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THE STRAIGHTEDGE

## President's Message



Hi Everyone,

Our recent experiences with the EPA Renovation Rule have illustrated to us the value of our membership in the National Association of Home Builders and in our local association. We were informed months ahead of the rule's implementation, and are among a very small percentage of contractors throughout the country who were able to obtain the required training and properly register our businesses with EPA before the law took effect. Many of the participants in our class offerings also came away with a new interest in education and a realization of the value of certifications and accreditations.

Our National Association of Home Builders offers a wide range of credentialing options—from residential sales and marketing, to property management, building and remodeling, green sciences, and yes, even a certified associate designation. Visit the NAHB.org website and click on education to see all the curriculum we have to offer. Classes are held at local HBA's across the country, as well as at the International Builders Show and other NAHB gatherings.

An 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.

I, as well as many of our members, am a Certified Graduate Remodeler (CGR). A CGR is an exclusive professional designation designed to em-

phasize business management skills as the key to a professional remodeling operation.

I have also received my Certified Green Professional (CGP), and Certified Aging-In-Place Specialist (CAPS) designations. Both of these have opened doors with various audiences for my company, doors which may not have been opened without a commitment to growth.

Your first step towards one of the various designations is to take an experience profile exam. The PREP is geared towards Remodelers and the BAR is for builders. Don't be nervous—you cannot fail the PREP or BAR. These 3-hour multiple-choice assessments measure a candidate's knowledge in five areas of building technology and business management: Marketing and Sales / Business Administration / Design, Estimating and Job Costing / Contracts, Liability and Risk Management/ Project Management.

The BAEC will be offering the Professional Remodeler Experience Profile (PREP) and Builder Assessment Review (BAR) during the month of June for those members interested in pursuing the Certified Graduate Remodeler (CGR) and Certified Graduate Builder (CGB) designations. Members who take these tests can assess what they know about the business of building and remodeling and pursue classes to strengthen that knowledge and round out their business skills.

Start getting a designation now so you'll be ahead of the competition in the future.

To Our Health and Prosperity,

Denise M. Nott, BAEC President  
Nutmeg Building & Remodeling  
BAEC President

## HBA of CT Loses a Valuable Member

Barry Rosa, a long-time BAEC member and The Home Builders Association of Connecticut Vice President & Treasurer, passed away suddenly on April 17, 2010 at Milford Hospital.

Barry was Vice President for Specialty Services at Prudential Realty, and, as such, he was a frequent and knowledgeable speaker at both local HBA meetings and before the CT Developers Council. Most importantly, he was a great friend of our industry and many of us and we will surely miss him.



## Join The BAEC Membership Committee

*By helping others make the most out of their BAEC membership, you will make the most out of yours!*

*Increase your networking opportunities by:*

- Contacting people who have expressed an interest in joining the association
- welcoming new BAEC members at events; and by phone or email
- Advising new members of the benefits of BAEC membership.
- Promoting membership retention through calling trees and emailing

It's simple! It's fun!

We meet for pizza at 6:00 pm on the 2nd Thursday of every month to brainstorm new ideas to promote member participation, develop member benefits and report on our assignments.

Won't you join us?

*Frank Winkler*

*Paul Stone*

*Hope Sheldon Renee Main*

*Kelly Whipple*



### CBOA Golf Tournament

**Southington Country Club  
150 Savage Street  
Southington, CT 06489**

**July 21, 2010**

**9:00 registration, 9:30 Shotgun**

**\$560 –Foursome  
Includes carts, Bag Lunch  
and Buffet Dinner**

Please make checks payable to CBOA and send to:  
City of Groton , C/O Carlton Smith, 295 Meridian  
Street, Groton, CT 06340

#### **Sponsorships Are Available.**

Show those Building Officials  
How much you love them!

## Student Chapter News



On Saturday, April 17, a second grade class from Killingly Memorial School and the BAEC student chapter from Killingly High School built a lemonade stand together. The students worked together with parents, teachers and friends to make this happen. The lemonade stand

was built so that the second graders can raise money to prevent childhood cancer and is part of the Alex's Lemonade Stand project. A FOLK grant from The Greater Worcester Community Foundation made



this project possible. A big thank you also goes out to Lowes for donating tool aprons and goggles and, Sakrete and the JLC Show for donating bags, measuring tapes, water, and



snacks. The students built the stand, created a canopy for it, and made posters and flyers for the upcoming event. The second graders sold lemonade during the KMS Art Show on April 26th.

