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President's Message



Hi Everyone,

June, where has this year gone. I sit and write the President's Message and the time passes so quickly

I am writing this month's message on a plane on my way home from Idaho. I arranged a last minute trip to visit my son and his family currently stationed in Idaho. My flight for the second time was delayed to the point in which I had to make new arrangements for the following day to get home. Now upon receiving the news my mind went to the meetings and multiple tasks I had scheduled for June 15th, and not to the fact that I was granted another day with my six-month old granddaughter who I truly adore.

In writing this message I am reminded that life is short, it is definitely too short to get worked up about situations I cannot control.

I, amongst many of you, are on this fast-paced, high-stress ride of business and we are so concerned that if we don't work 10-12 hour days, six to seven days a week, we might miss the sale and then what? We may join the countless businesses that have not survived this trying time that we seem to be recovering from.

Well guess what? We need to take the time to relax, get rid of the stress lines that are creeping onto our faces. When was the last time you actually stopped thinking about work? Are you back to working weekends? Don't tell me Sundays too.

I say it again, life is too short. You cannot get these days back again. My last night in Idaho I worked while my granddaughter smiled and cried for my attention. As I said, I write this on a plane on my way home to work while my granddaughter is back in Idaho. Work remains. I encourage you to take the time to smile, laugh, listen to your favorite song on the radio, without talking business on the cell phone.

Work is imperative. I understand; however, if something horrible were to happen, work would not be sitting by your bedside.

Keep work in the proper perspective, and ENJOY LIFE! Avoid burn out! You will be amazed how your business will prosper and how happy you will be.

To Our Wealth & Prosperity,

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

Get Involved!

It is estimated that on any given night, from 200,000 to 400,000 Veterans are homeless. This is a national tragedy that can, and should, be addressed!

This Year's BAEC Annual Golf Tournament Will Benefit Housing for Our Veterans!

Mark your calendars for
Wednesday, September 15, 2010
1:00 Shotgun start at the
Richmond Country Club,
Hope Valley, RI

Put some foursomes together!
Help us gather sponsors for this very worthy cause!

THE STRAIGHTEDGE

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!



In Memory of Holly Lombardi

May 21, 1966 – June 3, 2010

Afterglow

**I'd like the memory of me to be a happy one,
I'd like to leave an afterglow of smiles
when life is done.**

**I'd like to leave an echo whispering softly down the
ways, of happy times and laughing times and bright
and sunny days.**

**I'd like the tears of those who grieve,
to dry before the sun,
of happy memories that I leave when life is done.**



Think Smarter About Your Wireless.
Work Smarter For Your Bottom Line.

The right wireless tools are essential for making decisions that improve your business. And right now, qualified BAEC members are eligible for special savings from Verizon.

Receive:

- 22% off monthly calling plan access fees.
- Unlimited VZEmail for Blackberry and Smartphones/PDAs for \$20/MO.
- 35% off accessories.
- Waived activation fees on 1 & 2 yr agreements.
- 18% employee discount on qualified voice plans of \$34.99 or higher.

For valuable business discounts, call a Marclion Shilleh-McMikle at 1.203.450.0807 or go to verizonwireless/construction.com.

Get connected!

Take a few moments to utilize your NAHB Membership Pin Number to access Members-Only content on the NAHB Web site, www.nahb.org, on topics from business management, effective networking, housing issues, and much more.

Learn more. NAHB Education provides extensive opportunities, ranging from one-day conferences to industry designation programs. Find programs in your area at www.nahb.org/education.

Save money on many services you probably already use. Check out www.nahb.org/ma for information on the many valuable discounts available to NAHB members from national brands such as GM, Dell, Paychex, Hertz and more.

Show up. Check the list of upcoming meetings and events for opportunities to network with 175,00 fellow members. See the full list of meetings on the NAHB Web site, www.nahb.org. Be sure to save January 12-15, 2011 for the International Builders' Show in Orlando, FLA.

Talk to the experts. Bring your specific industry question or concern to the experts. Call 800-368-5242 x0 and be guided to an NAHB expert in legal services, environment issues, business management, legislative affairs and more. Experts are just a phone call away.

