

## FEATURED PRODUCTS AND SERVICES FOR OCTOBER

*Centerspread*

### Annual Meeting set for Oct. 1

Members are invited to attend the Rhode Island Builders Association's Annual Meeting at Wannamoisett Country Club.

*Page 7*

### Health Insurance session scheduled

Blue Cross/Blue Shield representatives will be at RIBA headquarters on October 7<sup>th</sup> to answer your questions as we approach renewal time.

*Page 4*

### 'Boot Camps' continue at RIBA

The series of five FREE workshops with Shawn McCadden continues at RIBA in October. Members and non-members are welcome.

*Pages 3 and 4*

### RI Code Books

Rhode Island 2013 Code Books are now on sale to members at RIBA headquarters.

*Page 2*

### RIBA honored

The National Association of Home Builders has honored RIBA with its award for the highest increase in member retention for 2012-2013.

*Page 5*

## Making progress...



Visiting the home that the Rhode Island Builders Association's charity, Builders Helping Heroes (BHH), is constructing for the Dubois family in Burrillville, on August 26<sup>th</sup> are, from left, Kayla Dubois, BHH President Robert J. Baldwin, wounded Marine Cpl. Kevin Dubois, Project Supervisor David A. Caldwell Jr., Homes For Our Troops President Major General (Retired) Timothy P. McHale, Congressman James R. Langevin and Richard Salley of Preferred Plumbing/Heating. See page 6.

## Inclusionary zoning has done little for affordable housing, planners say

By Paul F. Eno *Editor*

Inclusionary Zoning has not been a success in Rhode Island, either for developers or for communities trying to meet the state's affordable-housing mandate.

That seems to be the consensus not only among developers and economists, as we saw in the article and interview in the September *Rhode Island Builder Report*, but among municipal planners as well.

"We haven't made any appreciable progress toward our affordable-housing goal because of inclusionary zoning," stated East Greenwich Planning Director Lisa Bourbonnais. "It's a unit or two. It isn't doing anything about our percentage."

East Greenwich's "affordable" housing stock is currently at 4.5 percent, she said. Rhode Island's Comprehensive Housing Production and Rehabilitation Act, which sets the 10 percent mandate, has been in place since 2004.

See more on inclusionary zoning...page 24

see AFFORDABLE...page 25

## From the Board of Directors

# Warwick brings in online permitting; new Home Show features unveiled

By Paul F. Eno *Editor*

Developments in Warwick, the 2014 Home Show, proposed bylaw changes, the annual business plan, and a look at the budget and legislative agenda for 2014 made for a busy meeting on September 3<sup>rd</sup> as the Rhode Island Builders Association's Board of Directors returned from its summer recess.

Warwick Mayor Scott Avedisian addressed the board, announcing that building permits in his city would be able to be applied for and followed online, as of the end of September.

"The online permitting system will include submission to all the necessary town departments. It will be a one-stop system," Mr. Avedisian said. "Applicants will be sent a checklist that will include all the steps they need to know in the permitting process."

Members of RIBA are being asked to test the new system, he added.

The mayor also noted that, in the past 20 years, some 240 Warwick homes had been removed to make way for expansion at T.F. Green State Airport.

"These would be considered affordable and starter homes. We're making a serious effort to find areas where residential infill development can take place," he stated.

## **2014 Home Show**

Home Show producer Robert D. Yoffe of Yoffe Exposition Services Inc. was on hand to report on some advances for 2014. These include "The Ultimate Backyard," a feature to accompany the show's model home, and a state-sponsored "Energy Expo."

With the Home Show still six months away, exhibit space is already 85 percent committed, according to Mr. Yoffe, who said he will provide monthly updates to the board.

## **Bylaw changes**

Past President Robert J. Baldwin offered two bylaw changes.

One officially establishes an annual business plan for the association, along with a process for evaluating it and using the information to create the business plan for the following year. RIBA has used an annual business plan since 2011. The second proposed change sets up a Finance Committee and outlines its composition and duties.

Board members approved both changes for presentation to the general membership at the RIBA Annual Meeting, to be held at the Quidnessett Country Club, North Kingstown, on October 1<sup>st</sup>. *See pages 4 and 7.*

## **RIBA Business Plan**

Executive Director John Marcantonio presented his 10-point, eight-page RIBA business plan for 2013-2014. The 10 points include policies and action on: membership, the Home Show, insurance and healthcare, political action and public affairs, "green" building, RIBA administration and operations, land use, the Dept. of Environmental Management and the Coastal Resources Management Council, legal affairs, and education.

The board also reviewed the association's 2013-2014 budget and the legisla-



Warwick Mayor Scott Avedisian

tive priorities for the 2014 session of the General Assembly. The board also approved the leadership slate for 2013-2014 as proposed by the Nominating Committee. *See page 7.*

## **Code Books on sale at RIBA office**

Rhode Island 2013 Code Books are now on sale to members at Rhode Island Builders Association headquarters, 450 Veterans Memorial Pkwy., #301, East Providence 02914. Code Books for members are \$98 plus tax if purchased on-site, \$105 plus tax if they are mailed.

For more information, contact Elizabeth Carpenter at (401) 438-7400 or [ecarpenter@ribuilders.org](mailto:ecarpenter@ribuilders.org).

## **DEADLINES FOR THE NEXT ISSUE**

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

# **Friday, OCTOBER 4**

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

# RIBA welcomes our new members and thanks their sponsors!

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For membership information, visit [www.RIBUILDERS.org](http://www.RIBUILDERS.org) or call (401) 438-7400

## Free Contractor Boot Camps continue at RIBA in October

By Paul F. Eno *Editor*

The second and third in the series of five free “Contractor Boot Camps,” led by industry expert Shawn McCadden, will take place in October 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 of five workshops.

These 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.

“These workshops are very valuable for any contractor, and they might cost several hundred dollars if it weren’t for the generous supplier members who are sponsoring them,” commented RIBA Executive Director John Marcantonio.

The October Boot Camps are:

- **Estimating Workshop: Know What You’re Selling Before You Sell It**, October 3<sup>rd</sup>, sponsored by **Riverhead Building Supply, Andersen Windows and JamesHardie Products**. See page 8.

- **Financial Workshop: Small Business Finances and Profit Strategies for Non-Accountants**, October 10<sup>th</sup>, sponsored by **Coventry Lumber Inc., Andersen Windows and LP SmartSide Trim & Siding**. See page 8.

The first workshop was to take place on September 26<sup>th</sup> and was entitled Marketing Boot Camp: Targeting the Right Customers, sponsored by **United Builders Supply Co., Inc.; Andersen Windows and Tyvek Parksites**.

The final two workshops will take place in November:

- **Sales Workshop: Smart Selling for Tough Times**, November 7<sup>th</sup>, sponsored by **Douglas Lumber, Kitchens & Home Center**.

- **Production Workshop: You Sold It, Now You Need to Build It**, November 14<sup>th</sup>, sponsored by **National Building Products, Andersen Windows, Reliable Truss and Components Inc.**

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

THE RHODE ISLAND

**builder** report



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since 1951

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## LOOKING AHEAD!