### 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.

The following schools and/or programs need your help.

**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.





## Education Corner



**The Business & Technology of Solar Thermal,**  
June 24, 25, and 26, a 3-consecutive-day workshop, in Berlin, CT  
by Fred Paris

Across all energy markets, solar thermal systems represent the most flexible renewable energy application. System applications range from small residential hot water systems to giant ground-mounted parabolic mirror plants generating steam for utility turbines. This three-day session examines market opportunities, technical perspectives and business strategies for those considering thermal systems for their own use along with marketing and business strategies for thermal practitioners.

After completion of this course, participants will be able to:

1. Differentiate solar thermal technology from passive solar, solar photovoltaic, and other renewable energy alternatives.
2. Identify and list the key components and collector types used in residential and commercial thermal systems.
3. Evaluate potential applications for adequate solar radiation and site variables.
4. Formulate basic proposals, articulate financial incentives and credits, and calculate payback periods.

For further information on these workshops and to register, visit



## Upcoming EPA Lead Renovator Training Dates:

**Tues, June 8**  
**Bozrah Moose Lodge, 115 Fitchville Road,**  
**Bozrah, CT**

**Wed, July 7**  
**(location TBD)**

**Wed, Aug 4**  
**(location TBD)**

**Call the BAEC office at 860.859.3518 to reserve your classroom space today!**  
**\$200 for members, \$225 nonmembers.**

The City of New London is offering two EPA-RRP 8-Hour Initial Certification classes on June 10<sup>th</sup> and 17<sup>th</sup>. They will surely fill up quickly. Contact Judi Cox at 860-447-5245.



## Get a Leg Up on the Competition, Increase Your Bottom Line, And Start on your Requirements To Earn Your Nationally Recognized Credentials

### Builder Assessment Review (BAR)

Are you ready to join the elite ranks of the nation's top building industry professionals? The Certified Graduate Builder (CGB) designation is your sign to clients and colleagues that you are a member of this respected group of professionals. The Builder Assessment Review (BAR) is your first step towards obtaining this prestigious designation. This comprehensive assessment will measure your expertise in the four key areas of the building industry: Building Technology, Business and Finance, Project Management, and Sales and Marketing. 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. 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.

### PREP (Professional Remodeler Experience Profile)

The PREP is the required first step in the process of earning your Certified Graduate Remodeler™ (CGR). This 3-hour 130 multiple-choice assessment measures a candidate's knowledge in five core areas of remodeling and business management: Marketing and Sales / Business Administration / Design, Estimating and Job Costing / Contracts, Liability and Risk Management / Project Management.

There is no passing or failing the BAR or PREP! Results determine course of study for CGB and CGR candidates.

**We will be offering the BAR & PREP TESTS at the BAEC Office**  
**Tuesday, June 15, 2010      AND      Thursday, June 17, 2010**  
**8:30-11:30 am      5:00—8:00 pm**

\$195.00 fee for each test includes registration and testing materials, NAHB exam processing and student profile.

**REGISTRATION FEE MUST BE RECEIVED BY June 1, 2010**  
**No walk-ins      No refunds for no-shows**



# Top 10 Internet Marketing Strategies of 2009

SEO, social media marketing and keyword research are tops on the list of the 10 best internet marketing strategies of 2010, according to a list released by SEO.com.

In issuing the list, the firm said that the best strategies this year have been the ones that are directly related to establishing credibility, eliciting trust and directly targeting a desired demographic.

## Credibility Most Important

Credibility is one of the most important things to establish in an online presence, especially in an economically challenging year, according to Ash Buckles, SEO.com's director of search engine optimization. "When people are watching their money closely, they will only buy from companies and websites they trust," he said.

Credibility, Buckles said, depends on how well a site is architected, how many other sites and networks link back to your site, how much social media and buzz surrounds a domain, how often a site goes down, how unique a site's content is and how fast a site loads.

The top 10 list and commentary from SEO.com:

1. **Organic Search Engine Optimization (SEO):** Websites at the top of the search results are viewed as the leaders of their industry, and more than 80% of web users click on the first listings. Good SEO services will consistently deliver a huge return on investment.
2. **Facebook/Twitter/LinkedIn:** Social media marketing engages customers on a personal level, and can rapidly create buzz around a product, brand or business. It can also be more cost effective than traditional forms of advertising and outreach, SEO.com said.
3. **Keyword Research:** Online, everything revolves around discovering what words and phrases an organization's customers are searching for online.

