



## President's Message

First off, I would like to thank Denise Nott for her service as the BAEC's President. She has sacrificed much of her personal time over the past 2 years to help better the association. We all know we haven't had the

best economy over that time and she always kept a positive attitude and always looked to drive our association ahead to better days. She's worked hard and had a great influence on our morale with her cheery, optimistic attitude.

The past few years have been really tough for us as builders and associates in the construction industry. The unemployment rate in the trades is staggering. And if you listen to the economists, we're being told a recovery is years away. There's a lot of "doom and gloom" around us in the media.

But I believe the worst is over and we're beginning to climb back to more solid ground. I think for most of us the phone is starting to ring again and more projects are starting to be funded. It's certainly not where we would like it to be but I think the downturn allowed us to re-fine our businesses and cut out inefficiencies so now we can be more competitive with our bids and have a good shot at getting the work that *is* available.

I believe that everyone in this association survived the downturn because you are the best of the best. The builder with just a license and a pick up truck is long gone. That keeps the unqualified builders from bidding on the same jobs as you. For the most part the people that are still working today are people that you wouldn't mind recommending. They take great pride in the quality of their work and have a professional attitude.

Things are slowly but surely starting to pick up and we need to position ourselves for the work that is available. I'm so thankful for this opportunity to be your President. Our Board and the BAEC staff are working tirelessly to equip you, the association, with the skills you need to capture the market that is ahead of us.

We have seminars and certificates available to you. This has certainly helped my business. I tell every potential client I meet that I'm a member of the Builders Association of Eastern CT and that I am a Certified Green Professional. This is what matters to homeowners today. It's a tough time to make an investment and if they do decide to move forward, they want to know that the builder or associate that they choose for their upcoming project is qualified.

My vision for this association is unity. We need to show our support for our community and for each other. I think we could all work together much more than we already do. We should have an atmosphere where when we have upcoming projects, we're flipping open our membership directory and looking for contractors and suppliers there first!

There are also changing legislation and code modifications that directly affect all of our businesses. The new lead law is a perfect example. We have held quite a few lead classes and contractors have earned the RRP certificate which is now required of all contractors working on pre-1978 homes. The changing lead law is just one example. Education of our members is a key component to our success.

We also need to grow in members. There is strength in numbers. I do not believe in growth just for the sake of growth. That's where you, the members, come in. Sponsor only qualified contractors and suppliers to become members. People that you know would hold up to our code of ethics.

We can have a strong association that works together, networks with each other, that educates, helps the people in need in our communities, and stands together during trying times helping one another grow in a positive direction.

I will do what I can to expand our influence and make belonging to the association more important in the eyes of our client base than ever before. I'm going to personally be calling on each one of you to participate in some form. Join a committee. Attend our Day at the Capital. Participate in our Community Service projects. Without your active participation our Association will not accomplish our goals or reach its full potential.

***"Ask NOT what the BAEC can do for you, but what you can do for the BAEC."***

I look forward to getting to know all of you much better and I'm proud to serve as your President.

Thank you.

Chad J. Whitcomb  
The Greensulators Inc.  
BAEC President



## New Members

**Welcome!**

**Sheri Speer**  
of **Speer Enterprises LLC**  
151 Talman Street  
Norwich, CT 06360  
Ph 860.859.3987  
Fax 860.667.2089  
Cell 860.213.2836  
saspeer@snet.net

Sponsored by:

**Pat Konturas** of **Liberty Bank**

**Ken Bird** of  
**Dependable Contracting Services**  
6 Plant Drive  
Waterford, CT 06385  
Ph 860.447.3447  
Cell 860.941.2871  
kenbird@sbcglobal.net  
Www.dependablecontractingservices.com  
Sponsored by:  
**Greg Cluff** of **Cluff's Carpets**

### BAEC Member Benefit

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



### Paul Stone's Fundraising Project!

I just wanted to thank everyone for participating in my charity. With your help I raised almost \$500 for the Wounded Warrior Fund. For more information about my charity, please log on to [www.woundedwarriorproject.org](http://www.woundedwarriorproject.org).

Proud  
Supporter of



### Advanced Improvements Aids In Food Drive

Pat Kenny of Advanced Improvements dropped off 800 pieces of food to the Pawcatuck Neighborhood Center (PNC) in their recent food drive. The PNC has the largest Emergency Food Pantry in Southeastern CT and they are always looking for donations. This drive was organized by the Lighthouse Networkers, which is the Stonington chapter of BNI.

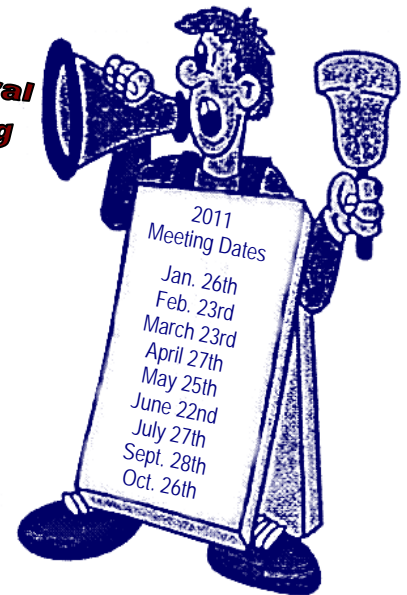
They gathered donations of non-perishable food items until December 17, but donations are welcomed after that date as well:

Advanced Improvements Office  
61 W Main Street  
Mystic, CT 06355

## Sponsor a 2011 General Membership Meeting

Call the BAEC office to negotiate a sponsorship package for the upcoming 2011 year that fits your business' needs! We're planning an outstanding season of speakers for our monthly meetings. Help us make our meetings a success. Sponsor a speaker!

