

INSIDE:	
Member News	2
Education Corner	3
Eye on the Economy with David Crowe	4

Just Say "Yes"	5
HBA of Connecticut News	6
Building Briefs	7
Calendar of Events	8



President's Message



Hi Everyone,

All of us Board Members and Staff alike want to thank you for your membership and involvement during the past year. 2009 was a tough year for many and yet, you are very much here and building

strength as we ring in 2010. As I focus my attention on the year ahead, I am certain of one thing "We Can – You, the membership and our extraordinary organization BAEC – "Can, and Will, Do It!"

Now, more than ever, we value our members that help sustain our association. Many times in this column, I have noted the power we have as a group when we work together to help our industry. This has been effective in the presence the CT Home Builders Association has had at the State Capitol, before legislators. We shine through in our high profile activities as we will again in the Home Show that will be held in January.

There's also the "We Can Do It" spirit in the things we do just for ourselves. Primary among these is our offering of education programs, where members help members learn the skills that help their businesses succeed. In our pro-

fession we need to stay informed as to the trends that our clients are being made aware of. Sometimes what you learn at a BAEC seminar can make the difference between whether you stay in business or not.

This can-do attitude extends to our national building association as well. Your BAEC membership means that you also belong to the National Association of Home Builders. The NAHB is a grouping of over 150,000 members. As a part of this larger group, you can get further educational opportunities and professional designations, practical publications, personalized business help and more. The NAHB is a force to be reckoned with.

By working together through our Trade associations, there's plenty in it for all of us. We really can do it. To find out more, visit www.baec.net, HBACT.org and www.nahb.org.

I want to take this opportunity to extend warmest wishes to you, and your families for success, good health, and happiness in the New Year.

To our great prosperity,

Denise Nott
Nutmeg Building & Remodeling LLC
BAEC President

Connecticut Home Sales Surge Almost 75 Percent in November

Increase In Monthly Transactions Largest Since 1989

The Warren Group
Sales of single-family homes in Connecticut jumped 74.3 percent in November from a year earlier, posting the biggest increase in monthly home sales year-over-year in two decades, according to The Warren Group, publisher of *The Commercial Record*.

"This is certainly good news for the housing market in Connecticut. Single-family home sales have increased four out of the last five months. The jump in sales can be credited to the home-buyer tax credit and a stabilizing economy," said Timothy M. Warren Jr., CEO of The Warren Group. "It may be too soon to say we're totally out of the woods, but it's definitely a positive trend."

Single-family home sales increased to 2,702 in November from 1,550 in November 2008. This

was the most home sales for the month of November since 2005. Year-to-date home sales are down 3.8 percent to 22,202 from 23,074 last year.

Sales activity jumped most in Fairfield, New London and Tolland counties in November. In Fairfield County, sales rose 91.9 percent, while in New London County, sales shot up 89.2 percent. Sales also swelled by 87.1 percent in Tolland County in November.

The median price for single-family homes in November dropped slightly to \$235,678 from \$238,750 - a 1.3 percent decrease. This represents the smallest percentage decline so far this year, with prices falling by double-digits in almost every other month of 2009. The year-to-date median selling price has plummeted 10.6 percent to \$241,500 from \$270,000.



New Members Welcome!

Dino R. Tudisca of Exterior Solutions LLC
PO Box 207, 53 Scott Hill Road
Bozrah, CT 06334

(P & F) 860.859.0739 (C) 860.608.1842
exterior@sbcglobal.net

www.thehousedoktor.com

Sponsored by: **Bruno Hayn of Home Designs By Bruno**

Elliott Flom of Elliott Construction Inc.

20 Carriage Drive
Colchester, CT 06415

(P) 860.537.4037 (F) 860.537.0829

Sponsored by: **Bruno Hayn of Home Designs By Bruno**

Did you know that you earn SPIKE credits for every member you sponsor who joins and upon their renewals? Awards can be earned through NAHB, in addition to great perks such as access to NAHB's SPIKE party at NAHB's International Builders' Show!