♦**October 1: RIBA Annual Meeting** - Quidnessett Country Club, 950 N Quidnessett Rd North Kingstown, RI 02852. 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, logon to RIBUILDERS.org, and click on this event under the "Events Calendar" or contact Elizabeth Carpenter at [ecarpenter@ribuilders.org](mailto:ecarpenter@ribuilders.org), (401) 438-7400. *Details on page 7.*

♦**October 3: Shawn McCadden Estimating Workshop: Know What You're Selling Before You Sell It** - 4:30 to 7 p.m., RIBA headquarters, 450 Veterans Memorial Parkway, #301, East Providence 02914. 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](mailto:smccarthy@ribuilders.org), (401) 438-7400. *Details on page 8.*

♦**October 7: Health Insurance Informational Session** - 4-6 p.m., RIBA headquarters, East Providence. Blue Cross representatives will be on hand to review all of your health insurance options for the upcoming renewal. Because RIBA's health insurance program renews in November, the Affordable Care Act will not affect our group until November 2014, but the affects of the law will be reviewed in order to keep everyone informed. Open to anyone interested in RIBA's health insurance program as well as those currently enrolled. Registration deadline is October 6<sup>th</sup>. To register, logon to RIBUILDERS.org, and click on this event under the "Events Calendar" or contact Sheila McCarthy at [smccarthy@ribuilders.org](mailto:smccarthy@ribuilders.org), or (401) 438-7400.

**October 8-12: National Association of Home Builders Fall Board Meeting** - Broadmoor Resort, Colorado Springs, Colorado. Open to all members and spouses. *Details at [www.NAHB.org](http://www.NAHB.org), click on "Education and Events."*

♦**October 8: 8-Hour Lead Safe Remodeler Renovator Course** - 8 a.m. to 4:30 p.m. at RIBA headquarters. This course is required for all contractors working in pre-1978 buildings. Cost: Members \$150, non-members \$195. To register, logon to RIBUILDERS.org, and click on this event under the "Events Calendar" or contact Sheila McCarthy at [smccarthy@ribuilders.org](mailto:smccarthy@ribuilders.org), or (401) 438-7400.

♦**October 10: Shawn McCadden Workshop: Small Business Finances and Profit Strategies for Non-Accountants** - 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](mailto:smccarthy@ribuilders.org), or (401) 438-7400. *Details on page 8.*

**October 17: "The True Cost of Your Employee" Seminar** - 5 p.m., RIBA headquarters, East Providence. With Douglas Kendall of Ovation Payroll.

♦**November 7: Shawn McCadden Sales Workshop-Smart Selling for Tough Times** - 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](mailto:smccarthy@ribuilders.org), or (401) 438-7400. *Information on page 3.*

♦**November 14: Shawn McCadden Production Workshop-You Sold It Now You Need to Build It** - 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](mailto:smccarthy@ribuilders.org) or (401) 438-7400. *Information on page 3.*

♦**December 10: 8-Hour Lead Safe Remodeler Renovator Course** - 8 a.m. to 4:30 p.m. at RIBA headquarters. This course is required for all contractors working in pre-1978 buildings. Cost: Members \$150, non-members \$195. To register, logon to RIBUILDERS.org, and click on this event under the "Events Calendar" or contact Sheila McCarthy at [smccarthy@ribuilders.org](mailto:smccarthy@ribuilders.org), or (401) 438-7400.

**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**

## Hard work has paid off

This year certainly is winding down quickly. Maybe that's because time flies when you're busy, which has certainly been the case for the Rhode Island Builders Association. And that activity has brought some major progress in 2013.

My congratulations to our Board of Directors and our committees for the hard work that has provided us with the rewards we have seen this year! A series of successes at the State House during the legislative session, ever-expanding member benefits, and great attendance at our educational and networking events are only a few.

Our charity, Builders Helping Heroes, partnering with Home For Our Troops, is building a house in Burrillville to donate to a wounded Marine and his wife. The project is speeding along, spearheaded by Bob Baldwin and Dave Caldwell Jr. And many thanks to the generous donors who have made it possible. *See page 6.*

The tremendous energy of our young executive director, John Marcantonio, has been a great factor in what I can only call a renaissance. John has come up with new programs and ideas, has energized and streamlined our staff, and has personally reached out to current, new and potential members to get them involved.


Thanks to the recruiting and retention efforts spearheaded by John and our Membership Committee, co-chaired by Cheryl Boyd and Lou Cotoia of Arnold Lumber Co., RIBA has won the National Association of Home Builders award for the highest increase in retention for 2012-2013.

John is also serving on the board of Building Homes Rhode Island, the state panel that decides how funds for the 2012 Housing Bond are distributed.

John is now in his third year as executive director. Time certainly flies when you're being successful!

Of course, none of these great happenings will touch you if you aren't a member of RIBA, or if you are a member and sit on the sidelines. Join a committee! Help with our legislative advocacy program. Take advantage of our events to improve yourself and your business through education.

Speaking of education, there's a great series of Contractor Boot Camps on basic business topics going on at RIBA right now, and it's free. *See pages 3 and 8.*

So take the plunge and get involved with your trade association. What's good for RIBA is good for you and your business! 



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# Builders Helping Heroes



## Donors of Labor and Materials to the Dubois Project as of Press Time

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## Langevin visits Harrisville jobsite



*The Dubois home is rapidly taking shape. At right, Builders Helping Heroes President Robert J. Baldwin points out some interior features to Congressman James R. Langevin on August 26<sup>th</sup>.*

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

In a rare and poignant sight, their wheelchairs side by side, America's first quadriplegic congressman shook hands and conversed with a wounded Marine Corps veteran of the Afghan War.

It was August 26<sup>th</sup> and the scene was the Burrillville site where Homes for Our Troops (HFOT) and Builders Helping Heroes (BHH) have partnered to build a specially adapted house for Cpl. Kevin Dubois, who lost both his legs in Afghanistan in 2011 while on his second tour of duty there.

BHH is the Rhode Island Builders Association's charity.

Congressman James R. Langevin (D-2<sup>nd</sup> District, Rhode Island) toured the rapidly rising home, now framed and roofed, with Cpl. Dubois; his wife, Kayla; RIBA Executive Director John Marcantonio; BHH President Robert J. Baldwin, Project Supervisor David A. Caldwell Jr.; HFOT's president, Army Maj. Gen. (Retired) Timothy P. McHale; and RIBA member Richard Salley of Preferred Plumbing/Heating, who is donating plumbing services to the project.

At the back of the house, Mr. Baldwin, who arranged for all the preliminary site work, pointed out the waterline trench, wellhead and some nearby boulders.

"It took two and a half days, two dump trucks and three tri-axes to move the rocks we ran into while digging the foundation. Those boulders over there are the ones that were too big to move offsite. The Dubois family can have a heck of a rock garden!" Mr. Baldwin joked.

*see HEROES...page 23*

## Carlone team heads RIBA slate

**WHEN:** Tuesday, October 1<sup>st</sup>, with networking beginning at 5:30 p.m., dinner at 6, followed by the business meeting

**WHERE:** Quidnessett Country Club, 950 N. Quidnessett Rd., North Kingstown 02852

**COST:** \$15 for dinner

**DEADLINE TO REGISTER:** ?

**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](mailto:ecarpenter@ribuilders.org) or (401) 438-7400.

Members are urged to attend the Rhode Island Builders Association's Annual Meeting, which will include networking, dinner, the election and installation of officers and directors, awards and recognitions, and consideration of two important bylaw changes.

