a final note, for extremely large projects, typically over \$1 million, National Grid will dedicate a project manager to manage the end-to-end process," Mr. Schuster said.

For more information, call the Electric Service Request Line at (800) 375-7405 or visit www.nationalgridus.com/masselectric/construction/3_apply_svc.asp.

LEGISLATIVE COMMITTEE ...from page 16

new workforce homes, 300 more than projected.

So lay the groundwork now for the success of this bond issue in November.

Surprisingly enough, this can include an extra effort to make your own company look good by paying special at-

tention to your customer service, professionalism, jobsite cleanliness and efficiency, and even the driving courtesy of employees who are operating your company vehicles.

By creating a professional image and encouraging good will, you can help people think better of the residential

construction industry, thereby encouraging "yes" votes on the housing bond.

Also, you can use your 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." Be brief, but point out the great success of the 2006 housing bond with a "we can do it again" spirit!

Put a plug for the housing bond in your e-mail signatures. Do whatever you can to get the word out! The last thing we want is for people to walk into the voting booth and see the housing bond question for the first time. Their first reaction could be: "More spending? *Fogettaboudit!*"

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.

Passing this bond issue is just as important for your business as it is for the housing market or the state economy! For more information, contact RIBA Executive Director John Marcantonio at jmarcantonio@ribuilders.org or (401) 438-7400.

BOARD REPORT...from page 2

The variety of RIBA educational and networking events continues to increase and improve as the association moves toward a new year, Mr. Marcantonio stated.

In a new outreach, RIBA is in discussions with the Rhode Island Hispanic Contractors Association, and developments on that front are expected.

The Business Plan also calls for continued improvement of the RIBA Home Show. During the 2013 event, for example, preliminary plans call for a larger house as the show centerpiece.

The success of the Home Show House, along with the buzz from last year's show, is already drawing more exhibitors to the 2013 event. There will be new show features, such as fine furniture and antique appraisers. RIBA also is working on a "military night" to benefit the association's Builders Helping Heroes charity.

On the political action front, RIBA will focus on "bridge building" with leaders on both the local and state levels. Alliances are being built with other business organizations and agencies, such as local chambers of commerce, housing advocacy groups and the Small Business Administration (SBA).

After a very successful year of political fundraising, RIBA will increase its state and national PAC activities. Legislative Committee action for the 2013 General Assembly Session is ready to get under way with the primary goal of reining in unnecessary regulation, and addressing other areas of indus-

try concern. Efforts will continue to cultivate effective working relationships with the Dept. of Environmental Management (DEM), the Coastal Resources Management Council (CRMC) and other regulatory agencies.

Along with a stronger relationship with the National Association of Home Builders, RIBA is looking at ways to be a clearinghouse of industry and economic data that can be used to educate members and officials alike.

"Green" building and remodeling technologies will remain a focus, along with education for members on how to profitably use them.

The plan outlines how the more efficient use of RIBA staff and facilities will continue. The plan also calls for RIBA to become the best source in the state for contractor education in 2013.

Watch *The Rhode Island Builder Report* for more information as all these areas develop. For details now, contact Mr. Marcantonio at jmarcantonio@ribuilders.org or (401) 438-7400.

PRESIDENT...from page 5

pro-business attitude and climate that does not punish success and job creators. If the housing and construction industries need to lead that charge, then so be it! Let's lead that charge!

I urge all of you to do what RIBA is doing: Reach for first place, and don't settle for anything less! Never play for second place. The success (and survival) of our industry and our state require nothing less. Get involved! Join RIBA! Join the team!

Success is all the result of teamwork and talent, and our future is brighter because of it. Talented people working as a team will, and must, keep RIBA moving forward in a proactive way. This can also be done with Rhode Island as a state if we all get involved.

Once again, I thank all of you, and I wish our new president and administration all God's blessings and the very best!

CANDIDATES...from page 1

Also speaking to directors that evening was Michael G. Riley, a Republican who is challenging incumbent James R. Langevin for the Second Congressional District seat.