Our apologies to Paul Stone!



Oops! We did it again!

Due to a clerical error, we almost left Paul out of 2010 Oath of Office Ceremonies on annual night, and we failed to include him in the board members listing in the last issue of the Straight Edge!

Paul Stone has been a loyal and hardworking member of our board of directors since 2004 and he also actively participates on our membership committee. He is a great ambassador for our association.

Thanks, Paul for your participation and a big thank you to Lombardi Inside/Out for sharing Paul's time and expertise with us!



Tickets!!

Be sure to contact BAEC2@aol.com to get your free passes to the 2010 Home and Better Living Show!

Saturday 10 AM–9 PM

Sunday 10 AM–5 PM

Start the New Year Right with



General Motors

- \$500 exclusive offer on most GM passenger cars, light-duty trucks, vans, SUVs.

Hewlett Packard

- Discounts: 9% notebooks, 5% printers/scanners, 7% handhelds, 12% workstations (faster processing power – ideal for graphics, blue-prints), 16% servers, 12% storage, 6% third party options (over 10,000 items), plus free ground shipping.
- To place your order call 1-888-202-4488 and mention pass code "NAHB"

FedEx Advantage Program & YRC Transportation

NAHB members can now save:

- Up to 29% on select FedEx Express® U.S. services
- Up to 25% on select FedEx Express international services
- Up to 20% on select FedEx Ground® services
- Up to 10% on select FedEx Home Delivery® services
- Up to 70% on FedEx Freight® and FedEx National LTLSM services

YRC (formerly Yellow and Roadway)

- Save at least 70% with YRC for your freight shipping needs.

Omaha Steaks

- Save 10% off all online promotions. This discount is in addition to any online specials.

Office Depot

- 10% off all delivery orders. Free shipping on orders of \$50 or more.
- Call 800.274.2753 and be sure to mention your NAHB membership.

Wyndham Hotel Group and Endless Vacation Rentals

- 10% off the best available rate at over 6,500 hotels, resorts, and over 60,000 rental properties worldwide. Mention ID 20090 at time of reservation. 877.670.7088.

FTD

- 15% discount at www.ftd.com/nahb or call 800.SENDFTD and mention code 17421.

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- Up to 20% off on rental cars and FREE Gold Club membership. Use CDP# 51046

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- 15% off payroll processing and selected human resource services setup fees.
- Call 800.729.2439 or visit www.paychex.com. Mention code 5685

Solveras Payment Solutions

- Web/mobile tools, credit card and eCheck processing, check services and more. Free "Savings Analysis" offered to NAHB members by calling 800.613.0148.

Visit www.1800members.com/nahb to start saving now. If you have additional questions, please call 1-800-MEMBERS (1.800.636.2377, 8 a.m.–6 p.m. EST, M-F) to speak to a dedicated member representative.



Education Corner

A Big Thanks to **Chace Building Supply** in Woodstock and **General Woodcraft** in New London for hosting our first set of EPA Lead Safety Workshops.

We are seeking hosts for additional trainings to be held on March 4 and 11. Please call the BAEC office if you have classroom and work space for 15–20 people!



Save these dates. Remember, as of **April 22, 2010**, EPA requires renovation firms working on pre-1978 to be trained and certified!!

Save the Date!

The Eastern Connecticut Chamber of Commerce, BAEC and ECAR will be co-sponsoring a

Construction Forecast Breakfast
Friday, Feb 19, 2010
7:45 am—9:00 am

Stay Tuned for Details!

Student Chapter News



Members of the Builders Association, parents and the general community enjoyed an afternoon with Scott Haney on January 8.

The Killingly High School BAEC Student Chapter sponsored his appearance to raise funds to help them get to the National Student Chapter Competition at the International Builders Show on January 16. The students will be competing in a design competition, Best Student Chapter competition, and the BAEC has nominated instructor Bonnie Beland as Outstanding Educator!

