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President's Message



Hi Everyone,

During these times many among us are finding it necessary to redirect, redefine and otherwise reinvent both ourselves and our businesses to achieve the necessary criteria for success; and, to maintain the stamina it takes

to sustain and thrive in the current economy and its marketplace. We are being challenged to dig deep into our reservoirs of experience; and, to open up to new ideas and innovative ways of thinking and acting.

For example, let's look back at our business beginnings. Perhaps you can remember where you were in your life when you decided to go into business for yourself? Had you just been laid off? Had you been given an opportunity you just couldn't refuse? Whatever the reason...you made a choice, took the leap and made the effort.

There is no shortcut to building a successful new business. As you know all too many new businesses don't succeed. One must have a vision or great idea, a practical business plan, competent workers, good strategies, some luck...and, especially **perseverance**. I'm reminded of the many different diet and exercise programs I've begun in my life. You know how it goes. You start the routine and the first two or three days are okay. At about the two week mark something shifts; the determination is not quite as strong. Then one day it rains. Missing one day doesn't seem like an issue, but one day turns into two, three and the next thing you know you're not working out any more.

What is true for an exercise program is also true for business! It may be necessary to recommit to your business and its daily requirements. Business needs **Fuel, Energy, Vitality!** "Put the pedal to the metal." You already have the business foundation in place, so you're already half-way home. Remember how you were when you began the business: Get your ducks in a row and flip the switch.

The momentum to keep going when the going gets tough requires more than just will power. You may need to forge a new muscle – **staying power**. Successful perseverance is the process of strengthening yourself so that you stand strong in the face of new events, uncertainty, even adversity; and come out a winner.

Do you remember the Purpose you had for doing what you're doing? Purpose is essentially the driving force or reason you do any-

thing. It has been said that if we have a big enough reason we can accomplish almost anything. On the flip side, without a reason, you will not have the focus or motivation to make it through even the smallest of tasks.

Take time out to reconnect or identify the purposes at the heart of your actions. Doing so will clear away emotional distractions and dead-end efforts. If the purpose for an action is not intentional it may be coming from random emotions - and when the emotions change, the purpose changes without you even realizing it.

Develop and Redesign Long Term Plans:

Changes in the general business climate require a fresh look forward for our own business. It is not enough to know how to do the various tasks related to your business. Once you have your goals firmly before you, you can look down the road and decide specifically what you'll need or want to do to end up where you'd like to be.

Set Both Short and Long Term Goals:

Goal setting is such an important aspect of business that most people read about it or attend seminars to learn how to do it more effectively. Regularly committing to and accomplishing our goals in the short term generates long term results.

Success is a Lifestyle: When it comes to our business, it is not enough to simply set it up and let it run. The development of the business emerges along with our own personal development. We have to identify all of the factors that make us personally more effective; and, then make the development of those things an ongoing part of life. The factors may include such things as: learning to control our emotions (we don't want to be tempted to quit the first time we get discouraged); maintaining our physical stamina (it is physically demanding to run a business); staying mentally sharp (new innovations are always happening); and keep our relationships in order (self, family, customers, distributors, etc.).

Personal and Professional Development:

The effort we put forth to make ourselves personally successful begins in our mind. It relates to the purpose, goals and planning that we do to become the kind of person who operates on a higher level, and, ultimately, our business will benefit and operate at a higher level as well.

To Our Great Prosperity!

Denise Nott
Nutmeg Building & Remodeling LLC
BAEC President

BAEC Awarded A National Housing Endowment Grant

The Builders Association of Eastern Connecticut has been awarded a grant from the National Housing Endowment Fund to produce a new section on its baec.net web site dedicated to educating the public and building industry professionals about building green.

In conjunction with the association's 2009 Green Showcase Home, Builder Jim Pepitone, CGP (Certified Green Professional), is offering classes during the construction process to showcase green technology and products. Videos of these classes, links to local green products and services used in the construction of the home, and other green resources will be included in the new section.