Read Nation's Building News, the free, official online news publication of NAHB, for the latest housing news, tips and information. There are stories in every week that will benefit your business. As a member, it is sent to you every other week. Subscribe your employees, too, at www.nahb.org/nbn.

If you don't know your NAHB Membership PIN number call Dy at the BAEC office at 860.859.3518.



Education Corner

Lunch
Sponsorships
Available!

Upcoming EPA Lead Renovator Training Dates

Wed, July 7
(location TBD)

Wed, Aug 4
(location TBD)

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



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. 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.

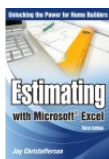
After completion of this course, participants will be able to:

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 <http://www.nesea.org/sustainabilityworkshops>

BuilderBooks Live! Webinar Series

BuilderBooks is launching a series of Webinars this summer to help you ramp up your business practices as the industry and the overall economy recover. The BuilderBooks Live! Webinar series provides specialized training direct to your desktop from leading industry experts. Get the tools and resources you need to help prepare your business for the recovery. Participants will receive a free book on the Webinar topic and one hour of continuing education credit for NAHB professional designations.



Estimating with Microsoft® Excel

Tuesday, July 20, 2010 2:00 – 3:00 p.m. EDT

NAHB Member Fee: \$45 / Non-NAHB Member Fee: \$50

Learn how to use Microsoft® Excel spreadsheets to automate your project estimating process. In this highly useful webinar, you'll learn how easy it is to create estimates. Armed with these spreadsheet secrets, you'll be able to create customized, automated spreadsheets that will save you time and money. See how fast and easy estimating can be!

Learning Outcomes:

- Understand the three basic components of a computerized estimating system.
- Gain familiarity with essential functions in Microsoft® Excel that will help you create more powerful and effective spreadsheet estimates.
- Create your own customized and automated estimating spreadsheets quickly and accurately.

Speaker: Jay Christofferson, Professor, Brigham Young University and Licensed General Contractor.

Questions for the Speaker: Get your questions answered in real time! E-mail your questions to jpotts@nahb.org by July 13, 2010.

Webinar Replay:

The Lead Paint Regulation Is Here – Now What?

NAHB Member Fee: FREE / Non-NAHB Member Fee: \$34.95

Speakers:

Brindley Byrd, CGR, CAPS, Bob Hanbury, CGR, and Michelle Price, EPA

Learning Outcomes:

- Summarize rule requirements.
- Review changes to the regulation, such as removal of the opt out provision.
- Provide information on compliance and training.
- Discuss lead-certified marketing and adapting business to the new regulation.

For more information about the lead paint rule and what NAHB is going to help members, visit www.nahb.org/leadpaint.

A Rare Educational Offering

Alan Hanbury, of House of Hanbury, will teach **Profitable Business Through Quality Practices** on Thursday, July 15, 2010, from 9AM - 5PM at the New Hampshire HBA. The fee is \$215 for HBA members and \$255 for non members.

Exceed customer expectations and increase repeat business by delivering exceptional service to your customers. This course will teach you key strategies for creating value and providing a quality building/remodeling experience for your

homeowners. Topics include meeting the quality challenge with customers, with competitors and within your company. This is a "must" for the builder or remodeler who is ready to take his or her company to the next level.

Anyone working on their CGA, CGR or GMB as well as anyone looking to improve the way they do business can benefit from this program. For more information or to register for this class please call 603-228-0351

Green Homes Said to Sell Faster, But Appraisals Remain a Sticking Point



While official statistics may be lacking, many builders attending the NAHB National Green Building Conference in Raleigh, N.C., on May 16-18 said that they have been able to sell sustainably built homes considerably faster than the traditionally built new homes that have been languishing in today's tough market.

Green builders, however, have little immunity from the tight financial conditions that have been plaguing the housing market and imposing difficulties for both home buyers and sellers. And the widespread problem of low appraisals, driven largely by a glut of foreclosed properties and a slow market, has been doubly frustrating for green builders because the vast majority of appraisers are unable to recognize the value that green features add to the home.

Energy efficiency, according to speakers at the conference, remains the most salient aspect of the industry's move to sustainability, and is the one benefit that's most easily recognized by consumers. Unfortunately, the prospect of sharp reductions in monthly utility bills has not gained much attention from the lending community, and mortgages recognizing those savings remain mostly an idea whose potential has been largely unrealized.