Good Luck Kids! We'll be Rooting for You!



A NAHB Designation says a lot about you. Professional designations offer excellent opportunities to improve your skills, advance your career, and be recognized for your commitment to professional growth. NAHB has the most targeted curriculum, accomplished teachers and widely respected education opportunities in the business. Start getting a designation now so you'll be ahead of the competition in the future.

BAEC is partnering with Three Rivers Community College and NAHB to offer the following Green Building Professional Designation Courses in 2010:

Green Building for Building Professionals

(Two Days): January 28 and 29, 9:00 am – 5:00 pm

Implementing cost-effective green building into your construction practices begins with up-front planning that examines the whole house and the building science behind it. In this two-day course, you will learn how to apply the ANSI-approved National Green Building Standard™ in the construction of a new home, remodel, site development or multifamily project. With a focus on flexibility and a sound knowledge base, the course provides the tools for a successful green project.

Cost: \$345 NAHB Members
 \$395 Nonmembers
 Includes textbooks, test scoring

Business Management for Building

Professionals February 3, 9:00 am – 5:00 pm

Learn the management skills that give industry leaders the edge. This course will give you a solid foundation in those best business practices so valuable to smaller businesses: planning, organizing, staffing/directing, and controlling. By using case studies and sample forms, your instructors give you practical and applicable tools for management success.

Cost: \$175 NAHB Members
 \$225 Nonmembers
 Includes textbooks, test scoring



Advanced Green Building Science

(Two Days): February 11 and 12, 9:00 am – 5:00 pm

This course instructs builders and remodelers on proper building science techniques for constructing and remodeling high-performance homes. The high performance ideal encompasses more than just energy efficiency, it's about potentially creating a more durable, environmentally responsible and sustainable living environment. By using case studies, NAHB and BuildingGreen, LLC have developed this course to provide builders and remodelers with the highest-level information available.

Cost: \$345 NAHB Members
 \$395 Nonmembers
 Includes textbooks, test scoring

Registration and Payment Due Prior to Class.
No Walk-ins. No refunds for No-shows

Eye on the Economy: A Happier New Year for Housing, But...



By David Crowe
NAHB Chief Economist

This year promises to be a happier one for both the economy and housing. More pain from a battered and bruised U.S. economy may lie ahead but the general trajectory has turned from down to up.

The worst is over, but the economy and housing in particular will remain subpar and unable to perform at normal, healthy levels.

Looking into our crystal ball for 2010, we see a long haul back to full health following a long, brutal recession. The national economy will continue to gain strength throughout the year, but at a slower pace than is characteristic for the early stages of recovery.

Real (inflation-adjusted) gross domestic product (GDP) is expected to grow about 3% in 2010, compared to essentially no growth (0.4%) in 2008 and negative growth (an estimated decline of 2.5%) for 2009.

While this year's relatively sluggish growth will be sufficient to produce gains in employment, the pre-recession employment peak won't be reached for some time and the unemployment rate will languish at an unacceptably high level.

Coming off an estimated modern historical low of 555,000 total starts in 2009, housing production should rebound by about 25% this year to just under 700,000 units, according to NAHB projections. There is certainly a measure of good news in this forecast, but it hardly represents a return to normalcy.

Based on demographics and other factors, an annual average of 1.8 million housing starts will be needed over the next 10 years and 2010 starts are not likely to provide even half of what is needed.

Improvements in residential construction this year will be largely concentrated in single-family construction. Builders successfully reduced their inventory of new single-family houses in 2009 to levels last seen in 1971 - for a population that has grown by 80% since that time.

NAHB is forecasting just over 600,000 single-family starts in 2010, up from an estimated 440,000 starts in 2009. In a normal market, we would be constructing 1.5 million single-family starts on average yearly.

Although multifamily housing activity should stabilize and improve by the end of 2010, it will be slower than in 2009, with starts declining from an estimated 112,000 last year to an even lower 87,000.

