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President's Message



Hi Everyone,

I hope everyone is doing well. Spring is coming; you can just feel it. The days are longer, there are more days over 40 degrees which I have not heard any one complaining about. However with the change in seasons there are also

changes coming within our industry; along with the tulips and daffodils, government regulations are sprouting up everywhere. One of the biggest is the new lead regulation that goes into effect on April 22.

We all should be aware of the effects this change is going to have on the trades that work on homes older than 1978. If you are one that is not aware, please find your way to one of the several classes that the BAEC is offering. Now, these changes come from the EPA and are new Federal regulations that are geared to protect the health of small children and pregnant women that reside in these older homes along with individuals that work with lead paint, which is a wonderful thing. It is also said that these changes should only add approximately \$35 to any given project, which is not the case and if you fail to comply and, unfortunately, get caught, the initial fine is over \$30,000; and this part is not a wonderful thing.

Bob Hanbury, CGR, a Hartford HBA member, has been representing the remodeling industry, along with NAHB, in discussions with EPA for over 15 years. Join us at our March 24 meeting, when Bob will fill you in on how this ruling, proposed changes to the ruling, and the cash for caulkers program will affect your business plan.

Every year new regulations, similar to the lead regulations, come across the desks of our state legislators, and some of these could be extremely detrimental to the growth of our industry. We cannot allow the legislators to vote for these regulations without hearing from us how the proposed changes will affect our industry, our consumers, and ultimately, the local economy. So now the big question, how can you help; well it is great that you should ask; here is the big push; our public service announcement:

Home Building Industry Day at the Capitol is March 31.

Are you registered?

Join HBACT members at the State Capitol in Hartford on Wednesday, March 31 to meet with state senators and representatives on the issues that impact our industry. Bring your employees, subcontractors and vendors with you. It's important to show legislators how many jobs are connected to the housing industry.

Schedule:

7:30 – 9:00am Breakfast & Issues Briefing
9:30 – noon Meetings with legislators

While there are many specific issues and pending bills that you'll be briefed on during the breakfast, the primary messages that Connecticut's legislators need to hear are:

1. Reform the confusing and difficult land use and environmental regulatory system in CT.
2. Welcome all small businesses in CT, including the business of home building and home remodeling. Stop making it hard to do business here by removing unnecessary obstacles. Allow our industry to lead the economy back and produce housing and more jobs for all CT's citizens.

Please call your state senator and representative to let them know you'll be at the Capitol on March 31 and you want like to meet with them. You can meet in their office, or Room 1C in the Legislative Office Building, which is reserved for HBACT that day.

Once you set up the appointment, contact the BAEC office, BAEC Government Affairs Chairs Nort Wheeler or Ev Hyde, or Joanne Hoerrner at the HBACT office (860-521-1905) so we can add your appointment to the master schedule. If you would like the BAEC office to set up your appointment for you or need help finding your legislators, call the office.

If you'd like to have other HBA members join your meeting, we'll arrange for an "Issues Captain" who has been prepped on the specifics of legislation to go along.

Across the country, grass roots organizations are reshaping the political landscape. Don't miss this opportunity to get to know your state senator and representative and tell them how your business will be affected by their actions!

Registration forms for Home Building Industry Day are available at www.hbact.org

That is the conclusion of this public service announcement!

I hope each and every one of you will join me and come to the capitol on March 31; the association arranges car pools; you have breakfast and you see how things in the government work and you can be back to work by 1:30 and have a morning where you do make a difference.

To our great Prosperity,

Denise M. Nott
Nutmeg Building & Remodeling
BAEC President

THE STRAIGHTEDGE



New Members

Welcome!