Another ongoing challenge is that the concept of green housing is not well understood by the general public, conference panelists said, and a significant share of prospective buyers are actually turned off by it. Green builders were advised to market the specific benefits of their homes rather than selling green, and to avoid providing too much technical information, which can quickly go over the heads of buyers and discourage sales.

While builders have found that there are buyers who are willing to pay a premium for green features, speakers at this year's conference emphasized that the price gap between green and standard housing is closing, helped along by tax and other incentives. In general, however, home buyers may be reluctant to pay more for certain items unless they can be shown how these will pay for themselves through lower operating and maintenance costs over a reasonable period of time.

Several builders were on hand in Raleigh to discuss how they have been successful in moving sustainable construction principles into affordable housing. Those attending the conference also heard how green is being incorporated into the multifamily sector and factory-built housing, the latter profiting from a manufacturing process that inherently provides greater precision and holds construction waste to a minimum.

Industry professionals attending the show seemed to feel fairly optimistic about their business prospects and expected green to give them even more of an edge as this segment of the marketplace becomes further established during the full-scale housing recovery that will emerge in the next couple of years.

But the mortgage market isn't geared up to do an effective job of providing financing for those green homes, they were told, a complaint that hit an especially raw nerve at the conference.

Green Homes Face a Red Light

"Green homes face a red light," said Dave Porter, CAPS, CGA, CGP, CMP, MIRM, of PorterWorks. "Appraisers don't understand costs and buyers can't get the full financing they need."

In a show of hands from the audience at Porter's breakout session on the latest in appraising and lending on green building, only a few said that one of their customers had ever been offered an energy efficient mortgage (EEM) or energy improvement mortgage (EIM) or that an appraiser had solicited information on the energy features of one of their homes.

Citing Fannie Mae guidelines advising lenders not to assume that an appraiser is competent, Porter told builders, "You have every right to say I want a competent appraiser. You do not need to roll over on this. If they have not seen or appraised a green home, ask for an appraiser who has appraised one of these homes or has knowledge in energy efficiency."

Builders have the misperception that they are not even allowed to talk to appraisers these days, said Porter, but as long as they are not unduly trying to influence the valuation, they can voice their concerns through the lender and Appraisal Management Company.

The Appraisal Institute has initiated a one-day seminar on green building and it is presenting webinars, he said, "but I don't know if this is enough." Only about 25% of the nation's roughly 105,000 appraisers are even a member of an organization, "so they are nomads." In the meantime, underwriters are "tinkering" with appraisals.

As part of the third-party verification process, Porter said that builders should be sure to obtain a residential energy report form from the HERS (Home Energy Rating Systems) rater and provide copies to the lender and appraiser, as documentation that the home is qualified for an EEM or EIM.

Porter also said that Fannie Mae's Uniform Residential Appraisal Form (Form 1004) should have a box at the top for information such as the HERS rating and its certification. In the version of the form that exists today, towards the bottom of the front page there is one line provided for additional green features, such as special energy-efficient items.

To make appraisers and lenders more knowledgeable about the value of green, Porter said that builders should also be handing out or referring them to "Marshall & Swift Green Building Costs." Selling for \$98.95, the publication includes the costs of the most common green items for new construction and retrofits, including labor and other factors. About 1,500 items were recently added to the list.

Comps a Sacred Cow

Porter said that taking the cost approach is "a start" to moving away from appraisals based on comparable sales made nearby and recently. Finding suitable comps has been difficult enough for traditionally constructed homes in a down market, but even more problematic for innovative homes with features that are not commonplace.

"Who made comps the sacred cow?" Porter asked. Moving to a different approach, he suggested, and compiling market information at the national level might be able to substantiate such claims as "green homes sell faster."

The good news in this regard is that Multiple Listing Services have begun to include information on green features, and a Green MLS Tool Kit is now available to educate Realtors® about gathering data on green homes so that comparables will be possible. The bad news, he said, is that only an estimated 20 to 40 of the 850 MLS's in the U.S. have started tracking green so far. Also, a disproportionate number of new green homes are not listed because they are custom built. "The answer is to build some specs," he said.