4. **Video Marketing:** This is becoming more important both on-site and off-site. Videos help convert website visitors into sales. In the universal search results, people tend to click on links with videos more than those without - even if the video link is ranked lower.
5. **Online Public Relations:** This builds credibility online, in the mainstream media and for potential customers. Online public relations can help create a lot of buzz about your site through bloggers and industry sites, and can boost organic SEO.
6. **Link Building:** A key element in search engine optimization. Search engines like "popular sites." From the search engine's point of view, a credible and popular site will have a lot of links pointing to it.
7. **Blogging:** Blogs provide additional site content (which search engines like), graphics and other viral content to disseminate information and tie in with social media. Blogs can build credibility by establishing a site as the hub for industry information.
8. **Conversion Web Design:** A good web design will keep visitors on the site and sell them products or services.
9. **Paid Search Marketing:** Pay-per-click (PPC) advertising is an extremely targeted strategy with measurable, immediate results. This enables a more efficient spending of marketing dollars.
10. **Email Marketing:** This is important to nurture relationships and retain existing customers. It's much easier to keep old customers than to get new ones. Send good offers and valuable information that's customized to their needs. "Companies want to make sure every penny goes to something that produces results," said Dave Bascom, chief executive of SEO.com. "For that reason, more and more money is being allocated to internet marketing because it's measurable and has proven to increase ROI."

## Need More PC Speed?



One of the most common complaints we hear is how long it takes to start up a computer. In some cases it can take as long as 20-30 minutes before a PC is really ready to go. Some choose to get around that problem by leaving their computers on all the time, but that's a waste of electricity, and it may not be good for the overall health of a home computer to be left running 24/7.

One of the primary culprits on a slow-starting PC is the array of junk that has been placed on the machine by the programs we use (and don't use). Many of the programs installed on our computers require the PC to do something at startup so they'll load more quickly when you want to use them. But often there are programs we no longer use, or use rarely, that are bogging down boot-up.

You can see what programs are on your computer's startup list by clicking the **Start** button, then **Run**, then typing **MSCONFIG**, then pressing **Enter**. The System Configuration Utility appears -- click the **Startup** tab. This displays everything that loads in the background when you start your computer. If it's a very long list, it's probably slowing you down.

Look through the list and see if you recognize anything you don't or rarely use. Be careful -- you don't want to remove

everything! We recommend leaving any drivers for your graphics/video controller and other peripherals, as well as any antivirus or firewall software. But if you look closely you can probably spot unnecessary extras that could be eliminated.

A **process library** site can help explain what individual startup items do and if they are needed. If you find a program you can live without, uncheck it on the list; when you're done, click OK and you will be prompted to reboot.

Another little-known trick is to remove **fonts**. Each time Windows starts up, it loads every font on your machine. The more fonts you have, the longer it takes. Most of us tend to use the same few fonts for almost everything we do, so if you find your computer has more than a few hundred installed, you may want to consider cleaning out the list.

The steps for removing fonts varies by the version of Windows you're using, but here are instructions for Windows XP from Microsoft Support. One thing to consider before you remove any fonts is whether you might want them back one day. If that's the case, you can remove fonts from the Fonts Folder and copy them elsewhere on your hard drive; doing so will prevent the fonts from loading at startup, but make it easier for you to restore them if you change your mind down the road.

## HOMEConnecticut Creating Higher-Density Zones For Thousands of Units

Planners, land-use officials, lawyers, builders and consultants told an encouraging tale of progress April 21 in finding locations to create higher-density Incentive Housing Zones where their towns can plan mixed-income housing under the HOMEConnecticut program.

More than 70 people attended "HOMEConnecticut: 3 Years In" to share experiences, tips and concerns as towns move from the planning stage to zoning stage in the new program.

Created in June 2007 by the General Assembly – but available as a planning and development tool since only April 2008 – HOMEConnecticut, administered by the Office of Policy and Management, has provided technical assistance and planning grants to 50 municipalities across the state. Many more would be involved but OPM capped the program at 50 to preserve funds. Of \$4 million initially appropriated, about \$2 million was distributed to towns, another \$1 million has been rescinded by the legislature and governor in deficit mitigation plans, and \$1 million remains.