Interested in sponsoring this web page? Contact Renee Main, Executive Officer, at 859-3518 or at baec@aol.com!

Congratulations To.....

Chris Kowalski of E. Osterman Propane, on the birth of their son, Alexander James Kowalski, who came into the world on Mother's Day. Their daughter has her birth date on Father's Day. Great Planning!



Kevin Lathrop of K&N Electric, as he and Lindsey celebrated their nuptials on Saturday, June 6th.

100 Members in 1000 Days Membership Drive

Are You in the Running to Win The Kitty? Now at \$800!! Meow!



Our Membership Defenders challenge you to win the kitty by bringing in the most new members in 2009. Competition is pretty light right now! Make it interesting by joining these members in their recruitment efforts!

- Ed Colburn, All-Phase Building
- Bruno Hayn of Home Designs By Bruno (2)
- Scott Gladstone of Wireless Zone (2)
- Attila Keller of Ricon Homes,
- Kevin Lathrop of K&N Electric
- John Lombardi Jr of Lombardi Inside Out
- Matt Ostrowski, Creative Enclosures
- Jim Pepitone, Ark Contractors
- Mike Scarpa, Coastal Construction Management

**AND.....Sponsor our Drive by Donating an Auction Item to Raise the Kitty
You Too Can Be a Hero!**

The BAEC Membership Team
Frank Winkler **Paul Stone** *Kevin Lathrop*
Hepe Sheldon *Renee Main* *Kelly Whipple*



BAEC 2009 Green Showcase Home Update Greenbrier, Oakdale, CT

Builder: Jim Pepitone, Ark Contractors

Schedule of Events

Consumer Class	Building Green	
10:00-11:30 a.m.		Sat, July 11
BAEC Membership Green Expo and Past President Night		
5:30 - 8:30		Wed July 22
Free BBQ for Members, Product Demonstrations		
Consumer Class	Building Green	
10:00-11:30 a.m.		Sat, Aug 15
Consumer Class	Building Green	
10:00-11:30 a.m.		Sat, Sept 12
Showcase Home Open House Weekend Tours		
ECAR night		
5:30 - 7:30		Fri, Sept 25
Open to Public		
10:00 am - 4:00 pm		Sat, Sept 26
10:00 am - 4:00 pm		Sun, Sept 27
Chamber Business After Hours		
5:30 - 7:30 pm		Wed, Sept 30

Get Involved in this project to make the web page, these events and associated publicity work for you and your business! Visit www.baec.net to view coverage by WFSB, WTHN and area newspapers.

Showcase Ribbon Cutting Held June 3, 2009



(From left to right)
 Renee Main, BAEC Executive Officer, Tony Sheridan, Chamber of Commerce President, Montville Mayor Joe Jaskiewicz, Denise Nott, BAEC President, Chad Whitcomb, BAEC Vice President, and Builder, Jim Pepitone

Group Photo at Green Showcase Home. Attending companies included the Granite Group, Osterman Propane, Stock Loan Co., Eastern CT Chamber of Commerce, RM Maynard Home Improvement, Nutmeg Building & Remodeling, Erik's Design Build, The Kitchen Guy, Prudential CT

Realty, Ark Ventures, Home Designs By Bruno, T & S Flooring, Major Electric Supply, The Norwich Bulletin, The Day, Real estate Service of CT, Overhead Door Co of Norwich, Mystic river Building, Amity Construction, Coastal Home Inspection, Bonner Electric, Putnam Bank, Syleo Developers, Ricon Homes



Education Corner

Sharpen Your Business Skills, Be More Competitive, Protect Your Business, Improve Your Bottom Line!

Customer Service Class

Make your business grow by keeping your clients happy during and after the sale. This course teaches you how to manage every phase of customer interaction from the initial contact through construction, the warranty period, and beyond. Keep your customers satisfied with planning, execution and follow-up of your projects and they'll be spreading good news about you and your company for a long time to come.