Also, lenders need to factor in utility and maintenance costs to the calculations they use to qualify buyers for mortgages, he suggested. "What happens to the \$400 differential" between a house built in the 1960s with an average monthly expenditure of \$500 for energy and an Energy Star house that costs \$89 a month? Lenders, he said, "are not looking at the full cost of ownership."

Demanding Energy Efficient Mortgages

In effect, the energy efficient mortgage treats savings on energy as an addition to the borrower's income. While these loans exist mostly in theory, "you need to start demanding these," he said.

Although it has been hardly used, Porter said that the Federal Housing Administration's 203(k) is "the loan right now to get a home green and energy-efficient" and the answer to the energy retrofit that most existing homes need. The loan enables cost-effective energy-saving measures to be financed as part of the mortgage and enables the buyer to qualify for a larger loan amount by considering the monthly savings on energy and allowing higher qualifying ratios. The actual amounts are based on the HERS report.

While no one to date has systematically estimated the actual value green adds to a home, Porter (along with at least one other speaker at the conference) referenced early research calculating that every \$1 in annual energy savings brings roughly \$20 in additional value. Finding enough data to reach such a conclusion is one problem, and further complicating things is that fact that the bottom line on how much energy is saved ultimately depends on the behavior of the occupants of the home.

Conducted by Rick Nevin and Gregory Watson and published in 1998 by The Appraisal Journal, beyond making calculations, the research concludes that: "The implication for appraisers is that cost-effective energy efficiency investments do appear to be reflected in residential housing market values. Therefore, the appraised value of energy-efficient homes could understate their actual resale value if the comparables used in the appraisal do not reflect the value of a cost-effective energy efficiency investment."

As an additional resource, Porter mentioned www.dsireusa.org, which is a compendium of available incentives for features that promote renewable energy and energy efficiency. "Lenders and appraisers need to know about them," he said.

Home Size Continues to Decline; Buyers Increasingly Opt for Single-Story Homes –

The size of new single-family homes completed declined last year, dropping to a nationwide average of 2,438 square feet, according to detailed information about the characteristics of new homes completed in 2009 that was released recently by the Census Bureau.

After increasing continually for nearly three decades, the average size of single-family homes completed in the United States peaked at 2,521 square feet in 2007. It was essentially flat in 2008, then dropped in 2009, so that new single-family homes were almost 100 square feet smaller in 2009 than in 2007.

"We also saw a decline in the size of new homes when the economy lapsed into recession in the early 1980s," said NAHB Chief Economist David Crowe. "The decline of the early 1980s turned out to be temporary, but this time the decline is related to phenomena such as an increased share of first-time home buyers, a desire to keep energy costs down, smaller amounts of equity in existing homes to roll into the next home, tighter credit standards and less focus on the investment component of buying a home. Many of these tendencies are likely to persist and continue affecting the new home market for an extended period."

Crowe also pointed out that the average square footage of new single-family homes completed is only one measure of new home size. "The Census Bureau also reports average square footage in a quarterly release based on starts rather than completions, which is sometimes useful when market conditions are changing rapidly," he said.

In keeping with their slightly smaller size, new single-family homes completed in 2009 had fewer bedrooms than previously. After increasing for almost 20 years, the proportion of single-family homes with four bedrooms or more topped out at 39 percent in 2005; it was 34 percent last year. The proportion of single-family homes with three bedrooms increased from 49 percent to 53 percent between 2005 and 2009.

New single-family homes completed last year also had fewer bathrooms than previously. The proportion of homes with three or more bathrooms was 24 percent last year, a decline from the peak of 28 percent in both 2007 and 2008. The percentage of single-family homes with two bathrooms increased from 35 to 37 last year, and the percentage with 2½ bathrooms was at 31 percent for the third consecutive year. The proportion of single-family homes with 1 or 1½ bathrooms has been below 10 percent for more than a decade.

In 1973, the first year for which the Census Bureau reports characteristics of single-family homes completed, most new single-family homes – 67 percent – had only one story.