A survey of the towns has found that:

3 – Wallingford, Old Saybrook and Sharon – have filed applications with OPM for approval of Incentive Housing Zones totaling more than 400 units.

Another 6 – Cornwall, Plainville, Salisbury, Simsbury, Thomaston and Torrington – are preparing applications for a total of more than 1,300 units.

3 others – Colchester, New Britain and Plymouth – have finished their studies and are considering next steps.

The other municipalities are still conducting studies or are just starting them because they just received funding. A roster of the towns can be seen here: organized by town or organized by status.

Under the program, a minimum of 20% of the units in an Incentive Housing Zone must be affordable for those at 80% of the area median income or less. The zone must have minimum densities of 20 multi-family units, 10 townhouse or duplex units, or six single-family units per acre.

At the April 21 event, a range of experiences and tips flowed from planners Linda Bush and Christine Nelson from Wallingford and Old Saybrook, respectively, the first two municipalities to complete Incentive Housing Zones; from lawyer Tim Hollister; and from Tony Lyons, president of the HOPE Partnership that helped Old Saybrook residents and municipal officials understand the planning process, and Lesley Higgins-Biddle of LISC, who heads the CHFA-funded Housing Connections effort that has assisted housing groups in dozens of towns across the state. Among the ideas and opinions of those assembled:

OPM should continue to make technical assistance grants available because the Incentive Housing Zone development is "a major planning exercise," Nelson said.

Municipalities like that zoning and building incentive payments can be used for any purpose.

"You never know where your boards and commissions are politically until the time comes."

"Wallingford did careful planning but approval of its IHZ was helped by the success of Olde Oak Village, a mixed-income development of single-family homes that brought only 0.26 school children per unit and caused no decrease in property values," Nelson noted.

Old Saybrook developed a map of "actual densities" in their neighborhoods and showed potential densities in some locations, showing town residents that they "really liked" neighborhoods that, on paper, they would have thought too dense.

"Our town had to deal with an 8-30g proposal and we found that, unless the town takes control, housing will be where people don't want it and at densities that they don't want," Lyons said.

The IHZ planning facilitates a discussion, but some projects and locations may require more subsidy to create the housing than the internal subsidy envisioned in the HOMEConnecticut program, whereby a builder makes enough on the market-rate units to cover the costs of creating the affordable ones.

The technical assistance grants can be used to look for potential higher-density zoning locations, help groups find financing, help them set up local housing trust funds, educate residents, find developers, conduct resident surveys or find consultants.

Municipalities want OPM to approve IHZ applications and planning grant applications or momentum will wane and paid consultants will not be paid long enough to help move towns to zoning and development stages.

Some towns need planning grants of more than \$50,000 because they need engineering studies to determine soil qualities and answer other pre-development questions.

Minimum densities required by the statute for small towns – 10 multi-family, 6 townhouse or duplex or 4 single-family units per acre -- are still too high for some.



**HOMECONNECTICUT**  
For Our Economy, Our Families, Our Future



## HBA of Connecticut News

### Bills that Passed in 2010 Affecting Our Industry

The 2010 legislative session ended May 5 at midnight. While many of the games were hard fought and tough and go at times, we ended up with an undefeated season – about which we should all be proud. You can view the bills passed into law and the bills that died on which the HBA worked or monitored throughout the session by visiting [www.hbact.org](http://www.hbact.org).

#### Highlights:

- HBA defeated all wetland, mechanics lien and other bills adverse to our industry.
- **SB 13:** Regulates appraisal management firms for the first time.
- **SB 133:** Improves the allowed hiring ratio of apprentices to journeyman for all licensed trades to that currently “enjoyed” by electricians.
- **SB 188:** This HBA bill requires Dept of Consumer Protection to study and make improvements in its consumer complaint processes for new home builders and home improvement contractors.
- **SB 199:** Directs OPM to create a new process to develop the state plan of conservation and development, using the NJ cross acceptance approach – should significantly reduce the number of state and local conflicts, thereby eliminating a development hurdle.
- **HB 5208:** Large regulatory reform bill, incorporating many ideas, including:

Establishes time frames for DEP to complete the review of permit applications (60 days to determine if an application is complete; 180 days for tentative determination on applications; with some extensions);

- \* Creates a new program for expediting DEP, DPH, and DOT permits for projects of economic significance;
- \* Requires DEP, DPH and DOT to designate permit ombudsman to help regulated entities; Creates a new state permit ombudsman in DECD, with authority to bring together DEP, DPH and DOT;
- \* Require DEP to review general permit programs and recommend improvements;
- \* Creates a new DEP consultation service similar to CT OSHA's consultation;
- \* Requires DEP water quality standards to be adopted via rulemaking procedures;
- \* Requires the use of various methods to reduce the impact of proposed regulations on small business; and
- \* Other positive changes affecting manufacturing and industrial facilities.