Difficulty in obtaining financing for condos and apartments remains a major stumbling block to new projects, followed closely by historically high vacancy rates that are expected to ease up by the second half of the year, though not by much.

Housing Data Continue to Be Uneven

Existing single-family home sales showed their third month of improvement in November, rising to a seasonally adjusted annual rate of 5.77 million. This was the highest monthly sales figure since the 5.87 million reported in April 2006.

However, since existing home sales are based on settlements that do not capture new contracts but rather reflect sales agreements from earlier months, many of the November sales resulted from pressure on buyers to close by the end of that month to qualify for the then expiring first-time home buyer tax credit. The tax credit has since been extended into 2010 and expanded to include repeat home buyers.

After this burst of activity, it was not surprising to see the National Association of Realtors® (NAR) Pending Home Sales index, which is based on the acceptance of new sales agreements for existing homes, fall 16% in November. Even so, the index was 15.5% higher than the same month a year earlier, a hopeful sign that housing has turned the corner and that the extension and expansion of the tax credit is having some early, positive effect.

Similarly, new home sales, which are based on signed contracts with a deposit, fell in November to a seasonally adjusted annual rate of 355,000, their lowest level since April 2009. That was down 11.3% from October's 400,000 and 9.0% below the 390,000 sales pace one year earlier.

Although the extended and expanded home buyer tax credit was signed into law early that month, potential buyers were under no immediate pressure to go out and purchase a new home since they had until April 30 to sign a contract and until June 30 to close in order to qualify for the tax credit. The reaction was also delayed when the 2009 home buyer credit was signed into law in mid-February. New home sales fell in March and rebounded in April, but were still below their February level. It wasn't until May that new home sales took a real leap upward, with the uptrend continuing into June and July.

With the revival of single-family residential construction, the Census Bureau's statistics on the value of construction put in place, which estimate the effects of on-going construction and include improvements, have risen over the past six months (June through November). However, the value was down 24% from a year earlier as a result of the slow crawl toward recovery in residential construction and lower average home values in 2009.

The value of multifamily construction put in place also slowed dramatically, falling in 13 of the last 14 months. In seven of those months, it fell by 5% or more. On a year-over-year basis (November 2008 to November 2009), it was down 45%.

Housing Prices Inch Upwards

The S&P/Case-Shiller 20-city price index has now risen for five months in a row (July through October). And although the measure is down 7.3% from October 2008, the year-over-year rate of decline has slowed in each of the past seven months (April through October).

Further, the year-over-year decline is no longer in the double digits that prevailed for more than a year and a half. The Federal Housing Finance Agency (FHFA) price index rose in the second and third quarters. As of the third quarter of 2009, it was down only 3.7% from the third quarter of 2008.

The first-time home buyer tax credit was instrumental in helping stop the free fall in house prices. The extended and expanded tax credit should prevent further dramatic declines in these prices, boosting the confidence of prospective buyers to re-enter the housing market. According to the S&P/Case-Shiller price index, house prices are back to around their fall 2003 levels.

In many states and metropolitan areas, home prices and inventories have settled back to their long-term trend levels or below. In these areas sustainable production levels are possible going forward. The only uncertainty remaining is consumer confidence. In locations where excess inventory remains, house prices will continue to be soft and further declines are possible.

The national house price indexes will be determined by the delicate balance between the excess-supply markets and the markets that have found their equilibrium. NAHB is forecasting flat house price movement on a national level through the second quarter of 2010.

Housing Still Faces Significant Headwinds

Although the economic outlook for housing in 2010 has brightened and the extended and expanded home buyer tax credit will provide a much needed boost, the housing market continues to face significant challenges that could slow or even derail the recovery.

The job market, though improving, remains weak; potential home buyers still need large downpayments and near stellar credit to obtain a reasonable mortgage; and builders continue to face difficulty in obtaining acquisition, development and construction (AD&C) loans and, in many cases, have been burdened with significant adverse changes to the terms of existing loans.