Justin St Hilaire of Harvey Building Products
 272 Woodlawn Road
 Berlin, CT 06037
 PH 860-818-2698 FAX 781-788-4570
 Justin.Sthilaire@harveybp.com, www.Harveybp.com
 Sponsored by **Jim Pepitone of Ark Contractors**

Peter Comiskey of East Haven Builders Supply
 193 Silver Sands Road
 East Haven, CT 06512
 PH 203-469-2394 FAX 203-469-0807
 pcomiskey@hotmail.com.
 Sponsored by **Tony Silvestri of Silvestri Development**

Michael Driscoll of The Roofing Store LLC
 480 Gibson Hill Road
 Sterling, CT 06377
 PH 860-564-8300 FAX 860-564-0005
 mike@roofingstorellc.com, www.roofingstorellc.com
 Sponsored by **Ed Colburn of All Phase Building**

Mark Stapleton of Stapleton Steel Inc.
 120 F Leonard Drive
 Groton, CT 06340
 PH 860-445-1200 FAX 860-445-1208
 stapletonsteel@sbcglobal.net, www.stapletonsteel.com
 Sponsored by **Mark Spinnato of Smith Insurance Inc.**

BAEC Member Benefit

Take advantage of our BAEC mass mailing member benefit and put your insert of up to 2oz in the next issue of the Straightedge. Your first insert is **FREE**

BAEC Night April 21, 2010

New London Harbour Towers would like to invite the members of the CT Builders Association to join us on April 21 at 5:30 to view and share in the celebration of our Premier Grand Opening.

You've been watching the progress outside, now let us bring you inside to view the latest – and most elegant – addition to the New London skyline. We want you to be here for the unveiling of our luxury residences with resort-like amenities in the heart of the Historic Waterfront District.

Heavy hors d'oeuvres and beverages will be served.



**NEW LONDON
HARBOUR TOWERS**

To sign up for this special evening, please contact the BAEC office at 860-859-3518 or via email at BAEC2@aol.com.

WE WANT YOU TO JOIN US!!



**BUFFET DINNER
PROVIDED**

CASH BAR

**Gold Eagle Restaurant, Dayville, CT
We Want To Help You!**

- Our Suppliers spend millions of dollars each year researching what your customers want, what housing markets look like & what the market trends are for 2010
- Come and listen to expert representatives from our industry!

**DOOR PRIZES!
EVENT IS FREE TO CHACE VALUED CUSTOMERS**

SPACE IS LIMITED
Please contact Michelle Thornton by
March 19th to register:
mthornton@chacebuildingsupply.com or
(860) 928-2747 ext.50

**WOODSTOCK, CT
860.928.2747**

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 WWW.CHACEBUILDINGSUPPLY.COM

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860.487.6207**

Craig Woody 1st Impressions Photography



Digital photography services for Construction, Remodeling and Real Estate Companies. He can provide affordable photographs showing the before and/or after for use in Web sites, Advertising, and Sales Books/ Brochures.

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PO Box 33
 East Lyme, CT
 P 860.739.4790 C 860.705.7800
 craigwoody@sbcglobal.net



Education Corner

Get Your EPA Lead Certification Training!

As of April 22, 2010, Firms **MUST** be Certified by the EPA and have one or more Certified Renovators when disturbing lead paint in pre-1978 homes or child-occupied facilities. Firms who knowingly or willingly violate the EPA regulation may also be fined up to an additional \$32,500 per violation and/or face imprisonment.



As a service to our members, BAEC will be offering classes to attain this certification on:

March 31st	Groton Utilities	8am-5pm
April 26th	Location TBD	8am-5pm

Each course is offered at \$200 for BAEC members and \$225 for non members.

To register, please contact the BAEC office or log onto www.BAEC.net for more information.

Please be advised there is a nation-wide shortage of certified trainers. If you need this course and cannot attend these offerings, please call the BAEC office at 860.859.3518 to locate other training options.

2010 National Green Building Conference

May 16 –18, 2010

**Raleigh Convention Center,
Raleigh, NC**



Get contacts, tools and ideas that are good for both the environment and your bottom line. The NAHB National Green Building Conference is the only national conference targeted to green building for the mainstream residential building industry.