There are also several pro job growth, pro economic development bills that passed, including **SB 1** (eliminates business entity tax for businesses with <\$50K net income, creates new revolving loan fund for small businesses; Governor may veto SB 1 because it includes a new tax on bonuses exceeding \$1 million for employees of firms that received TARP funds), **HB 5435** (massive 75 page jobs bill), **HB 5383** (creates new economic development districts), and **HB 5498** (promotes micro-businesses).

### HBACT in the News

HBA members and staff have been featured in more than 20 news stories in recent weeks. Starting with a story WFSB, Ch. 3 on the need for regulatory reform at the DEP on March 29, an appearance by HBACT president George LaCava on Fox 61's "The Real Story" on April 4, an interview with Chris Steiner and Mary Boudreau on Reuters, in late April, and Renee Main's appearance on WDRC and WILI to talk about the EPA lead regulations, home builders are making news. The EPA's new lead rules, which went into effect April 22, have been a hot topic, especially in Eastern Connecticut, with multiple articles in the Norwich Bulletin, The Courant and others. In addition to the news segments, many HBA members wrote letters to the editors supporting the need for regulatory reform, including one by Nort Wheeler, that appeared in The Day.

Links to many of these news stories are posted on the HBACT website, [www.hbact.org](http://www.hbact.org), click “news” at the top of the page, then click “news releases & media coverage.” Many of the links are also posted on the HBACT Facebook page. You can link to the Facebook fan page by clicking on the Facebook icon in the lower left corner of the home page, or by searching “Home Builders Association of Connecticut” on Facebook. If you have suggestions for news stories, please contact Lisa Kidder, Dir. of PR & Communications at HBACT, 860-521-1905 or [Lkidder@hbact.org](mailto:Lkidder@hbact.org).

### Save the Date!

Connecticut's 8th Annual  
NAHB Build PAC  
Golf Tournament

**Monday, July 12<sup>th</sup> 2010**

TPC River Highlands - Cromwell, CT

Evening Post-Play Reception

**Special Guests**

Sponsorship Opportunities (Tax Deductable)

2010 NAHB Build PAC payment forms and golf tournament information coming soon. Help Connecticut retain the #1 national fund raising title.





## BUILDING BRIEFS

### Announcing the Green Multiple Listing Service Tool Kit



A new resource called the Green Multiple Listing Service Tool Kit will help real estate appraisers provide more reliable valuations of homes with energy-efficient features.

The result of a collaborative effort coordinated by the National Association of Realtors and involving NAHB, the Appraisal Institute and the U.S. Green Building Council, the tool kit is aimed at helping add green features to searchable fields in a local Multiple Listing Service. It provides a snapshot of the green home industry, outlines why adopting a green initiative for the MLS is important, and offers step-by-step strategies for implementing this change. The kit also includes links to case studies of MLS systems that have successfully implemented a green initiative, sample data entry

forms containing searchable green features, a glossary of green terms, and more. NAHB believes this tool kit takes the next important step of translating green construction into demonstrable value for brokers and their customers all over the country. Appraisal Institute member Don Briggs helped explain the practical applications of the new tool kit this way: "An MLS that gathers information with more accuracy becomes more valuable to appraisers. As the green home comparable data improves, the appraiser can begin to support the value placed on other green home features such as water efficiency, materials and resources, and indoor environmental quality. As a result, they will be able to more accurately assess and place proper value on green homes."