The Nominating Committee, headed by Immediate Past President Robert J. Baldwin, has proposed a second term for President Felix A. Carlone, Vice President Roland J. Fiore, Secretary David A. Caldwell Jr. and Treasurer Steven Gianlorenzo. The committee announced the proposed slate at the Board of Directors meeting on September 3<sup>rd</sup>. It was unanimously accepted and will be voted upon by the general membership at the Annual Meeting.

Nominated for election as local directors with terms expiring in 2016 are David C. Baud of Baud Builders Inc., Caroline Calcagni of Alfred Calcagni & Son Inc., Joseph Casale of Joe Casale Engineering Inc., Robert E. DeBlois Jr. of DeBlois Building Co., William J. Geddes of Geddes Builders, 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 National Association of Home Builders 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, 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 state directors, with terms to expire in 2014, are John E. Anderson of Insurance Reconstruction Services/Tech Builders, and 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.

For information on RIBA membership, joining a committee or serving in a leadership position in the association, call (401) 438-7400 or visit [www.RIBUILDERS.org](http://www.RIBUILDERS.org).



## Proposed bylaw changes

Here are the proposed changes to the bylaws of the Rhode Island Builders Association, to be voted on by the general membership at the Annual Meeting, to be held at Quidnessett Country Club, North Kingstown, on Tuesday, October 1<sup>st</sup>.

### 1) Amendment to Article V (Finance)

Section 2: The President shall call a meeting of the committee chairs in July of each year to review the previous fiscal year's business plan. This meeting shall be followed by a meeting of the President, committee chairs and Executive Director in the next month of August to establish objectives for the upcoming fiscal year. The Executive Director will utilize these objectives as a basis for creating the upcoming year's business plan. After creating the business plan, the Executive Director will submit it to the Executive Committee for its review, including modifications, if any, and recommendation to the Board of Directors for approval. The Board of Directors must approve of the business plan before it can be implemented. Approval of the Board of Directors shall require a simple majority vote in favor of said plan.

### 2) Amendment to Article XI (Committees)

Section 4: Finance Committee. The Finance Committee is charged with the responsibility of both reviewing all financial matters of the Rhode Island Builders Association and verbally reporting its findings to the Executive Committee. The Finance Committee shall consist of the Treasurer and three (3) members of the Rhode Island Builders Association who shall be appointed by the President with the prior approval of the Executive Committee. The Finance Committee shall meet a minimum of once per quarter.

If you have questions on either of these bylaw changes, contact Executive Director John Marcantonio at (401) 4387400 or [jmarcantonio@ribuilders.org](mailto:jmarcantonio@ribuilders.org).



# Series of free workshops at RIBA with Shawn McCadden continue in October

## *Estimating on the agenda October 3*

WHEN: Thursday, October 3<sup>rd</sup>, 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  
DEADLINE TO REGISTER: September 27<sup>th</sup>  
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.

"Estimating Workshop: Know What You're Selling Before You Sell It" will be industry expert Shawn McCadden's subject during this second in the series of five free business-basics workshops this fall, hosted by RIBA and offered jointly by Andersen Corp. and sponsoring supplier members.

RIBA thanks **Riverhead Building Supply, Andersen Windows and JamesHardie Products** for sponsoring this event.

By completing this class you will learn:

- About the many benefits of strategic estimating,
- Strategies for managing allowances and protecting your margins on final selections and change orders,
- How your estimating method can help you create project payment schedules that improve your cash flow and give your customers confidence about making payments,

This event is approved for two hours of Massachusetts CSL continuing education credits in the business practices category.

## *Finances are October 10 topic*

WHEN: Thursday, October 10<sup>th</sup>, 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  
DEADLINE TO REGISTER: ?  
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.

"Small Business Finances and Profit Strategies for Non-Accountants" will be Shawn McCadden's subject in his third workshop at RIBA.

RIBA thanks **Coventry Lumber Inc., Andersen Windows and LP SmartSide Trim & Siding**. Learn:

- The markup your business needs to use when pricing projects to ensure your ability to cover project and overhead expenses and maintain planned net profit,

- How to determine your company's gross profit margin requirement and breakeven point and how to use both to track your company's profitability,

- How sales volume and gross profit margins are interdependent and what you can do if one or both are falling short as you do business,

- The difference between cash and accrual accounting, and which one to use for your business,

- How to use a variety of options for better managing cash flow

- Several options and strategies for smart business growth and how business growth can affect your bottom line,

- Important considerations and available options for making growth happen,

Join us for refreshments and an opportunity to network after the workshop.

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.

## Learn what your employees really cost: October 17

WHEN: Thursday, October 17<sup>th</sup>, 5 p.m.  
WHERE: RIBA headquarters, 450 Veterans Memorial Pkwy., East Providence  
COST: Free

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

Join Douglas Kendall of Heartland Ovation Payroll Services for an overview of employee costs and solutions.

Understanding and accurately calculating the true cost of your employees is a critical component for labor-intensive businesses. This seminar will walk you through all factors in employee cost as well as the labor laws and rules behind them. Learn more about Social Security and Medicare taxes, state and federal unemployment insurance, health and benefits calculations, and workers' compensation insurance. Also learn about the unemployment system, its uses and abuses, overtime and hours-worked calculations, hourly employee pay frequency, and more.





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### Member Profile: Anne Poirier of Beauchemin Lumber

# She built lumber-trade know-how from the ground up!

By Paul F. Eno *Editor*

Just as homes are built from the ground up, so was Anne Poirier's knowledge of the lumber trade.

"I sort of fell into the family business. My father (Richard J. Beauchemin Sr.) needed someone to work at the lumber yard. I was 22 and just married," Anne recalls. "Why don't you come and work for me?" he said. So I did, and I learned the lumber business from the ground up."

Today, Anne is president and co-owner (with her brother Steve), of that family business, Beauchemin Lumber in Woonsocket.

"My father was a great teacher, a man who had been here forever. He taught me all about wood, molding and everything people need to build houses. Before that, I had no idea about any of it!"

Anne, who grew up with three brothers, is a Woonsocket native and a graduate of the former St. Clare High School, an all-girl seat of learning in that northern Rhode Island city. Beauchemin Lumber was founded by her grandfather, Alcee Beauchemin, in 1949.

"His sons had been away, serving in World War II and afterward, and my grandfather wanted them to have something to come home to. He had worked at Milot Brothers Lumber & Building Supplies on Social Street in Woonsocket, right across the street from where Beauchemin Lumber began and where it still is today," Anne explains.

Originally called A.H. Beauchemin & Sons, the company was later sold to her father, and it continues as a family business. Anne's brother, Richard Beauchemin Jr., worked in the business also, but passed away on August 2<sup>nd</sup>.

"Even though we've always been at the same location, we expanded in the 1970s," Anne says.

Beauchemin Lumber is strictly a supplier, she emphasizes.