These difficulties have included reductions in the size of loans and lines of credit, demands for increased equity for outstanding loans and, in some cases, demands for full repayment of outstanding loans. It has not been uncommon for these increased requirements to transform a performing loan into a non-performing loan.

Inaccurate appraisals are also hindering a faster housing recovery. These occur when an appraiser (often from outside the area being appraised) uses sales from a dissimilar neighborhood as a comparison or uses a foreclosure or short sale as a comparison without proper adjustments for differences in the condition of the homes.

Foreclosures are yet another drag on numerous housing markets. Based on data from the Mortgage Bankers Association, in the third quarter of last year, the five states of Nevada, Florida, Arizona, California and Michigan accounted for almost half (48%) of all foreclosures started in the U.S. These same five states also had the highest rate of mortgages 90 days past due, which is generally a sign that most of them are headed to foreclosure.

Even with an improving economy and the home buyer tax credit, foreclosures will be fed by the weak employment market and are likely to continue to rise into the first part of 2010, especially in these areas.

Just Say "Yes"

By STEVE STRAUSS
Steve Strauss



Every interaction between an employee and the public is an opportunity -- for good or ill -- to make an impression. And if it's a bad impression, that lost opportunity will have real repercussions in the form of fewer sales down the road.

With 26 million small businesses out there, there is no shortage of other places where potential customers can, and will, take their business. Who wants to do business with a company that has rude employees or is difficult to work with?

And in this context, would you like to know the secret (or at least one secret) to long-term small business success? It is one simple word. It is a word that can move mountains and transform your business.

Yes.

"Can you stay open 10 minutes later so I can run down there and pick up a present?" Yes. "Could you give me an upgrade to a better room if one is available?" Yes. "Can I return these glasses I bought last month -- they don't fit right and I can't find the receipt." Yes.

Yes is positive. Yes opens doors, it doesn't close them. Yes creates goodwill. Yes engenders customer loyalty. Yes creates a culture of positivity.

Yes, Yes will probably cost you some money. Yes will be inconvenient sometimes. Yes will not always be the answer you want to give . . . but you should give it anyway.

Not to date myself too much, but I used to watch Gumby when I was a kid growing up. Gumby had his pony pal Pokey too, but he also had a friend named Nopey. No matter what you asked Nopey, his answer was "No!" "Want to go to the park Nopey?" "No!"

Too many employees end up as Nopeys. They use the word "No" to wield power, to feel important, and to bludgeon unsuspecting customers to their will.

The secret to success in business is to get rid of your Nopeys, to exterminate the culture that fosters the Nopey attitude, and to rid your small business of the Nopey mentality. Yes will take you much further.

Yes will make your staff happier, your workplace better, and your customers will come back for more.

Just say "Yes."

Steven D. Strauss is one of the country's leading small business experts. The senior USATODAY.com small business columnist, his latest book is the Small Business Bible. A lawyer, author, and public speaker, Steve speaks around the world about small business and entrepreneurship, including a recent visit to the United Nations.



HBA of Connecticut News

Do You Know Your State Legislators?

The State House of Representatives and State Senate will convene on Wednesday, February 3. This session will be focused on the state's budget problems, but legislators will also deal with many bills that could directly affect our industry. **So**, before, during and after this legislative session, contact your state senator and state representative. Share your concerns about the economic and regulatory climate in Connecticut and tell your legislators how the decisions they make at the Capitol will affect your business.

If you're not sure how to explain your concerns, use the single page **2009-2010 Issues List** found on the HBACT's home page: www.hbact.org. This list is a "cheat sheet" summarizing the biggest problems home builders are facing in Connecticut.

If you don't already know your state representative and your state senator, now is the time to find out their names and contact them. Go to www.hbact.org, click "Government Affairs" at the top of the page, then scroll down to "Find your Legislators." This will take you to the legislature's site where you can type in your street address to find your legislators. The site will provide an e-mail address and link to your legislator's web site and contact information.