AS A GRADUATE OF THIS COURSE, YOU WILL BE ABLE TO:

- Understand customer expectations and behaviors
- Set appropriate service criteria
- Establish quality standards and communicate them
- Administer the customer service process
- Know your obligations for warranty service and fulfill them
- Enhance your repeat and referral sales

Friday, June 12, 2009

9:00AM - 5:00PM

HBA of Hartford County

2189 Silas Deane Highway

Rocky Hill, Connecticut 06067

Instructor: Dianne Beaton CGA, CAPS

Green Classes

The Connecticut Energy Efficiency Fund invites you to a series of workshops presented by building science experts from *Steven Winter Associates*.

July 7	8:30am—12:00pm High Performance Building Envelopes	Cost: \$50
Aug 11	8:30am—12:00pm HVAC and Water Heating	Cost: \$50
Sept 9	8:30am—12:00pm Solar Energy Systems for Homes	Cost: \$50

The workshops will be at the Lyceum Center, 227 Lawrence Street, Hartford. Free parking is available at the site. Light breakfast will also be included.

RSVP to Justin Lindenmayer at CL&P at 860.832.4915 or lindejmn@nu.com. Please RSVP at least one week in advance of workshop.



For more info or to make a reservation, please call the HBA of Hartford County at 860-563-4212.

Start on Your Way to Earning A Designation

BUILDER ASSESSMENT REVIEW (BAR)

is the first step towards obtaining your Certified Graduate Builder (CGB) Designation. This comprehensive course assessment will measure your expertise in five key areas of the building industry: Building Technology, Business and Finance, Project Management, Sales and Marketing and Safety. Your results will show you the areas where your knowledge is strongest, where it is weakest, and will determine the courses required for you to obtain your CGB. Now for the first time, you have a chance to test out of those areas where your knowledge and experience is greatest. This will allow you to earn your CGB designation faster than ever before. The BAR has been set high. Do you have what it takes to be a CGB? Let's find out. If you are up to the challenge, you too can join the most prestigious club in the building industry.

THE PROFESSIONAL REMODELER EXPERIENCE PROFILE (PREP)

is the required first step in the process of becoming a Certified Graduate Remodeler™ (CGR). It is a 3-hour, 130 multiple-choice question assessment that measures a candidate's knowledge in five core areas of remodeling business management: Marketing and Sales Business Administration Design, Estimating and Job Cost Contracts, Liability and Risk Management Project Management Candidates do not pass or fail the PREP. Results determine the course of study for CGR candidates.

Friday, June 26, 2009

AM Session 9:00am-12:00pm

PM Session 1:00pm-4:00pm

HBA of New Haven County

445 Washington Avenue

North Haven, CT 06473



Join Us In The Fight Against Cancer

HOPE

PROGRESS

ANSWERS

Relay For Life

Of The New London County Shoreline,
Fitch High School, Groton, CT
June 27, 2009-June 28, 2009

Contact Denise Nott for details at
860.449.4641

1-800-ACS-2345

www.cancer.org

IRS Clarifies What Qualifies for Home Owner Energy Tax Credit

The Internal Revenue Service has published new guidance on Internal Revenue Code Section 25C, which allows up to a \$1,500 tax credit for home owners who install energy-efficient windows, insulation and other qualifying products. The tax credit is equal to 30% of the qualified energy efficiency expenses paid by the home owner, but it is limited to \$1,500 for improvements made during 2009 and 2010.

Notice 2009-53 explains the requirements for home owners to claim the 25C credit and provides detailed technical information regarding what improvements can qualify. Home owners can claim the credit only for improvements made to an existing home. Tax credit-qualified improvements installed in an addition to an existing home also qualify for the 25C program.

The guidance should help clear up confusion about the recent expansion of the tax credit that Congress approved earlier this year as part of the American Recovery and Reinvestment Act of 2009.

Among the highlights:

- Tax credit eligible products must be reasonably expected to remain in use for at least five years. One method taxpayers can rely on to satisfy this requirement is to purchase products from a manufacturer who offers a warranty lasting at least two years at no additional cost.
- Not all Energy Star-rated products that are installed qualify for the tax credit. The Energy Star Web site includes a detailed listing of products that qualify for the Section 25C program.
- The credit excludes installation costs for building envelope components - such as insulation and windows. In order for the home owner to claim the credit, the remodeler must provide an itemized breakout of the cost of these installed products, minus any labor or installation charges.