"We don't do contracting. We don't like to compete with our customers," she says. "At the same time, we sell everything they need to build a house. But don't get into appliances or kitchens."

How has the role of running a building supply company treated her?

"Being a woman has its plusses. As long as you know what

you're talking about, that's all the customers care about. In dealing with some men who can get crabby, they don't seem to do that when I'm waiting on them."

Beauchemin Lumber serves customers within a roughly 20-mile radius.

"We sometimes get as far as South County, but it's generally northern Rhode Island and nearby Massachusetts."

Beauchemin Lumber joined the Rhode Island Builders Association in 2008.

"We like the exposure, and we use the health insurance plans. I like the way (Executive Director) John Marcantonio is reaching out to members to get them more involved. I was impressed when he stopped by to talk with me recently," Anne states.

She also appreciates RIBA's legislative advocacy, and lets her staff know about the association's educational offerings.

"The best part of our job is the great relationship we have with our customers. Many of our contractors are like our own extended family, and I've known some of them for over 35 years. We've shared many laughs and also tears over the years. We do our best to live up to their expectations of us. Their loyalty is much appreciated!"



Anne Poirier

## Scituate Lumber sets October Customer Appreciation Night

WHEN: Thursday, October 3<sup>rd</sup>, 4 to 8 p.m.

WHERE: Scituate Lumber, 622 Danielson Pike, Scituate

COST: Free

FOR MORE INFORMATION: Call (401) 647-2988

### **Beauchemin Lumber**

**Owners:** Ann Poirier and Stephen Beauchemin

**RIBA member since:** 2008

**Focus:** Lumber and building supplies

**Serves:** Rhode Island and nearby Massachusetts

**Founded:** 1949

**Based:** Woonsocket, Rhode Island

Join Gordon Brayton and the folks at Scituate Lumber for their 2<sup>nd</sup> Annual Customer Appreciation Night! Many vendors will display their new products. Attendees can stop by and tour the newly expanded showroom, featuring Marvin and Integrity windows and doors. Food and beverage will be on hand, and many prizes will be given away.



# Gregory A. Fiske, 57



Gregory A. Fiske

Gregory A. Fiske, president of Anchor Insulation Co., Inc., for many years, died peacefully on September 1<sup>st</sup> surrounded by his family. He was 57.

Son of the founder of Anchor Insulation, Mr. Fiske was a retired U.S. Navy commander. Born in Providence, he lived in Barrington for 52 years. Mr. Fiske and Anchor Insulation were great supporters of the Rhode Island Builders Association and have been sponsors at many RIBA events, especially the Annual Outing and Clambake. The insulation-toss competition at the Outing was Mr. Fiske's idea. His company supplied the bale of insulation and, at the 2009 Outing, Mr. Fiske made the first toss in the first competition.

In addition, Mr. Fiske was past president

of the Association of Facility Engineers Rhody Chapter 63. He belonged to the Board of Directors of the East Providence Chamber of Commerce and the Board of Directors of the National Insulation Contractors Exchange. He enjoyed golfing, gardening, making homemade wine and beekeeping.

Along with Terrie, his wife of 28 years, he leaves his mother, Elenore; three sons, Tyler, Jordan and Connor; a daughter, Haley; two brothers, Jerry, now president of Anchor Insulation, and Eric; and a sister, Kimberly S. Whyte. He also leaves two grandchildren, Lilya Fiske and Eleanor Fiske, and several nieces and nephews.

Mr. Fiske's funeral service took place on Saturday September 7<sup>th</sup>, at the Barrington Baptist Church. Burial with military honors followed at Forest Chapel Cemetery, Barrington. Contributions in Mr. Fiske's memory may be made to the Wounded Warrior Project, P.O. Box 758517, Topeka, Kansas 66675.

# Narragansett remodel grabs national spotlight for Davitt

"A bigger, brighter beach house" was the result when Davitt Design Build Inc. recently turned a boxy Narragansett summer cottage into an elegant, two-story, 2,400 square-foot home.

So striking is the before-and-after difference that *American Builders Quarterly* featured the project in its July/August/September issue.

Headed by longtime Rhode Island Builders Association member Matthew O. Davitt, Davitt Design Build is a 31-year-old, 18-person architectural construction firm based in West Kingston.

The finished house has light-gray wooden siding on the exterior, and the roofs and eaves are finished with a crown molding that recalls antiquity and elegance.

There are porthole windows under the gables in line with colonial and nautical styles, but they also bring in natural light to help create a warm and welcoming living space.

"It looks like a completely new home," said Mr. Davitt.

"The house in place before was a one-story, flat-roof structure, and we had to work within that existing footprint in order to keep it a remodel."

Dealing with tough codes, including those of the Coastal Resources Management Council (CRMC), wasn't easy, he indicated.

"There are a lot of regulatory issues with living on the coast," Mr. Davitt added. "These include setback issues, vegetation issues, runoff issues, and understanding how to navigate the clients through this complicated process. The application is intimidating; it's the size of a small phone book."

To find out more about the company and the Narragansett project, and to see the photos, visit [www.facebook.com/DavittDesignBuild](http://www.facebook.com/DavittDesignBuild).

# Reconstruction begins at historic Arnold Lumber facility

Re-construction began over the Labor Day weekend at Arnold Lumber's Main Street Branch in Wakefield, with a projected completion date of late October 2013, the company's marketing director, Cheryl Boyd, has announced.

The work will remove the circa-1970s storefront and restore the original brick facade. Wakefield is the commercial center of South Kingstown and a showpiece of 18<sup>th</sup> and 19<sup>th</sup> century architecture. The original store at the Arnold Lumber site at 297 Main St. was established in the late 1860s as a hardware and farm implements store.



**This photo of the building that today houses Arnold Lumber Company's Wakefield Branch was taken circa 1900.**

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## Ever thought of running for office?



**Steven Carlino**

Maybe you worked for a political candidate when you were a kid, sliding flyers under people's windshields. Perhaps you've been inspired (or uninspired) by a particular state representative or town council member. When listening to a certain official speak, have you ever said, "She's got that issued nailed!" or "He's living in dreamland!"

Maybe you should take all that one step further and run for office yourself!

Don't think you can do it? Remember that President Harry S. Truman started out as a clothing salesman. President Jimmy Carter was a peanut farmer. Presidents George Washington and Abraham Lincoln both worked as land surveyors.

So why not a home builder or remodeler? Okay, maybe you won't run for president, but why not your city or town council? Ed Ladouceur of the Stormtite Co. and co-chair of this Legislative Committee was elected to the Warwick City Council in 2012.

Frank Lombardo III of Frank Lombardo & Sons serves as a state senator from Johnston.

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Many people in public office just don't get this. We need people in office who do.