Home Building Industry Day at the Capitol is March 31, 2010, so mark it on your calendar today and tell your legislators you will be there!

Are you on the HBACT's Honor Roll?

The HBACT posts an "Honor Roll of Certified Members" on its website. The Honor Roll lists all members who have earned professional designations and we refer consumers to the list when they call the office. To see the Honor Roll, visit the website: www.hbact.org, click on "Resources" at the top of the home page, then click "Honor Roll" on the pull down menu.

If you have a designation(s), please check the list to be sure your name is listed. When you earn a new designation from the NAHB, please e-mail Joanne Hoerrner, jhoerrner@hbact.org or call the office, 860-521-1905 to let us know. We do receive the information from NAHB, but notification can take several months, so call us to get your name on the list right away!

New! PROs ONLY Exclusive One Day Preview for the Trade at the 63rd Annual CT Home & Remodeling Show Friday, March 5, CT Convention Center, Hartford

The HBA of CT and the HBA of Hartford County are opening the doors to the home show exclusively for the statewide trade from noon to 5:00 on Friday, March 5. NAHB's Chief Economist David Crowe and others will speak on what's happening in the industry.

Talk to vendors -- pro to pro, check out product demonstrations, enter prize drawings, get discounts on business tools like contract forms customized for builders and remodelers and safety manuals. Advance registration is \$10, \$15 at the door. More information will follow soon, so save the date!

Join the HBACT Green Homes Council

The Council provides a forum for professionals in the residential building and remodeling industry in the state to learn about and share information on green building. Membership is available to all professionals in the residential construction and development industry and applications are available on the HBACT website.

Click the Build Green Connecticut logo on the HBACT website to get to a wealth of information on green building. In-

formation on new classes will be posted soon! For more information on the Green Homes Council, upcoming classes and other green news, contact George Rafael, AICP, Director of LGA and Member Services: grafael@hbact.org.



Visit www.HBACT.org

for up-to-the minute Information on what's happening at the state and local level!

BUILDING BRIEFS

Senate Health Care Bill Threatens Home Building Industry

In a rush to pass a massive health care overhaul before Christmas, Senate Democrats have included a last-minute provision targeting the construction industry that is certain to derail the fragile housing recovery and threaten the solvency of countless small home building firms.

In order to find the 60 votes needed to pass health care reform, a provision was slipped into the health care bill that unfairly targets small construction industry firms by mandating that they provide health insurance if they employ more than five workers. That is the same mandate required for big businesses. Meanwhile, all other small businesses – with the exception of the construction industry – would be exempt from providing mandatory health coverage if they

employ 50 workers or less.

This narrow provision is an unprecedented assault on the construction industry and unjustly targets an industry trying to keep its doors open during the worst housing downturn since the Great Depression," said NAHB Chairman Joe Robson, a home builder from Tulsa, Okla. "If this provision were to be enacted into law, it would prove to be catastrophic for the home building industry. In short, this is a true jobs killer. Thousands of small builder firms struggling to stay afloat could go under. We strongly urge the Senate to reconsider and pull this onerous provision that threatens the viability of small home builders across the nation."

Bipartisan Home Energy Efficiency Bill Introduced in House

With the strong backing of NAHB, Reps. Dave Reichert (R-Wash.), Ron Kind (D-Wash.), Earl Blumenauer (D-Ore.), Geoff Davis (R-Ky.), Tom Perriello (D-Va.) and Chris Lee (R-N.Y.) have introduced H.R. 4226, the Expanding Building Efficiency Incentives Act of 2009. NAHB worked closely with the lawmakers as they crafted the comprehensive package of energy efficiency tax incentives designed to reduce energy costs for families and businesses, promote innovation and conservation and create future energy jobs.

The bill contains five key tax incentives for energy-efficient building:

New Energy Efficient Home Tax Credit (45L). The amount of the credit is increased to \$5,000; internal components of a house, in addition to the building envelope, are eligible for reaching the 50% above-code threshold; the credit is allowed to be claimed against the Alternative Minimum Tax and it is extended to Dec. 31, 2015.