Notice 2009-53 provides the technical information on installed products that qualify, divided into the following two classes:

Eligible building envelope components:

- Insulation material or system
- Exterior window, skylight, door, storm window or storm door with a U factor of .3 or below
- Metal or asphalt roofs that resist heat gain

Qualified energy products:

- Electric heat pump water heaters that yield an energy factor of at least 2.0 in the standard Department of Energy test procedure
- Electric heat pumps and central air conditioners that achieve the highest efficiency tier established by the Consortium for Energy Efficiency as of Jan. 1, 2009
- Natural gas, propane or oil water heaters with an energy factor of at least .82 or thermal efficiency of at least 90%
- Biomass burning stoves with a thermal efficiency rating of at least 75% as measured using a lower heating value
- Natural gas and propane furnaces that achieve an annual fuel utilization efficiency rate of not less than 95
- Natural gas, propane or oil water boilers and oil furnaces that achieve an annual fuel utilization rate of not less than 90
- Advanced main air conditioning fans with annual electricity use of no more than 2% of the total annual energy use of the furnace

Unlike the products in the building envelope class, Section 25C does permit home owners to claim as part of the 30% tax credit the costs associated with installing items in the qualified energy property class - including qualified water heaters and boilers, furnaces, biomass stoves and air conditioning fans.

Taxpayers can generally rely on certification statements made by the manufacturer that the installed product qualifies for the Section 25C tax credit. Taxpayers should maintain records of certification statements after claiming the credit in case they are subject to future IRS review. The manufacturer's certification should contain:

- Name and address of manufacturer
- Identification of the class of eligible

building envelope component

- Make, model number and any other property identifiers
- A statement that the component is eligible for the credit (may include U factor, class of window or door, etc.)

Also of importance, Notice 2009-53 provides the set of transition rules for qualified products installed before June 1, 2009. For these installations, taxpayers can claim for tax credit purposes the installation of property that meets less stringent energy efficiency requirements.

In particular, taxpayers can claim the credit for installation of windows and skylights that meet Energy Star requirements, requirements listed under prior IRS Notice 2006-53 or manufacturers' certifications for 25C made under IRS Notice 2006-53. For installations on or after June 1, the requirements listed in Notice 2009-53 and described above are binding.

Section 25D incentives

Some remodelers and new home builders are also using a related tax credit to help home owners install products that generate energy. Claimed by home owners and home buyers, the Section 25D credit is equal to 30% of expenditure costs.

Thanks to changes made in the economic stimulus legislation and unlike Section 25C requirements, the Section 25D credit is not subject to any cap. Qualifying products include solar electric systems, geothermal heat pumps, fuel cells and wind products. In addition, installation costs can be included in the calculation of the credit. Tax credits can be claimed for installation in primary or second homes, except for fuel cell products, which must be installed in a principal residence for tax credit purposes.

NAHB has confirmed with the IRS that home builders can provide an itemized cost breakout of installed Section 25D qualified products to a home buyer for tax credit claims after the purchase of the home.

Home owners can claim both tax credits on IRS Form 5695.

Using the Credit to Sell Remodeling Jobs

A media teleconference held by NAHB in May to promote the use of the Sections 25C and 25D tax credits for home remodeling projects highlighted the role of the professional remodeler in helping consumers obtain the credit.

A panel of experts reviewed the tax credit rules and provided examples of how remodelers are using them to expand into the field of energy-efficiency retrofitting.

Moderator and NAHB Remodelers Chairman Greg Miedema, CGR, CAPS, GMB, CGP, president of Dakota Builders in Tucson, Ariz., told reporters that much more work needs to be done to update the energy efficiency of the 111 million existing homes in the U.S.