You don't have to run for office to serve. Just keep your eyes open in your city or town and you'll see that positions often open up on volunteer boards and commissions, such as your local zoning or planning board. We need people who know our industry

see *LEGISLATIVE...* page 25



**Ed Ladouceur**

## RIBA's Legislative Committee

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

**Edgar N. Ladouceur, Co-Chairman**  
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\*See your local code official for requirements in your area. \*\*Visit [andersenwindows.com/warranty](http://andersenwindows.com/warranty) for details on the A-Series limited warranty. †Hardware is excluded.  
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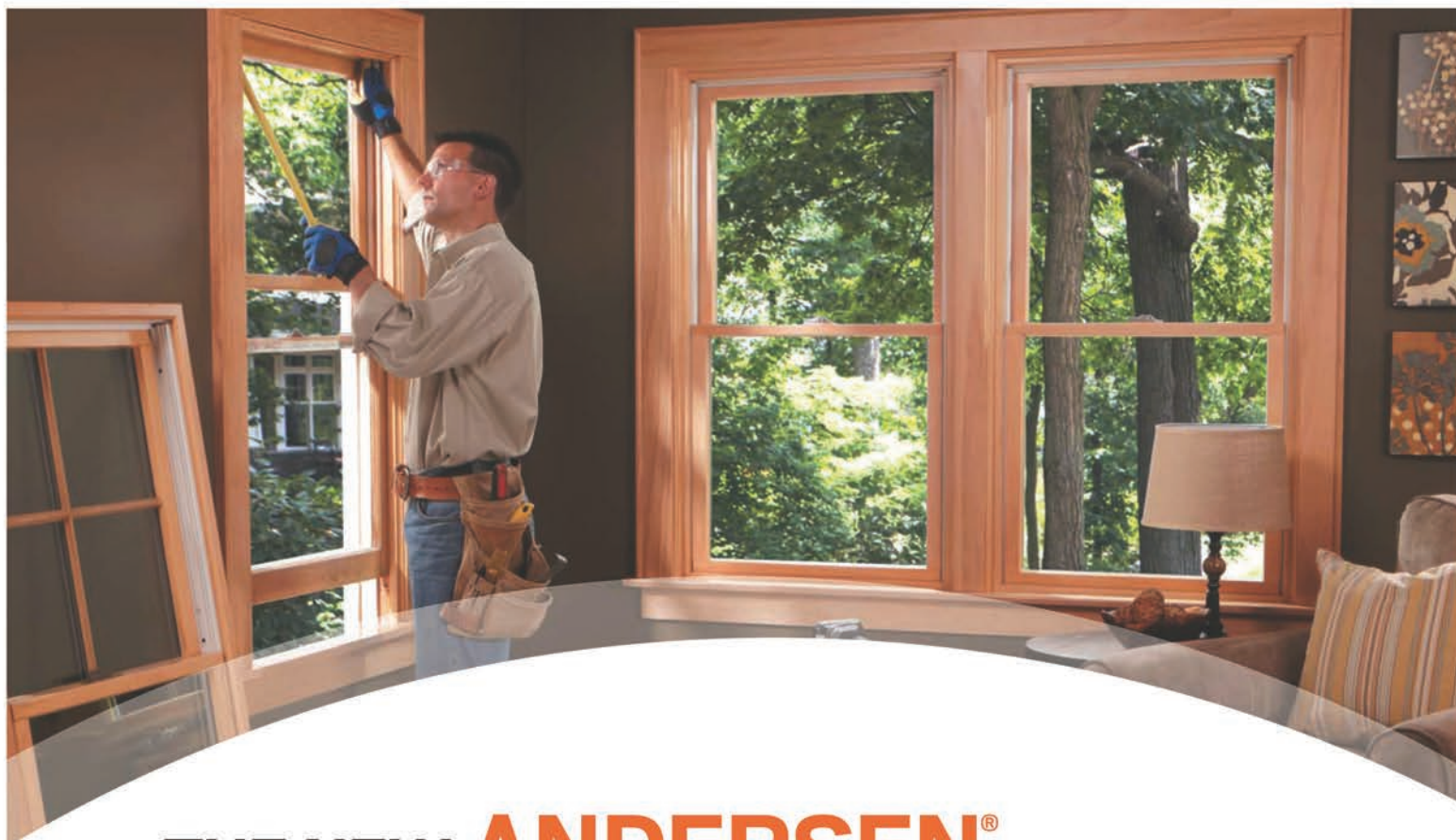
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# RIBA doubts persist on Coastal SAMP

Environmental Committee says there still are not enough facts behind the state's project to identify sea-level rise and regulate accordingly.

By Paul F. Eno *Editor*

Doubts persist in the minds of the Rhode Island Builders Association's environmental watchdogs as the Coastal Resources Management Council (CRMC) advances the agenda for tougher building codes in the state's coastal flood zones.

Springboard for this regulatory effort is the Shoreline Change Special Area Management Plan, more commonly known as the Beach SAMP or Coastal SAMP. The mission statement from CRMC is: "The Beach SAMP is bringing state, federal, municipal, academic and private-sector interests together to create a state management plan with solid, practical guidance for communities adapting to short-term and long-term shoreline change."

It includes studies by University of Rhode Island (URI) researchers about how the state's coastal areas have changed and are likely to change in a sea-level rise scenario. From there, the hope is to draft policies and regulations that will help ensure the sustainability of coastal buildings and infrastructure through 2100.

Representing RIBA as a stakeholder in meetings on the Beach SAMP are Environmental Committee Co-Chairmen Thomas E. D'Angelo of The Terry Lane Corp. and Timothy A. Stasiunas of The Stasiunas Companies, along with RIBA Executive Director John Marcantonio.

"They are looking for input and support for the Beach SAMP, but they didn't provide any facts or data to support that idea," Mr. Stasiunas stated after a meeting with key Beach SAMP representatives at RIBA headquarters on August 28<sup>th</sup>.

"They are looking for a way for us to support it to our members and the public at large. We tried to convey issues of cost, height restrictions, and funding, such as low-interest loans and grants for property owners."

RIBA's representatives have made it clear that "non-biased" supporting information on the projected coastal scenario is needed before the association can support the Beach SAMP effort, according to Mr. Stasiunas.

"These folks are trying to pave the way for CRMC, as they did not make a great impression the first time (CRMC Executive Director Grover Fugate) made his presentation to the RIBA Board of Directors (on May 6, 2008)."

CRMC Policy Analyst James Boyd emphasizes that the Beach SAMP is just getting under way.

"We're looking at shoreline erosion rates, inundation from storms and the future impact that will likely occur to public infra-



Thomas E. D'Angelo and Timothy A. Stasiunas  
Co-Chairmen, RIBA Environmental Committee

structure, residential and commercial structures, and looking at what we can recommend for the future for building standards, relocating structures or fortifying some areas, and beach nourishment. It will be a whole host of issues. But the decisions and policies will be science-based," Mr. Boyd told *The Rhode Island Builder Report*.

Mr. Fugate said that the Beach SAMP will be a three- to four-year project.

"The one-foot freeboard requirement (for new homes in coastal flood zones) is already in place. We haven't set a time frame for revised regulations based on the Beach

SAMP," Mr. Fugate said.

"We want to get the best science. We're looking around the country and the world to see what the best management practices are."

For details, visit [www.BEACHSAMP.org](http://www.BEACHSAMP.org) and see the interview with Mr. Fugate and Mr. Boyd on the next page.

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## A conversation with...