Network with suppliers and manufacturers to discover what products will work for your projects, Attend exceptional education sessions and gain new perspectives.

Avoid Credit Card Processing Rate Increases With Solveras

Solveras Payment Systems has negotiated a special deal for NAHB members that will allow them to avoid upcoming increases by Visa and MasterCard by contacting Solveras directly to lock in the 2009 pre-increase processing rate with a "Lock Your Rate" offer from Solveras.



For more information, call 800-613-0148 or visit www.solveras.com/nahb. Be sure to mention NAHB when requesting a free savings analysis.

NAHB University of Housing Classes in Our Area

HBA of New Haven

Building Codes, Standards & Guidelines April 9
Estimating for Builders and Remodelers April 16
 Call 877.414.2537 or email info@hbanewhaven.com

HBA of Hartford

Green Building for Building Professionals	March 25-26
Financial Management	April 15
Project Management	April 29
Building Technology:	
Systems & Interior Finishes	May 14
Construction Contracts & Law	May 21

For education information please visit www.hbahartford.com or call 860.563.4212.

HBA of Fairfield

Advanced Green Building Science April 20-21

For education information please visit www.fairfieldcountyhba.com or call 203.335.7008.



61st Annual Atlantic Builders Convention April 14-16, 2010

Regional Conference to Attract 9,000 Participants, 600 Exhibits to Atlantic City Convention Center

In addition to the trade show, the ABC offers a variety of demonstration clinics, plus informative educational seminars featuring current information about housing market trends, government policies and technical developments, many providing professional education credits. For more information log onto www.abconvention.com or call 609-587-5577.

Volunteer Mentors Needed

The following schools and/or programs need your help.

Parish Hill High School in Chaplin is becoming an environmental magnet school with courses such as green architecture and sustainable fuel. The assistant principal saw our course offerings in the Three Rivers Community College catalog and contacted me to see if we would help develop their curriculum and consult in designing and building a green addition to the school.

East Lyme High School would like us to participate in a career fair on Thursday, April 1 from 12-1:30 pm. Sign up now!!

EastConn is looking for green speakers and field trips.

Camp Wightman in North Stonington would like our volunteer support for their summer program Tool Time program. The Handyperson Camp will offer youth in K-12 a chance to learn about construction Wednesday, July 21 through Saturday, July 24.

Please call the BAEC office if you would like to work with any of these student groups.

Lumber, Materials Prices to Rise as Housing Recovers

Barely beginning to emerge from the most devastating housing downturn since the Great Depression, home builders in the early months of this year have been confronted by a significant run-up in lumber prices.

For the week ending on Feb. 19, the Random Lengths composite index stood at \$317 per 1,000 board feet, its highest level since the first half of July 2006. That price was up more than 26% from the start of this year, when framing lumber was averaging \$251. During the first half of 2009, the index fluctuated around the \$200 mark, before moving into the \$250 range in late November. (Random Lengths' composite index is a weighted average of 15 softwood lumber product prices.)

With the index registering declines in the past two weeks, NAHB Senior Economist Bernard Markstein said that home builders may have seen the worst of climbing lumber prices, at least for the short term.

Residential construction is the chief driver of demand for softwood lumber, Markstein said. With residential construction activity remaining at historically low post-World War II levels, mostly supply-side factors were responsible for the dramatic surge in lumber prices in January and February:

"As the need to rebuild inventories abates and weather-supply constraints slacken, presumably lumber prices will decline in coming weeks," Markstein said.

Overall, Markstein said, low levels of residential construction have been exerting downward pressure on building materials prices. This has been offset in some industries, he said, by suppliers reducing output in the face of soft demand and prices.

Unwelcome News From Suppliers

Home builders also have been receiving unwelcome news from their suppliers of late, according to Markstein. An index produced by the Bureau of Labor Statistics that tracks building material prices for builders of single-family homes and multifamily structures has now risen three months in a row.