Robert Dietz, NAHB's director of tax issues, provided an overview of the credits, pointing out that the 25C credit is only available for qualified energy-efficient products placed in service in a principal residence after Dec. 31, 2008 and before Jan. 1, 2011. Unlike a tax deduction, tax credits offset income tax liability dollar for dollar.

Michael Strong, CGR, GMB, CGP, president of Brothers Strong in Houston, an exclusively green remodeling company, said that the tax credit is very important to his business and consumers and is "one of the best kept secrets for selling remodeling jobs."

To promote their use, Strong creates a worksheet for the home owner calculating the cost of each option compared to the benefit of using the credits - including possible savings on future utility bills.

Donna Shirey, CGR, CAPS, CGP, president of Shirey Contracting in Issaquah, Wash., is building a zero-energy demonstration home that includes a wind turbine, evacuated tubes for solar water heating and a geothermal system for generating the home's energy. Shirey said these products should yield an \$11,000 tax credit and help to make the home more affordable.

All three remodelers emphasized the benefits of conducting a pre-remodel energy audit to help identify where energy is being lost and calculate possible utility savings. The audits should include post-completion testing to measure changes in the home's energy efficiency.

Energy-efficient improvements can be suggested on nearly every job, the panelists agreed. As the energy-trained remodeler examines the house, there is an opportunity to look at all its systems to determine the best places for improvements.

Everything I Needed to Know About Customer Service I Learned in a Tokyo Convenience Store

By Mark Kolier

During a recent trip to Tokyo, the differences to everyday life in the United States were often very obvious and culturally driven. But there were many occasions where customer experiences, behavior and expectations transcended the cultural differences between East and West.

Tokyo living spaces are small, so homes are set up for maximum usage of space. Small refrigerators are the norm. Most people don't go to Costco (yes, there's a big one just outside Tokyo) since they don't have the room to store the bulk products sold there. Consequently convenience stores and grocery markets play a much bigger role. The Japanese go to convenience stores nearly every day. These offer some (rather unappetizing) prepared food and a vast array of drinks, sundries, candy and various staples. And while that is not notable, the convenience stores (every single one) are immaculately clean. So clean you could seemingly eat off the floor. The array of products are well displayed, it's very easy to find what you want (and I don't speak Japanese), and the selection of products is surprisingly large for the size of the store. Compared to the experience of shopping in convenience stores in the United States, well, there is no comparison.

But the biggest difference, beyond the cleanliness and surprisingly wide product selection, was the level of customer service that Japanese convenience stores provided. I was always greeted warmly when I walked into the store, thanking me for coming in and then thanking me profusely again when I paid and, of course, the Japanese cultural norm is to bow as you take your purchases and leave. It made me feel like going back to see what else they had. And in terms of keeping the store shelves properly stocked the Japanese have also got that down pat. Instead of stocking everything all the time, they practice a sort of just in time marketing. They know what time of day people buy particular products and change the displays accordingly. It's a very complicated task but from what I saw the Japanese convenience store operators relish the challenge, since they take such great pride in every job they have.

So, my six big customer service takeaways were:

1. **Get Clean.** Make your place of business (or website) friendly and inviting and sparkling clean – people notice.
2. **Get Thankful.** Thank your customers for coming (on-line or off-line) and then thank them again. And again.
3. **Get Personal.** Get to know your customers on a personal level and find out what things you might offer, and when you might offer them, for purchase in your store or online business.
4. **Get Smart.** Understand why your customers do business with you specifically and continually look for ways to offer them what they want, when they want it and how they want it.
5. **Get Creative.** Is your business proposition distinct in its category? What makes it distinctive? If it is not then find ways to be unique and stand out.
6. **Get more relevant data.** Knowing when and what sells is critically important. Find a way to measure as much as you can (everything you can) and then act decisively on that knowledge.



HBA of Connecticut News

Local Regulatory Affairs Program

The town of Lebanon is considering regulations for earth excavation and filling. A draft has gone to the PZC, and a public hearing will be scheduled in the near future.