# Grover Fugate and James Boyd

## Rhode Island Coastal Resources Management Council

*As executive director of the Coastal Resources Management Council for nearly 28 years, **Grover Fugate** oversees the development of all policies and programs for Rhode Island's coastal program. He is project manager for CRMC's new Shoreline Change Special Area Management Plan (SAMP), which is looking at the effect of climate change on the state's coastal areas. Mr. Fugate has won several professional awards. He is active in*

*regional planning and environmental initiatives, is the author of articles on coastal and natural-resources management, and is adjunct faculty at the University of Rhode Island. Before joining CRMC, Mr. Fugate was director of shore zone management for the Dept. of Development of the Canadian Province of Newfoundland and Labrador.*

***James Boyd** is a coastal policy analyst for CRMC. He is a senior project advisor on the Shoreline Change SAMP. Mr. Boyd holds a graduate degree in natural resources science from the University of Rhode Island. Previously, he worked for the State of Vermont Environmental Board, the New England Onsite Wastewater Training Program at the University of Rhode Island (URI), and as a water quality specialist for the Rhode Island Dept. of Environmental Management (DEM).*

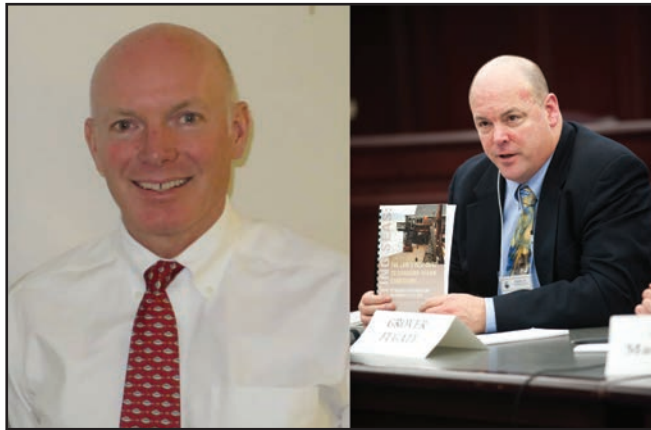
### **THE BUILDER: How do we know that current building codes in Rhode Island's coastal zones are inadequate?**

**FUGATE:** There are several ways to answer that. All the evidence right now shows that conditions are changing, and they're changing rapidly. If the erosion rates, the sea-level rise and, as a result, storm surges are elevated at projected levels, conditions will change to the point where we need to start planning for it.

When you consider residential structures within that timeframe, we want to be sure that these structures are resilient enough to survive these storms.

**BOYD:** Nationally, building codes are based on the flood-insurance rate maps that the Federal Emergency Management Agency (FEMA) puts out. There are base flood elevations on those maps that every community uses to establish the minimum elevation requirements for structures in flood-hazard areas.

It's important to understand, though, that these maps are based



James Boyd and Grover Fugate

on a snapshot in time. They don't account for sea-level rise or erosion, and certainly this was shown during Hurricane Sandy in New Jersey and New York. The flooding far exceeded what was projected on the FEMA maps. They exceeded the base flood elevations by several feet in some areas. Clearly the current standards aren't keeping up with changing environmental conditions.

### **THE BUILDER: How serious do you anticipate that these future storms will get?**

**FUGATE:** Right now, indications are that the intensity of storms will increase. How much is anybody's guess. Potentially, the frequency of storms will increase as well. Hurricanes are essentially Earth's air-conditioning system. So as the planet warms, one would expect that the "air conditioner" will be turned up.

FEMA is now saying that the Hurricane of 1938 was an outlier, a harbinger of things to come. Still, they're looking at the past, not what's about to occur, so there are issues with their statistical models. FEMA Region 1 (New England) apparently uses an old model, and that's complicating the issue for us.

If we look at the south shore, the wave attack and the frontal erosion FEMA expects, it's only about 850 cubic yards of material (from the dune areas). They expect the dunes to remain. But in Rhode Island, our dunes get taken out by moderate storms. So in Sandy, we had a small storm surge of five feet, and our dunes were gone.

Take a 1938-level event, and a storm surge of 17-19 feet, and the dunes are gone in the first few hours. We don't have dunes like the ones that show up in the FEMA model. So they, in fact, underestimate the damage.

### **THE BUILDER: Compared with older structures, how did those built to current standards endure Sandy?**

**BOYD:** We can point out what happened in New Jersey. Even many homes built after 1992 were damaged.

Here in Rhode Island, one example is the Browning cottages at Cards Pond in Mutunuck. They were relocated in 1998 because of erosion, and elevated to the flood plain requirements at that time. Even then, those three cottages were substantially damaged

*see INTERVIEW...page 22*



CAT metso Genie Challenger   SULLAIR. 

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## INTERVIEW...from page 20

by Sandy. In addition, a number of elevated homes in Westerly, presumably built to code, were also damaged by Sandy. As Grover mentioned, we only had a five-foot storm surge there. The failure could be improper piling-depth penetration exacerbated by erosion. So here we have Sandy not even being a 100-year event, according to the models, and still causing major damage.

**FUGATE:** The newer homes obviously perform much better than the older homes. In the case of the Browning cottages, the foundation type they used wasn't really appropriate for that location. A little further west on the same property is a house with a pile-supported foundation, and that performed very well during the storm.

**THE BUILDER:** Proposed regulations raise the "freeboard" of new homes in designated coastal areas. Are all the costs of this increased freeboard being considered?

**FUGATE:** If it's done properly, we would not expect that much of an increased cost. We wouldn't expect the need for roof redesigns or mechanical equipment not being able to fit in attics anymore. What we hope for is that the whole house envelope will move with the increased elevation. For instance, Westerly allows for three feet of freeboard, but doesn't require a roof redesign (to accommodate the height requirement). That three feet floats with the structural envelope. That's the smart way to do it.

*(Westerly's standard dimensional regulations measure building heights from the base flood elevation on the FEMA maps. In the town's High Density Residential Flood Hazard Overlay District, heights are measured from one foot above the base flood elevation. Editor.)*

We are looking at the costs, but more importantly, we're looking at the survivability of these structures. When you incorporate that three feet of freeboard, you increase the survivability. I can show you pictures from Hurricane Rita in Texas, with structures that had the three feet of freeboard. Every home around them was taken out, but they were still standing.

On the matter of cost, members of the Rhode Island Builders Association should look at the Biggert-Waters Flood Insurance Reform Act of 2012. For homeowners who incorporate that three feet of freeboard, their insurance rates drop dramatically.

**THE BUILDER:** With newer houses required to be so much higher than older ones, would the latter damage the newer houses in a disaster scenario?

**FUGATE:** Yes, that's obvious.

**THE BUILDER:** In the long term, planning wise, would you suggest that coastal homes that are destroyed in storms not be replaced?

**FUGATE:** Some people have actually suggested that rebuilding not be permitting in V zones.

*(These are "velocity" coastal areas with a 1 percent or greater chance of flooding and an additional hazard associated with storm waves. Editor.)*

There's a substantial amount of shoreline in these zones, however, including the Newport waterfront. The way we look at it is, if a house is substantially damaged or even taken out, we look at the lot itself and whether it can sustain continued redevelopment. It's on a case-by-case basis. We're not in favor of banning development. We want to be sure that it's built properly in the first place.