In January, both measures jumped 1% from December. Chief contributors to the recent rise are lumber, fuel products (gasoline and diesel), plumbing fixtures and copper prices.

On a year-over-year basis, the single-family index is up only 0.3% and the multifamily index is up a slight 0.2%. Nonetheless, with a number of countries around the world on the expansion path, building material prices are likely to continue to rise in coming months, he said.

Among recent price trends in other building materials, as of January, he reported:

Gypsum prices, which rebounded somewhat last fall as producers reduced capacity by taking less efficient plants offline, have generally been falling since February 2009 and are at their lowest levels since June 2004. However, both U.S. Gypsum and National Gypsum announced price increases in early January.

Insulation prices hit a low in July 2008, when they were at their lowest levels since June 2004. Although up a bit in recent months, they were only up 1.4% from their July low point and were below their levels in March through July of last year.



Despite some fluctuations, cement prices generally fell throughout 2009 and at the start of this year were down 4.5% from a year earlier. Following a similar path, concrete prices were down 3.2% from a year earlier.

The copper market has remained characteristically volatile, with labor disputes in Chile and expectations for rising industrial demand globally pushing prices higher recently. Copper prices, which had been running close to \$4 a pound in April and May of 2008, fell below \$1.50 a pound by the end of that year and into January and February of 2009. They were trading in the \$3.10 to \$3.20 range by the end of last year, and early this year moved up to around \$3.40 a pound. They were up 63.5% from January 2009 to January 2010.

Steel prices fell from September 2008 through May 2009 and have been rising since, by 11.8% as of November 2009. Markstein said that steel prices were likely to remain weak for the next few months, but "general global recovery is likely to produce higher steel prices in the latter half of this year and into 2011. All eyes will be on China. Chinese steel output is expected to rise rapidly in 2010, but Chinese demand for steel is forecast to rise even more rapidly, putting upward pressure on steel prices." After falling in November and December, steel prices rose 2% in January and now are only down 3.7% from January 2009.

"Given expected growth in world industrial demand over the next several years, particularly China, building materials prices will tend to rise faster than general inflation," he said.

NAHB Finds Construction Costs Are Three-Fifths of Home Price

Built-for-sale or "spec" homes have been particularly hard hit by the housing downturn, according to a new NAHB survey on the various components that go into the price of a typical single-family home.

A recent survey by NAHB shows one in four homes are built on a lot owned by the customer, who hires a general contractor to perform the construction work — rather than spec homes.

The 2009 construction cost survey found that the costs of construction accounted for nearly three-fifths of the final sales price of the average home, and the cost of the finished lot accounted for just over one-fifth.

The average size of the surveyed homes was just over 2,700 square feet, and the average lot size was one-half acre.

Profits amounted to 8.9% of the house price last year, the survey found.

Lack of Renovators with Lead-Safety Certification May Derail Home Star, NAHB Warns

A highly anticipated program that would make homes more energy efficient and provide a significant boost to the nation's struggling economy could get derailed before it even starts because of a new regulation affecting contractors working on older homes, according to the National Association of Home Builders.

In testimony March 11 before the Senate Energy and Natural Resources Committee, Connecticut remodeler Bob Hanbury said that rules effective April 22 governing contractors in homes where lead paint may be present will prevent meaningful retrofit work from being done because there won't be enough certified renovation contractors trained in the federal Environmental Protection Agency's (EPA) new Lead Safe Work Practices.

The Senate is considering legislation that includes the proposed Home Star program, designed to provide home owner incentives for insulation and other weatherization projects. NAHB economists estimate that every \$1 billion in remodeling and home improvement activity generates 11,000 jobs, \$527 million in wages and salaries, and \$300 million in business income, making these incentives a big boost for the economy as well as energy efficiency.