The town of Lebanon is considering regulations for cluster subdivisions. Town staff is currently working on a draft, and the LGA program will monitor events.

The town of Windham is proposing changes to its zoning regulations. The most significant change is the replacement of cluster-subdivision regs with what are being called flexible-subdivision regs. As part of this change, the town is adding a buildable envelope definition. Anyone wanting copies of the proposed language can contact the LGA program.

2009 State Legislative Summary of Major Bills

The 2009 "regular" session of the state legislature ended on June 3. Bill Ethier's wrap-up report on the session, with a list of bills that passed and those that did not, has been posted to the HBACT.org web site. Go to their Legislative Summaries page and click on "2009 Legislative Summary."

An HBACT E-Update will be sent next week to all members for whom HBACT has an email address (about 70% of the membership). It will highlight the 2009 session report,

and include links to:

1. Information about the new registration notice builders and remodelers must provide to consumers by July 1, 2009;
2. where to find the new State Building Code that is effective August 1, 2009; and
3. the semi-annual "LGA Activities June 2009 Report" to the HBACT Board of Directors.

The New Basics of Marketing & Sales – Webinar Series

The HBA of CT's Sales & Marketing Council is sponsoring a webinar series produced by HBA and SMC member Jerry Rouleau and his company, BuilderRadio.

- June 17 - **Program Yourself to Sell**
by Bob Hafer
- July 15 - **Sell the Value of Your Homes**
by Charlie Roter
- July 29 - **11 Keys to Effective Email Marketing**
by Sundeep Kapur
- Aug. 12 - **Design Trends for 2009 and Beyond**
by Doris Pearlman & Anne Olson
- Aug. 26 - **Identifying Your Target Market**
by Jerry Costanzo
- Sept. 16 - **Creating Traffic to Model Homes & Sales Centers** by Bonnie Alfriend

You'll be able to attend all six dynamic 1-hour webinars as live presentations for \$185 or purchase each webinar sepa-

rately for just \$37 each.

View and review the recorded video as many times as you like, and even gather the entire team around the computer and use these as sales meetings or training sessions.

To register or learn more about Taking Control of Your Sales Webinar Series: The New Basics of Marketing and Sales, go to <http://www.builderradio.com/CTWebinars>.

Please note: when you register via this link, the HBA of CT will receive a royalty.

All webinars are one hour: 5 min intro & overview, 45 minute presentations with power point & 10 min Q&A; and begin at 2PM (EST).

All individuals who register (even if they can't make the call) will be given a link after the seminar, to download an audio copy of the tele-seminar.

Save the Date!

Connecticut's 7th Annual
NAHB Build PAC
Golf Tournament

Monday, July 13th 2009

TPC River Highlands - Cromwell, CT

Evening Post-Play Reception
Special Guests
Sponsorship Opportunities (Tax Deductable)

2009 NAHB Build PAC payment forms and golf tournament information coming soon. Help Connecticut retain the #1 national fund raising title.



Visit

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for up-to-the minute

Information on what's

happening at the state and local level!



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BUILDING BRIEFS

Connecticut Man Says City Taking House Over \$50 Tax Bill

A man in Connecticut says he's losing his home because he owes \$50 in back taxes.

The city of Bridgeport is foreclosing on Jean Castro's home because of the unpaid taxes, which total \$51.69. A judge last week approved the foreclosure and ordered the home to be sold in December.

Castro says the city sent him a notice that he owed back taxes and he forwarded it to his mortgage company.

The mortgage company ended up paying \$3,000 in back taxes, leaving the small balance.

The city's lawyer says by the time he learned about the payment it was too late, because the foreclosure had started.

Castro says he came to the U.S. from Haiti and saved for years to buy the home.

Connecticut Lawmakers Continue Sparring Over Budget

The 2009 legislative session ended in failure on June 4, without a budget.

They're still nowhere near a deal on a new, two-year budget that would take effect July 1.

One thing Republicans and Democrats agree on, however, is the urgency to get a new spending package by the end of the month.