**BOYD:** With some of the shoreline homes that were damaged in Charlestown and Westerly, the homeowners moved them farther from the water and elevated them when rebuilding.

**FUGATE:** That was required in Charlestown if the house had been substantially damaged. There wasn't one house denied a building permit there.

**THE BUILDER:** Should homes that are blocks from the ocean have the same requirements as waterfront homes?

**FUGATE:** It depends on the way they're built and the flood heights generated there. Generally, the waterfront homes are higher because that's where the wave envelope is highest. As you move inland, those wave heights diminish, so the surge envelope diminishes. As a result, building heights can diminish too.

**BOYD:** It's really a function of where the particular house or lot is located within the mapped flood-hazard area. The elevation zones in those areas determine how high the structure has to be.

**THE BUILDER:** What timeline are we looking at for all this anticipated sea-level rise?

*see INTERVIEW...next page*

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## INTERVIEW...from previous page

**FUGATE:** The date everyone has adopted for planning and design purposes is 2100. We're looking at design life, not only for homes but for infrastructure like bridges and roads, sewage-treatment plants and those types of structures.

**BOYD:** Any builder will tell you that they're not building a house to last only 10 or 20 years, they're building to last a lifetime. We're looking at sea-level rise scenarios of well over a foot by 2050, which isn't that far away in terms of the life of a mortgage, for example. Even if you build to one foot of freeboard, today's standard, you'll be at risk by 2050.

**FUGATE:** In Rhode Island, it's not just sea-level rise, which is what Beach SAMP (nickname for the Shoreline Change Special Area Management Plan) focuses on.

Our south shore and Block Island have already lost considerable shoreline. Since 1929, for example, the South Kingstown Town Beach has lost over 250 feet of beach. The shoreline is moving back rapidly and, as sea-level rise accelerates, that erosion will move even more quickly.

## HEROES...from page 6

Congressman Langevin was clearly impressed.

"This is an inspiring example of the construction community coming together to provide what's needed for one of our wounded heroes," he said.

Members and non-members alike have generously contributed labor and materials throughout the project, and they continue to do so. Most recently, these include:

- **Bob's Concrete Cutting** donated concrete coring and demolition of the considerable ledge at the site.
- **C-Side Excavation:** Owner Jay Chirnside contributed site work.
- **Chris Electric:** Owner Christopher Kalil is donating electrical work.
- **Davenport Construction Inc.:** Owner Jeffrey P. Davenport is donating the drywall and labor.
- **J&J Electric Inc.:** Gerald J. McGraw is donating electrical work.
- **Lorensen Well & Pump** donated the well.
- **Overhead Door Garage Headquarters:** Owner Scott Grace is donating the garage doors and the installation.
- **Standish Brothers HVAC LLC** is donating portions of the HVAC work.
- **Vinyl Concepts Inc.:** Owner Christian Sweet is donating materials and labor for the vinyl siding.

Members may follow the progress of the project through monthly updates in *The Rhode Island Builder Report* and online at [www.BUILDERSHELPINGHEROES.org](http://www.BUILDERSHELPINGHEROES.org).

To find out more about donating time or materials, please visit [www.BUILDERSHELPINGHEROES.org](http://www.BUILDERSHELPINGHEROES.org), contact Mr. Baldwin at [bob@rbhomesinc.com](mailto:bob@rbhomesinc.com) or (401) 255-6546, or Mr. Caldwell at [dave.caldwell@caldwellandjohnson.com](mailto:dave.caldwell@caldwellandjohnson.com) or (401) 885-1770.

Cash donations can be made by visiting [www.HOMESFOROURTROOPS.org/dubois](http://www.HOMESFOROURTROOPS.org/dubois).

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## What is affordable housing?

According to the U.S. Dept. of Housing and Urban Development (HUD), the generally accepted definition of affordability is for a household to spend no more than 30 percent of its annual income on housing. Families who pay more than 30 percent for housing are considered “cost-burdened” and could have difficulty affording necessities such as food, clothing, transportation and medical care.

The affordability standard is set locally, based on a community’s median income.

HUD estimates that 12 million renter and homeowner households now pay more than 50 percent of their annual incomes for housing, and a family with one full-time worker earning the minimum wage cannot afford the market-rate rent for a

two-bedroom apartment anywhere in the United States.

In the residential construction community, the terms “affordable” and “workforce” housing are generally used interchangeably.

### *In Rhode Island...*

The Rhode Island Comprehensive Housing Production and Rehabilitation Act of 2004 and the Rhode Island Low and Moderate Income Housing Act (Rhode Island General Laws 45-53) generally require that 10 percent of each municipality’s housing stock be “affordable” rental or sale housing. Twenty nine of the state’s 39 municipalities are covered by the law. Ten are exempt because their percentage of afford-

able housing already meets or exceeds 10 percent.

The exempt communities are Central Falls, Cranston, East Providence, Newport, North Providence, Pawtucket, Providence, Warwick, West Warwick and Woonsocket.

“Affordable” units are “restricted”: They must remain affordable for a minimum of 30 years.

## Some towns with IZ are going backward on affordable housing

In a strange twist for towns trying to achieve the 10 percent affordable-housing goal set by the state’s Comprehensive Housing Production and Rehabilitation Act of 2004, some communities with inclusionary zoning are actually going backward.

Richmond is one.

“Despite our efforts, our percentage of affordable housing is going down,” commented Town Planner Denise Stetson. “When I took the job in 2006, there were something like 65 units. Now we’re down to 50, largely because of group-home beds. These are actually considered affordable housing units, but with the state cutting its social services, the number of these beds is decreasing.”

South Kingstown has been having the same problem.

The situation is even odder in North Smithfield, which had actually reached its 10 percent goal – or so town officials thought.

“We were over 10 percent, but then the (2010) federal census figures came in. It turns out that in 2000 they undercounted population and dwelling units. We expected to have about 380 more dwelling units, but we wound up with about 800 more,” said Town Planner Robert Ericson.

As a result, all the numbers were skewed, knocking the town back to roughly 8.3 percent affordable housing.