"NAHB strongly supports incentives to retrofit older homes and buildings to improve energy efficiency and performance," Hanbury said. "But to make such a program work, the April 22 deadline for compliance with the EPA lead rule must be extended."

Roughly 79 million homes constructed before 1978 are subject to the Lead Renovation, Repair and Repainting Rule, Hanbury said. Renovations on these homes, including energy-efficiency upgrades, must be done by contractors who have been certified by EPA in lead-safe work practices.

However, EPA has not approved enough instructors for the required training programs and has not certified enough firms to do the renovation work that the proposed energy efficiency program would generate.

"Consumer awareness of this regulation is negligible at best, and with the intensive media coverage that will undoubtedly accompany Home Star, home owners will rush to call contractors to perform efficiency upgrades in older housing, not realizing that many of those contractors could be doing the work illegally if they are not EPA certified," Hanbury pointed out.

EPA has estimated that more than 236,000 remodelers, window installers, painters, heating and air-conditioning specialists and other trade contractors must be trained to ensure compliance with the rule. These contractors must complete eight hours of training, pay a certification fee, and employ lead-safe work practices in homes built before 1978 where children or pregnant women are present.

However, EPA has been slow to approve trainers to offer the courses, and in some states there are still no approved

trainers. As a result, only about 14,000 people have been certified to date.

With only 135 firms throughout the country approved to offer the training courses, it will be impossible for the remaining contractors to complete the required training before the April 22 deadline, Hanbury said. And an influx of new retrofit jobs under a Home Star-style program would only increase the demand for trained and certified contractors.

"NAHB looks forward to working with you to create a successful retrofit program that provides equal access for all qualified and properly-trained contractors and a true incentive to renovate the oldest, least-efficient housing stock," Hanbury told the committee.

"We also support the lead paint rule and fully agree with the importance of the safe work practices the rule describes," Hanbury said. "But at present, it looks like the only way that many of our members will be able to comply is to avoid working in these older homes so we don't break the law. In an environment where improving energy efficiency and creating jobs are national priorities, that makes no sense at all."

Remodelers Advised to Apply Now for Lead Certification

Remodelers and other contractors who work in homes built before 1978 are being urged to complete the application for firm certification that will be required by the U.S. Environmental Protection Agency as part of the Lead Paint Renovation, Repair and Painting rule that goes into effect in April.

The agency has up to 90 days to approve a company certification and applying today makes it less likely that the form will be delayed by the bottleneck that is expected as remodelers scramble to meet the deadline.

Remodeling firms that have already submitted their applications report that the EPA is taking as long as two months to approve them, said NAHB environmental policy analyst Matt Watkins. "Remodeling firms should start applying for firm certification ASAP, even if no one in the firm has completed the required training yet," he said.

The new law will require contractors working on projects that disturb lead-based paint in homes, child care facilities and schools built before 1978 to be certified and follow specific work practices to prevent lead contamination. The individual certification is based on eight hours of classroom and hands-on instruction - and is separate from the company certification, which requires a completed application and a fee of \$300.

NAHB continues to meet with EPA officials to resolve ongoing concerns about the new rule, which ultimately may cause certified remodelers to lose business to less-expensive - and less responsible - uncertified remodelers who don't use safe work practices.

BUILDING BRIEFS

Federal Hire Act

The House of Representatives passed a version of the \$15 billion FEDERAL HIRE Act on Thursday, March 4, 2010. Last week, the Senate passed another version of the legislation. The House bill will now have to return to the Senate for another vote. President Obama is expected to sign the HIRE Act soon after the final Senate passage.

The primary focus of this legislation is to accelerate the hiring of unemployed workers, rather than providing a tax benefit for any increase in payroll. This approach is expected to be more cost-effective for the federal government at a time of record budget deficits.

The HIRE Act has many provisions that impact employers, including a Payroll Tax Exemption. The 6.2% Employer Social Security Tax exemption would apply to 2010 wages paid to individuals hired after February 3, 2010, and before January 1, 2011, who were previously unemployed for at least 60 days and who do not exceed the \$106,800 Social Security wage base.