Towns and cities across the state need to know what kind of education and infrastructure aid they'll get. And if the next fiscal year starts without a spending package, the Republican governor will have more flexibility to cut spending without the consent of the Democrat-dominated General Assembly.

While Democrats have proposed raising taxes on the state's wealthiest and ending the \$500 property-tax exemption on the income tax, Republicans want the next budget to focus on reducing current levels of spending.

Costs of a special legislative session are about \$10,000 a day, on days when rank-and-file members are in the Capitol debating and voting on legislation.

While the budget is the focus of the special session, hundreds of other, fiscally related issues can be included and Bill Ethier is monitoring them closely.

FHA Tax Credit Monetization Helps Home Buyers With Upfront Costs

First-time home buyers who would otherwise qualify for the \$8,000 tax credit, but don't have the money for a down payment or closing fees, may now be able to get a loan to help cover those upfront costs.

The U.S. Department of Housing and Urban Development (HUD) announced on May 29 that the Federal Housing Administration (FHA) will allow state housing finance agencies to provide second mortgages "monetizing" the tax credit so that borrowers can use the funds toward their down payments and closing costs for the purchase of homes with FHA-insured mortgage loans.

"This is great news for thousands of families who want to take advantage of today's low interest rates, competitive prices, great selection and the federal tax credit that is only available until Nov. 30, but could not save enough money for a down payment and closing costs," said National Association of Home Builders Chairman Joe Robson, a home builder from Tulsa, Okla.

HUD also announced that FHA-approved lenders may purchase the tax credit from the home buyer in advance, so

that the home buyer can use the funds for closing costs or to make a down payment in addition to the 3.5 percent minimum. Home buyers who go directly to FHA-approved lenders will still need to come up with the 3.5 percent minimum down payment that is required for an FHA-insured loan.

Home buyers previously would be able to use the funds from the tax credit only after filing their federal tax returns and had to come up with the pre-purchase costs on their own.

NAHB estimates that 40,000 more homes will be purchased due to the new FHA monetization program, in addition to the 160,000 sales already expected as a result of the tax credit.

The National Council of State Housing Agencies has a list of states offering first time home buyer tax credit loan programs on their Web site, www.ncsha.org. For information on the \$8,000 first-time home buyer tax credit, go to www.federalhousingtaxcredit.com.

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



**Johnny D's
Words of
Wisdom**

A painter paints pictures on
canvas. But musicians paint
their pictures on silence.
Leopold Stokowski

**Support the return of
Summer Music to
Harkness Memorial Park
by visiting
www.Soundmusicct.org!**



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Phone: 860.859.3518 / Fax: 860.859.1713
BAEC@aol.com

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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.***

June Membership Roundtable
Sponsored by Overhead Door Co. of Norwich

2009 Building Officials Night

Honoring Eastern Connecticut's
Building Officials
Wednesday, June 24, 2009
The Holiday Inn, 10 Laura Blvd, Norwich
5:30 PM Cocktails / 6:30 PM Program
Following Dinner, a presentation by:



Connecticut State Building Official, Lisa Humble

Wednesday, June 24, 2009, 5:30 PM
Holiday Inn, Norwich, CT
For more information or to register,
call the BAEC office at 860.859.3518!

**Calendar
of Events**

JUNE 2009

Sun.	21st		Father's Day
Tues.	23rd	2-5 PM	HBACT Board/Membership Issues Forum
Wed.	24th	5:30 PM	Membership Roundtable Holiday Inn, Norwich
Sat & Sun	27th & 28th	11:00 AM	Relay For Life Fitch High School, Groton

JULY 2009

Fri.	3rd	BAEC Office closed for 4th of July	
Tues.	7th	6:00 PM	BAEC Board Meeting
Thurs.	9th	6:00 PM	BAEC Membership Comm.
Wed.	17th	12:00 PM	BAEC Home Show Mtg.
Wed.	22nd	5:30 PM	Green Expo and Past Presidents Night Showcase Home, Oakdale

**For more information and to register for
events, visit our calendar at
www.BAEC.net**