	Median Home Price	Your-Round Housing Units	Long-Term Affordable Housing Units	Subject to 10% Mandate?	Inclusionary Zoning	Units Needed to Meet 10% Mandate
BARRINGTON	\$369,250	6,268	160	YES	YES	467
BRISTOL	\$260,000	9,015	532	YES	YES	370
BURRILLVILLE	\$181,250	6,189	538	YES	YES	81
CENTRAL FALLS	\$76,001	7,473	859	NO	NO	0
CHARLESTOWN	\$308,750	3,494	69	YES	NO	280
COVENTRY	\$169,000	14,082	691	YES	NO	717
CRANSTON	\$172,900	32,935	1,781	NO	NO	1,513
CUMBERLAND	\$233,250	13,738	796	YES	YES	578
EAST GREENWICH	\$423,000	5,342	231	YES	YES	303
EAST PROVIDENCE	\$169,450	21,363	2,320	NO	NO	0
EXETER	\$322,500	2,453	54	YES	YES	191
FOSTER	\$225,000	1,760	41	YES	NO	135
GLOUCESTER	\$180,000	3,848	82	YES	NO	303
HOPKINTON	\$220,000	3,370	222	YES	YES	115
JAMESTOWN	\$450,000	2,529	103	YES	YES	150
JOHNSTON	\$155,000	12,381	1,007	YES	YES	231
LINCOLN	\$222,500	9,015	604	YES	YES	298
LITTLE COMPTON	\$507,500	1,615	9	YES	YES	153
MIDDLETOWN	\$310,000	6,874	567	YES	NO	120
NARRAGANSETT	\$355,000	7,156	250	YES	YES	466
NEWPORT	\$352,500	11,655	1,992	NO	NO	0
NEW SHOREHAM	\$970,000	555	56	YES	NO	0
NORTH KINGSTOWN	\$280,000	10,953	753	YES	YES	342
NORTH PROVIDENCE	\$156,300	15,317	1,055	NO	NO	477
NORTH SMITHFIELD	\$228,500	5,047	371	YES	YES	134
PAWTUCKET	\$129,950	31,979	2,758	NO	NO	440
PORTSMOUTH	\$321,250	7,412	209	YES	NO	532
RICHMOND	\$230,000	2,911	55	YES	YES	236
SCITUATE	\$248,000	4,102	39	YES	NO	371
SMITHFIELD	\$215,000	7,845	396	YES	NO	389
SOUTH KINGSTOWN	\$280,000	10,900	562	YES	YES	528
TIVERTON	\$207,000	7,138	361	YES	YES	353
WARREN	\$225,000	5,031	219	YES	NO	284
WARWICK	\$155,000	37,244	1,983	NO	NO	1,741
WESTERLY	\$275,000	10,430	555	YES	YES	488
WEST GREENWICH	\$236,000	2,334	34	YES	NO	199
WEST WARWICK	\$150,023	13,813	1,119	NO	NO	262
WOONSOCKET	\$133,125	19,168	3,027	NO	NO	0

\*NUMBERS ARE FROM 2012, THE MOST RECENT YEAR FOR WHICH DATA WERE AVAILABLE. THIS INFORMATION IS SUBJECT TO CHANGE WITHOUT NOTICE.

SOURCES: HOUSINGWORKS RI AND THE RHODE ISLAND DIVISION OF STATEWIDE PLANNING



## **AFFORDABLE**...from page 1

"Inclusionary zoning is a tough issue," Ms. Bourbonnais continued. "In a better economy, it might have helped us."

She agreed with every other local planner contacted by this magazine: Developers much prefer the comprehensive permitting process to inclusionary zoning because it allows them to build affordable units where they, not the town, want to build them, increasing the chance of a profit.

Comprehensive (sometimes called expedited) permitting can fast-track approval when a subdivision application includes affordable units. Applications are handled through the state Housing Resources Commission.

"We've had a lot more luck with comprehensive permitting," Ms. Bourbonnais said. "We've had a couple of good comprehensive-permit applications. One was approved and built, one has master-plan approval and will probably yield a dozen affordable units for us as part of a larger development. Comprehensive permitting yields bigger numbers, and they're more marketable."

These developments provide a better income mix and are more palatable to the buyer, according to Ms. Bourbonnais.

Denise Stetson took up her post as Richmond's town planner in fall 2006 and has not had a new major subdivision proposed since then. The town adopted its inclusionary zoning rules in 2008.

"I understand the principle behind inclusionary zoning, but I don't think it necessarily creates units where they should be. Especially in a rural community like Richmond, with long driving distances, many private roads, and no public transportation to speak of, I question whether developments would even be appropriate for low- or moderate-income people," Ms. Stetson said.

She said she would much rather have the state allow municipalities to set a "fee-in-lieu" as an alternative to affordable units under inclusionary zoning.

"In general, though, I think the comprehensive permits are a much better avenue all-around. As a matter of fact, we do have comprehensive permits approved (from 2006 or before), but these haven't been

built yet. So we should have 40 or 50 units in the pipeline, but they don't count yet."

Hopkinton has yet to apply its inclusionary zoning ordinance, which was adopted in September 2010.

"We haven't exactly had an abundance of subdivision activity in town, meaning six lots or more," said Town Planner James Lamphere. "But those that have come through have used comprehensive permitting, and that trumps inclusionary zoning. That seems to be the option of choice for builders."

Those wanting to build subdivisions in Hopkinton, and doing so under comprehensive permitting, are asking for much higher density bonuses than would be allowed under inclusionary zoning, according to Mr. Lamphere.

"So why would a builder want to monkey around with inclusionary zoning?" he asked.

Chris Hannifan, executive director of the Housing Network of Rhode Island, blamed the economy, at least partially, for the ineffectiveness of inclusionary zoning.

"When inclusionary zoning was brought in, I think many communities were trying to do the right thing. They brought in these ordinances in the mid-2000s, when the market was booming. It was a way for affordable units to get built," Ms. Hannifan said.

The Housing Network of Rhode Island, a member of the Rhode Island Builders Association, is made up of 20 non-profit development companies, including the Blackstone Valley Community Action

Program, CommunityWorks RI, and the two Rhode Island chapters of Habitat for Humanity.

"Since the market slowed, there hasn't been a great deal of building at all in Rhode Island. I will say that I have had a few more calls this year from for-profit developers who are starting to build again," Ms. Hannifan reported.

She doesn't feel, as many builders do, that inclusionary zoning projects appeal more to non-profit developers.

"The non-profits are going to build affordable housing anyway. That's their mission."

Regarding for-profit developers who report having trouble selling affordable units built under inclusionary zoning, Ms. Hannifan feels that the economy is the primary culprit.

"In many communities, (the rent or cost of) units can go to 120 percent of median income. That's difficult for selling," she said. "Because of the housing market in Rhode Island, the prices for those affordable units aren't that far away from market-rate units. So why would someone who could afford a market-rate unit buy an affordable unit that has the (30-year) restriction on it?"

To find out more about inclusionary zoning in Rhode Island, visit [www.PLANNING.ri.gov/documents/comp/Handbook on Developing Inclusionary Zoning.pdf](http://www.PLANNING.ri.gov/documents/comp/Handbook on Developing Inclusionary Zoning.pdf). For more information about comprehensive permitting, visit [www.PLANNING.ri.gov/community/policyplanning/expeditedpermit.php](http://www.PLANNING.ri.gov/community/policyplanning/expeditedpermit.php).

## **LEGISLATIVE**...from page 12

on those boards too.

To find out more about running for office or serving on a state or municipal board, contact John Marcantonio, the Rhode Island Builders Association's executive director, at (401) 438-7400 or [jmarcantonio@ribuilders.org](mailto:jmarcantonio@ribuilders.org).

## **What are your concerns?**

Whether you run for office or not, if you have a state or local concern that you feel deserves legislative attention, now is the time to speak up. RIBA is now preparing for the 2014 session of the General Assembly, and we need to hear from you.


What problems do you face on the state level or in a particular community? Are you losing money because an important project is held up by regulatory red tape or just plain foot-dragging by regulators? Is there a troubling regulatory trend or proposal in your community?

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# **Annual Meeting and Election of Officers of the Rhode Island Builders Association**

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***Details on page 7***