Employers can save the 6.2% Employer Social Security Tax, whether they hire a \$40,000 worker, or a \$90,000 worker. Businesses would not have to wait until 2011 to benefit from this tax relief because savings would accrue with each payroll processed.

This exemption has no cap or limit as to the total amount of tax benefits that can be claimed by an employer. Employers can save up to \$6,622 per qualifying worker, whether they hire one person or hundreds of new workers.

Employers will receive a business tax credit of \$1,000 for each qualifying worker hired after February 3, 2010, and employed for at least 52 consecutive weeks. Wages during the last 26 weeks must be at least 80 percent of wages paid for the first 26 weeks.

No credit is permitted if the person is hired to replace another employee "unless such other employee is separated from employment voluntarily or for cause."

Home Buyer Tax Credit Extended for Some in the Military

Although home buyers need to sign sales contracts by the end of April to qualify for the \$8,000 first-time and \$6,500 repeat home buyer tax credits, qualified active military servicemen and women have an additional year to take advantage of these incentives.

Under a legislative provision targeting active members of the military, the Foreign Service and the intelligence communities, the tax credit was extended for one year beyond the current deadlines of April 30, 2010 for a binding sales contract and June 30, 2010 for settlement and closing.

The provision only applies to home buyers in the above mentioned groups who have served on official extended

duty for 90 days or more outside the U.S. from Jan. 1, 2009 to April 30, 2010.

Also, service members who must sell their home because of official extended duty are excluded from a rule that requires buyers to repay the credit if they move out of their home within three years.

Builders — particularly in cities and towns with a large population of military personnel — should take advantage of the opportunity to market the tax credit extension to qualified military families that are looking to purchase a home. Resources geared to helping builders spread the word about the benefits of both the tax credit and homeownership are available at www.nahb.org/taxcreditmaterials.

Section 45L: New Energy Efficient Home Credit Extended

Section 45L provides a tax credit to an eligible contractor who constructs a qualified new energy-efficient home. To qualify the home must be: (1) a dwelling in the U.S.; (2) substantially completed after the date of enactment; and (3) certified by the Secretary to meet the standards for a 50-percent (30-percent in some cases for manufactured homes) reduction in energy usage, compared to a dwelling constructed in accordance with the standards of Chapter 4 of the 2003 International Energy Conservation Code and any applicable Federal minimum efficiency standards for the equipment.

The credit equals \$2,000 for a qualified home. The eligible contractor is the taxpayer who constructs the home. For

manufactured homes meeting the 30-percent standard, the credit equals \$1,000. The credit is part of the general business credit (nonrefundable; 20-year carryforward); however, no credits attributable to section 45L can be carried back to any taxable year prior to the effective date of the credit. A basis adjustment must be made in the amount of the credit claimed. This will reduce the net value of the credit upon sale.

The credit applies to homes for which construction is substantially completed after August 8, 2005, and which are purchased after December 31, 2005, and prior to January 1, 2010.

Dual Certification: National Green Building Standard™ with the Builders Challenge

National Green Building Certification offers certification to the ICC 700-2008 National Green Building Standard™, an ANSI-approved consensus standard that provides criteria for rating the environmental performance of residential buildings including detached and attached single-family, multi-unit and renovation projects.

The NAHB Research Center, a nationally-accredited third-party certification agency, is the sole certifier for National Green Building Certification and is a Builders Challenge Partner. Based on this existing partnership, new single-family homes that are certified Silver, Gold, or Emerald to the Standard can be concurrently certified to the U.S. Department of Energy's (DOE's) Builders Challenge.