### Home Star Legislation Moves Forward in Congress

On May 6, the House of Representatives approved H.R. 5019, the Home Star Energy Retrofit Act of 2010, a move that brings the Obama Administration's "cash for caulkers" initiative one step closer to enactment. Due to its positive implications for the housing industry, NAHB designated support for the bill as a "Key Vote" prior to House members' action on it this week. The legislation authorizes a \$6 billion program that would provide home owners with up to \$8,000 in rebates for retrofitting existing homes to make them more energy efficient. In a letter of support that NAHB sent to Speaker of the House Nancy Pelosi, we reiterated our

belief that incentivizing energy-efficiency upgrades for existing homes is the most effective way to reduce energy use in the residential sector. We also noted that H.R. 5019 will provide a much-needed boost to the construction industry, and applauded the bill's inclusion of the Home Builders Institute as a certified workforce program under Home Star. Now that the Home Star bill has successfully passed in the House with key provisions advocated by NAHB, we will turn our focus toward achieving a similar outcome in the Senate as quickly as possible.

### NAHB Model Green Home Building Guidelines Being Phased Out

Builders seeking National Green Building Certification for new projects will no longer be able to do so using the NAHB Model Green Home Building Guidelines, which are being phased out by the NAHB Research Center. Instead, the only green rating system that will be accepted for new projects will be the ANSI National Green Building Standard (ICC 700). Projects that are already underway and have received their first inspections by June 1 may be grandfathered in, with final inspections required to be completed by Sept. 1. On this same note, the Green Scoring Tool will no longer accept new projects scored to the Guidelines. However, the Scoring Tool will allow existing Guidelines projects to be edited until June 1, 2010, and Guidelines projects will remain available on the Scoring Tool until January 1, 2011.

There are some exemptions to the deadlines that will be considered. For example, a builder who is building a development certified to the guidelines and has had at least one home certified by June 1, 2010, may be grandfathered in

for continuing certification to the guidelines beyond the Sept. 1 deadline. Another example would be a builder who has completed a rough inspection by June 1, 2010 but due to unique circumstances such as complex finishes that require more than three months to complete, extreme weather delays, etc., will not be able to have the final verification completed and submitted by Sept. 1. In such cases, the builder may appeal for an extension on or before Aug. 1, 2010.

It's important to note that nothing else about the certification program and its processes will change — the current pricing will remain the same, the online Green Scoring Tool will still be available for scoring a project to the standard, and all green verifiers across the country who have been accredited by the NAHB Research Center will still be able to conduct verification inspections. Please read more about this latest important green building news in Nation's Building News.



The Technical Assist Hotline is a great resource for members who have questions regarding building products, techniques, technologies, and best practices.

Members can call 888-NAHB-MEM (888-624-2636) from 8:30 AM to 4:30 PM EST, Mon through Friday. Alternatively, questions can be submitted online at [www.nahbrc.com/techassist](http://www.nahbrc.com/techassist).

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



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20 Hartford Road, Suite 18, Salem, CT 06420  
Phone: 860.859.3518 / Fax: 860.859.1713  
BAEC@aol.com

**Bulk Mail**  
**Permit No. 9**  
**Bozrah, CT**

Success without honor is  
an unseasoned dish; it will  
satisfy your hunger, but it  
won't taste good.

*Joe Paterno*

 **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

### Got Something Important To Say? It's Open Mike Night!

Whether you want to promote your business,  
product or service, or just tell us a good joke, now  
is your opportunity to stand up and be heard!



*No Karaoke please!*

**\$20 BAEC / \$25 for Billings / \$30 for Non-members**  
*Includes Bella Fiore's delectable appetizers*

**5:30 PM**

**Wednesday, May 26, 2010**  
**Bella Fiore's Restaurant,**

**543 West Thames Street, Norwich, CT 06360**

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

## Calendar of Events

### May 2010

Wed	19th	12:00 PM	BAEC Home Show Comm. New London, CT
Tues	25th	3:00 PM	HBACT State Board Meeting
Wed	26th	5:30 PM	<b>BAEC Open Mike Night</b> Bella Fiore's Restaurant Norwich, CT

### June 2010

Tues	1st	6:00 PM	BAEC Board of Directors
Thurs	3rd	6:00 PM	HBACT Developers Council
Thurs	10th	6:00 PM	BAEC Membership Comm.
Tues	15th	8:30 AM	BAR & PREP exam
Wed	16th	12:00 PM	BAEC Home Show Comm. New London, CT
Thurs	17th	5:00 PM	BAR & PREP exam
Sunday	20th		Father's Day
Wed	23rd	4:00 PM	BAEC Chili Cook-Off w/ State Building Inspector Lisa Humble, AIA, NCARB

**For more information visit our  
calendar at [www.BAEC.net](http://www.BAEC.net)**