The proportion of one-story homes declined steadily for more than three decades, dropping to a low of 43 percent in 2006 and 2007. Since 2006 the trends have been reversed, as the share of single-family homes with one-story increased to 47 percent last year, while the share with two or more stories dropped to 53 percent.



HBA of Connecticut News

Sales & Marketing Council Meeting June 22 at Harbour Towers, New London

Join the HBACT's sales & marketing council on Tuesday, June 22 for a meeting and tour of New London's Harbour Towers. The meeting begins at 10 am with a market survey, so come prepared to talk about what you are seeing in your market, followed by a presentation and tour of Harbour Towers. If you haven't taken the time to visit this great new project, don't miss this opportunity.

All members are welcome, so if you've been curious about SMC, come see what our meetings are like.

RSVP by June 17 to Lisa Kidder:
860-521-1905 or Lkidder@hbact.org.



Connecticut's 8th Annual NAHB Build-PAC Golf Tournament

There's still time to sign up for the CT's fantastic Build-PAC Tournament at the TPC at River Highlands in Cromwell. In addition to being a great day of golf, this annual event raises money that supports NAHB's lobbying and government affairs in Washington DC, AND here in Connecticut.

Thanks to this tournament, **Connecticut is #1 in national fundraising**, and the HBACT is 1 of just 4 HBAs in the country that earns a "split back" check. Once the Connecticut PAC meets its national fundraising goal, any **additional funds raised are split 50/50 between the national and state association**. The HBA of CT has received tens of thousands in "split back" funds, which support important government affairs efforts here.

The 2010 legislative session was tough, but the HBA prevailed on several key bills, including passage of a Regulatory Reform bill that will streamline the permitting process at DEP. That bill was just signed into law by Governor Rell! The HBA was also able to defeat another wetlands bill this session. The Build PAC split-back funds help the HBA have a strong presence at the Capitol, so when you support the Build-PAC Tournament you are supporting HBACT Government Affairs.

Thanks also to the Tournament Sponsors for their support:

BB&S Wood Treaters
Cyclone Home Systems
Fairway Rails
Kolteck Windows
Modern Plumbing
Roberts Insurance Agency/
The Hartford Insurance
Rockville Bank
Sanford & Hawley Inc.
Veneziano Construction Co. Inc.
Viking Cabinets
Yankee Gas Services Company



If you'd like to become a sponsor, or sign up for the tournament, contact Larry Fiano, 860-649-5371 or lawrenceffiano@aol.com

Save the Date!

**Connecticut's 8th Annual
NAHB Build PAC
Golf Tournament**

Monday, July 12th 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.



Find HBACT on Facebook or Follow on Twitter

If you have a Facebook account you can become a "fan" or "like" the Home Builders Association of Connecticut Facebook page. Information and stats on home building in the state, trends and articles are posted on the page. The page has 101 fans, so join us and post information, ask questions, share information with others in the industry.

If you have a twitter account, Lisa Kidder, HBACT's director of PR, is on twitter @hbaofct. Links to interesting industry articles, home building statistics and other business news are posted regularly.



BUILDING BRIEFS

Forecast: New England Economic Recovery Will Be Weak

The New England region will not return to pre-recession job levels until mid-2013, says the New England Economic Partnership.

Connecticut's unemployment rate is expected to peak at 9.4 percent near the end of this year, the report said, up from 4.3 percent in mid-2006.

Citing Connecticut's \$4 billion state budget gap for 2012-14, Edward Deak, who prepared the state forecast, said job growth will be very slow here. After losing 103,400 jobs in the recession, the state's economy will fall further in 2010, and will take longer than five years to replace all the jobs lost in the recession.

The Partnership's spring 2010 forecast predicts the region's unemployment rate will continue rising to a peak of 9.3 percent by the first quarter of 2011 because of a natural swelling of the labor force and the return of people who were previously too discouraged to seek work.

"With the slow growth in employment it will take an extended period of time to recover the loss of nearly 366,000 jobs, or 5.2 percent of employment, over the past two years," wrote University of New Hampshire economist Ross Gittell in the forecast's executive summary.

All six states are expected to see employment growth by the end of the current quarter.

"We're turning the corner now, but it's not going to be a strong recovery," Gittell said in an interview. "The good news is the worst is over and we are starting to see some growth in employment."