Deduction for Energy-Efficient Commercial Buildings (179D).

The amount of the deduction is increased from \$1.80 per square foot to \$3.00 per square foot; it is allowed to be used for the construction of energy-efficient condo units in buildings four stories or more above grade and the deduction is extended until Dec. 31, 2015.

Residential Property Energy Credit (25C). Installation costs, which are currently disqualified, would be allowable for the credit amount; the lifetime cap on the credit would be increased from \$1,500 to \$5,000 and it would be extended to Dec. 31, 2015.

Home Energy Rating Credit (25E). A \$200 credit would be provided for the cost incurred for a home energy rating. **Home Performance Auditor Certification Credit (45R).** A \$500 credit for training to be certified to perform home energy ratings would be provided.

The bill expands on companion legislation introduced in the Senate by Sens. Olympia Snowe (R-Maine) and Jeff Bingaman (D-N.M.).

Builders Find That Smaller Homes Are Selling Well These Days

Smaller new homes are turning into a bright spot for some home builders. KB Home's smaller model helped it achieve a 62% increase in year-over-year orders in the third quarter. The trend is being driven partly by the fact that more customers are first-time buyers who have less to spend. Nearly 80% of KB Home's customers are buying a home for the first time. At Pulte Homes, its most popular designs today are 100 to 200 square feet less than the most popular plans in 2005-2006. So the lower-priced homes don't seem bare-bones to buyers, open floor plans and 9-foot ceilings provide a sense of roominess. Fireplaces are an option.

To hold down costs, Corian is a standard for kitchen counters instead of granite. Appliances are standard models instead of

pricier stainless steel. Luxury builder Toll Bros. says demand is down across the board, and not just for larger homes. Company officials say they, too, see an increased interest in smaller homes but believe that home buyers will someday return to wanting larger properties. Smaller homes, they say, reflect a down economy and tighter credit rather than an appetite for less space. "We see the demand for smaller homes, but it's not as though there's huge demand for smaller homes but no demand for larger homes," says Kira McCarron, a Toll Bros. spokeswoman. "There is still a demand for luxury homes."

WE'RE ON THE WEB!
WWW.BAEC.NET

**HAPPY
NEW
YEAR!!**

"Be always at war with
your vices, at peace with
your neighbors, and let
each new year find you a
better man."

~Benjamin Franklin



Builders Association of Eastern Connecticut Inc.
20 Hartford Road, Suite 18, Salem, CT 06420
Phone: 860.859.3518 / Fax: 860.859.1713
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Copies PLUS...more

has brought color to the BAEC world of news!

***BAEC is the recognized source of quality building services and information.
We build neighborhoods and improve the communities in which we live and work.***

After Hours Appetizer Night

**After a successful home show we
want you to just relax, unwind
and spend some time with your
association friends.**



**Wednesday,
January 27, 2010
Bella Fiore Restaurant
543 West Thames Str.
Norwich, CT 06360
5:30 PM**



\$20.— BAEC Members / \$25.— Billings & non-members

**Call 860.859.3518 for
more information!**

Calendar of Events

JANUARY 2010

Tues	19th-		NAHB IBS Show
Fri	22nd		Las Vegas, Nevada
Sat	23rd-	10AM-9PM	Home Show
Sun	24th	10AM-5PM	Mohegan Sun Arena, Uncasville, CT
Wed	27th	5:30 PM	BAEC Membership Mtg. Bella Fiore Restaurant Norwich

February 2010

Tues	2nd	6:00 PM	BAEC Board Meeting
Wed	3rd	9AM—5PM	Business Management For Building Professionals TRCC, Norwich, CT
Thur & Fri.	11 & 12	9AM-5PM	Advanced Green Building Science TRCC, Norwich, CT
Wed	24th	5:30 PM	BAEC Membership Mtg.

**For more information visit our
calendar at www.BAEC.net**