Mr. Riley is an accomplished, self-made businessman and financial manager who survived the Sept. 11, 2001, terrorist attacks on the World Trade Center. Seeking to come to terms with that experience and to redefine his life, he moved to Narragansett in 2003. He has since helped establish the Coastal Management Group (a Rhode Island-based investment advisory firm), and the top-performing hedge fund in the United States (2006-2007).

"Business growth, free markets and more jobs are the way out of the recession," Mr. Riley stated. "There must be rules and regulations, but they must be rules that everyone must follow. Growth is the answer."

He also called for simplifying the tax code, which will provide "some certainty so businesses can plan a few years ahead," and for preservation of the home mortgage interest deduction.

Asked how one person among 435 members of the House of Representatives can make a difference, Mr. Riley pointed out that he could make as much difference as any other member. He also pointed out, along with the two other Republican candidates who addressed directors that evening, that the GOP is projected to maintain control of the House after the November elections, and that Rhode Island will have greater influence if its representatives belong to the majority party.

Mr. Riley's opponent, Congressman Langevin, also spoke to directors, pointing out the need to close Rhode Island's "skills gap" with better career and technical education.

"The housing industry has a huge impact on the economy. Each new home built creates three jobs," he stated.

Congressman Langevin, first elected in 2001, also promised to work for preservation of the home mortgage

RIKB seeks project manager

RI Kitchen & Bath Inc. (RIKB) is looking for a full-time project manager.

This person will be responsible for all aspects of multiple remodeling projects. He or she also will work with vendors and specialty contractors on product procurement and scheduling.

The candidate must have initiative, a sense of urgency, good communication and computer skills, and must have a basic understanding of kitchen and bathroom remodeling. Contact Phyllis Iacona, director of office operations at RIKB, Phyllis@rikb.com.



interest deduction, now threatened in Congress but considered crucial to new home sales. He also vowed to encourage Rhode Island job growth by working to keep Virginia Class submarine construction at North Kingstown-based General Dynamics Electric Boat.

In response to questions, Congressman Langevin defended his vote for the Patient Protection and Affordable Care Act ("Obamacare").

The final speaker of the evening was Barry Hinckley, Republican candidate for U.S. Senate.

Mr. Hinckley is another self-made businessman. Starting out in his family's enterprise, Hinckley Yachts, he watched the family lose control of the company in the 1990s after the 1991 "luxury tax" drove away business. He later co-founded Bullhorn Software, which now employs 150 people.

"No matter how slow the economy may be, we have one thing that China and Europe don't: the American spirit," Mr. Hinckley said. "In this election, we have a choice between government interference that creates obstacles for business, or policies that remove obstacles to business."

He warned that the poor business climate and lack of jobs are making

people Rhode Island's biggest export.

"We must create an atmosphere in which business can thrive in Rhode Island and throughout the country. I don't want to export my kids."

Mr. Hinckley drew nods from around the room as he recalled the many times that representatives from various regulatory agencies had visited his business.

"Not once did they ask, 'How can we help your business grow?'"

In Washington, he said he would work for a simpler and easier-to-understand tax code, a business-friendly regulatory environment, tort reform, educational reform, and the repeal of "Obamacare."

Mr. Hinckley vowed to exercise as much influence as possible at the State House to encourage a more business-friendly climate in Rhode Island and a "regionally competitive tax code."

First District Congressman David Cicilline and his challenger in the September 11th Democratic Primary, RIBA member Anthony Gemma, were unable to attend because of a previously scheduled debate.

Two other RIBA members are running for office. *Related story on page 14.*

The election takes place on November 6th.



WORKING...from page 21

Island on or after July 9, 2010, you are not eligible for the free Lead Safe Renovation Contractor Licensing Waiver in Massachusetts. You will be required to apply for a new license at a cost of \$375 for a term of five years.

However, if you were a Certified Lead Hazard Control Firm in Rhode Island before that, you can get a Lead-Safe Renovation Contractor Licensing Waiver, and won't have to pay for a Massachusetts lead license.

More information is available at www.mass.gov.dos.

This information may be subject to change without notice.



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