For a house to qualify for dual certification to the Standard and Builders Challenge, builders should use the free online Green Scoring Tool. Certification to the Builders Challenge requires specific Standard practices to be selected. The Green Scoring Tool simplifies the rating process by identifying the required Standard practices required for the Builders Challenge, and by providing a Builders Challenge Designer's Report as well as a real-time status notification when all of the required criteria have been selected and met.



New Book Provides Strategies for Building a Social Media Presence and Selling More Homes

Social Media for Home Builders: It's Easier Than You Think will teach you how to use social media tools such as Facebook, Twitter and YouTube, to increase your visibility and improve your sales results.

Author Carol M. Flammer, CAPS, CSP, MIRM, demonstrates how builders and developers are effectively using two-way communication via the Internet and social media outlets to attract consumers, follow up on leads and improve customer service. This is the only book that speaks specifically to the needs of the real estate industry, and teaches home builders how to build a social media presence.

Readers learn how to use social media sites to:

- build a brand
- engage new and existing consumers
- manage online reputation
- increase Web site traffic
- perform social media optimization
- sell more homes



Three new Biztools business guides are available free

Three new guides have been produced by the NAHB Business Management and Information Technology Committee and can be downloaded at no charge at www.nahb.org/bbg. They include:

- 1) Business Management for Home Builders: Poising for Recovery as the Market Turns

- 2) Financial Management for Home Builders: Measuring Key Metrics to Plan Your Path

- 3) Information Technology for Home Builders: Using Technology to Better Market Your Business

DEP and UConn Launch New Website with Digital Maps and Data on State's Environment and Natural Resources

The Connecticut Department of Environmental Protection (DEP) and the University of Connecticut Center for Land Use Education and Research (CLEAR) today launched a new website, Connecticut Environmental Conditions Online (CT ECO) that includes the latest and most accessible online maps and tools for viewing Connecticut's environmental and natural resource information.

The new CT ECO website, www.cteco.uconn.edu, includes environmental and natural resource information for Connecticut such as protected open space, farmland soils, wetland soils, aquifer protection areas, water quality classifications, and drainage basins. Each can be viewed separately or in conjunction with other environmental and natural resource information.

CT ECO uses advanced software that combines internet and geographic information system (GIS) technology. A previous collaboration between UConn and DEP, the Community Resource Inventory, provides basic natural resource maps for every town in the state to users online. CT ECO builds upon this approach, providing many additional data layers and offering multiple and flexible ways to access maps and data.

CT ECO Includes a Map catalog, Easy-to-use interactive map viewer, Advanced Map Viewer with additional GIS layers and tools, Map Services, and Online reference documents.

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

I don't know the
key to success, but
the key to failure is
trying to please
everybody.

~Bill Cosby



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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.*

BAEC Networking Meeting

SIT DOWN WITH BOB HANBURY!



Fresh from negotiations with OPM and NAHB in Washington, D.C., Bob Hanbury, CGR, will update you on the EPA Lead Certification Ruling, Cash For Caulkers Stimulus Program and other new developments.

Appetizers and Open Bar provided by our Host



**Wednesday, March 24, 2010
Harvey Building Products
Rte 85, Waterford, CT 06385
5:30 PM**

**Call 860.859.3518 for
more information or to register!**

Calendar of Events

March 2010

Wed	24th	5:30 PM	BAEC Networking Meeting Harvey Building Products Rte 85, Waterford, CT
Thur	31st	8AM—5PM	Lead Certification Training Groton Utilities 295 Meridian Street Groton, CT 06340

April 2010

Thurs	1st	6:00 PM	HBA Developers Council Mtg.
Tue	6th	6:00 PM	BAEC Board Meeting
Thur	8th	6:00 PM	Membership Comm. Mtg.
Wed	21st	5:30 PM	BAEC Night at New London Harbour Towers 463 Bank Str., New London
Mon	26th	8AM—5PM	Lead Certification Training Location TBD
Wed	28th	5:30 PM	BAEC Economic Forecast Holiday Inn 10 Laura Blvd., Norwich

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