Most of the New England states appear to be faring better in the recovery than the nation as a whole, he said. The region is benefiting from growth in the professional and business services sector, as well as in education and health services and high technology. Gittell also saw some rebound in the construction industry, but the numbers are nowhere near pre-recession levels.

Female Home Buyers Hold the Key

As many as 91% of all home buying decisions are made primarily by women, and helpful new research from the National Association of Realtors can help builders understand exactly what this overwhelmingly important consumer segment cares about most, writes Tara -Nicholle Nelson in the latest *Nation's Building News*.

The specialist from RETHink Real Estate notes that, while couples typically make up the majority of home buyers, fully 21% of all homes sold in 2008 were purchased by single women, according to the **NAR's 2009 Profile of Home Buyers and Sellers**. That's twice as many homes as were sold to single men last year. Meanwhile, those single women purchasers made up 25% of the first-time buyer segment and 17% of repeat buyers. The writer points out that many women buyers decide what they want in a home by doing a

significant amount of research, often employing social media networks such as Facebook, Twitter and MySpace in the process. And once they've done their homework, one big deciding factor for women buyers tends to be their proximity to an extended family.

The writer cites a recent study by Coldwell Banker that found that 55% of women buying homes would rather live closer to their extended family than to their job, versus 37% of men who said so. The author also points out that women's interest in their health and that of their children has contributed to the popularity of homes located in walkable communities. On a similar note, 64% of women in the Coldwell Banker survey said that security issues could be a deal-breaker for them, versus only 51% of men.



Armed Service Members Have Extra Year for Home Buyer Tax Credit

The National Association of Home Builders wants members of the military, foreign service, and intelligence communities to know that they may have an additional year to buy a home and claim the home buyer tax credit, which expired for most Americans on April 30.

The law provides qualified service members who served on official extended duty outside of the United States for 90 days or more at any time between January 1, 2009, to April 30, 2010, another year to buy a home and claim the credit. They have until April 30, 2011, to sign a sales contract, and until June 30, 2011, to settle and close on the home. Both the \$8,000 first-time and \$6,500 repeat home buyer tax credits are included in the rule.

"Qualified service members" are defined as a member of the uniformed services of the United States military, a member of the Foreign Service of the United States, or an employee of the intelligence community.

The rule that requires buyers to repay the credit if they move out of their home within three years has also been waived for qualified service members if they have to sell their home due to receiving government orders for extended duty service.

NAHB provides information on the home buyer tax credit, including eligibility requirements and links to home buying resources, on its consumer website: www.FederalHousingTaxCredit.com.

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



Builders Association of Eastern Connecticut Inc.
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

Just remember, there's a right way and a wrong way to do everything and the wrong way is to keep trying to make everybody else do it the right way.

~M*A*S*H, Colonel Potter

 **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



Chili Chili Bang Bang!

State Building Inspector,
Lisa Humble, AIA, NCARB
Challenges the membership to a chili cook-off!
Can your recipe pass our Building Officials' inspection?

Got one of these babies in your garage? Bring it down for the BAEC Classic Car Show!



\$20 BAEC / \$25 for Billings / \$30 for Non-members

5:00 PM
Wednesday, June 23, 2010
New London County Landscaping,
25 Stockhouse Road, Bozrah, CT 06334
Call 860.859.3518 for more information or to register!

Calendar of Events

June 2010

Sunday	20th		Father's Day
Tues	22nd	10:00 AM	HBACT Sales & Marketing Council New London Harbour Towers New London, CT
Wed	23rd	4:00 PM	Chili Chili, Bang Bang w/ State Building Inspector Lisa Humble, AIA, NCARB

July 2010

Mon	5th	July 4th Observed—Office closed	
Tues	6th	6:00 PM	BAEC Board of Directors
Thurs	8th	6:00 PM	BAEC Membership Comm.
Tues	20th	12:00 PM	BAEC Home Show Comm. New London, CT

August 2010

Tues	3rd	6:00 PM	BAEC Board of Directors
Tues	17th	12:00 PM	BAEC Home Show Comm. New London, CT
Wed	25th	5:00 PM	Board Cruise on the Argia

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