Thank you,  
Jim Williams,  
T. F. Buxton,  
Networking Committee Chair



2011  
Meeting Dates  
Jan. 26th  
Feb. 23rd  
March 23rd  
April 27th  
May 25th  
June 22nd  
July 27th  
Sept. 28th  
Oct. 26th

## Marketing Opportunities For BAEC Members

### SHOW INFO...

Don't miss this amazing opportunity to market your products and services to a wide audience at the Mohegan Sun Casino, January 22 & 23, 2011. Contact Jay Appleman of Red Stone Promotions at 1-800-294-7469 or log onto [www.baechomeshow.com](http://www.baechomeshow.com) for exhibitor information.



Want to teach a seminar to consumers during the show weekend? Contact the BAEC office to select a time. There are TWO time slots left!!

### SAVE ON ADS WITH THE NORWICH BULLETIN

BAEC has the opportunity to purchase 3.65" x2.5" black & white ads in bulk from the Norwich Bulletin which we can co-op with our members at the cost of \$20.60 each. This will offer considerable savings over a single time ad for you. Contact the BAEC office if you would like to participate.

**IT'S GOOD BUSINESS  
TO DO BUSINESS  
WITH A MEMBER!**



## Education and Training



### What Can a NAHB Designation Do For You?

A NAHB Designation says a lot about you. Professional designations offer excellent opportunities to improve your skills, advance your career, and be recognized for your commitment to professional growth. NAHB has the most targeted curriculum, accomplished teachers and widely respected education opportunities in the business. Start getting a designation now so you'll be ahead of the competition in the future. Below is a list of designations. If you have an interest in obtaining any of these, call the BAEC office today to get you on the right track to a better tomorrow.



#### **Certified Aging-In-Place Specialist (CAPS)**

The CAPS designation program teaches the technical, business management, and customer service skills essential to competing in the aging-in-place market.

#### **Certified Graduate Associate (CGA)**

Learn about the home building business from the best source possible: builders and remodelers with years of field experience.

#### **Certified Graduate Builder (CGB)**

CGB is an exclusive professional designation designed to emphasize business and project management skills.

#### **Certified Graduate Remodeler (CGR)**

Certified Graduate Remodeler (CGR) is an exclusive professional designation designed to emphasize business management skills as the key to a professional remodeling operation.

#### **Certified Green Professional (CGP)**

The National Association of Home Builders' Certified Green Professional™ Designation teaches builders, remodelers and other industry professionals techniques for incorporating green building principles into homes—without driving up the cost of construction.

#### **Certified New Home Sales Professional (CSP)**

The CSP designation was designed for specialists in new home sales to enhance their professional image, increase their marketability in the home building industry, and sell more homes!

#### **Graduate Master Builder (GMB)**

Graduate Master Builder (GMB) courses are more advanced with in-depth instruction geared for experienced building professionals.

#### **Graduate Master Remodeler (GMR)**

The Graduate Master Remodeler (GMR) program includes advanced and updated courses geared toward experienced remodeling professionals.

#### **Housing Credit Certified Professional (HCCP)**

HCCP is a specialized designation for developers, property managers, asset managers, and others working in the affordable housing industry.

#### **Master Certified New Home Sales Professional (Master CSP)**

This designation acknowledges the continued educational achievements of graduates of the CSP program.

#### **Master Certified Green Professional**

The Master CGP builds on the Certified Green Professional (CGP) designation and expands into the mechanics of green building. Exclusively for experienced builders and remodelers, this designation comprises a more in-depth study of green building science and methods.

#### **Master in Residential Marketing (MIRM)**

The MIRM designation is the top-level achievement for professionals in new home marketing.

#### **Residential Construction Superintendent (RCS)**

The RCS designation series of courses is geared toward the budding field of superintendents and can benefit current site personnel wishing to excel in this position.

# IBS 2011.POWER UP.

## 2011

NAHB International Builders' Show

Attend the Building Industry's Biggest Event!

- More than 200 Education sessions taught by industry leaders.
- More than 1,000 of the industry's most respected suppliers.
- Over 500,000 net square feet of exhibit space.



JANUARY 12-15, 2011 | ORLANDO | BUILDERSHOW.COM



## Available To All HBA Members

The PHCC is making available to us the 2003 IRC CT Version with tabs, 2005 Amendments and separate 2009 amendments for only **\$76.00!**

The ICC price is \$106.50.

That's a savings of over \$30.00!!

Contact the BAEC office for more information.

# The BAEC's 2011 OFFICERS, BOARD OF DIRECTORS &

## OFFICERS



President:  
**Chad Whitcomb,**  
The Greensulators



Vice President:  
**Bruno Hayn,**  
Home Designs By Bruno



Secretary:  
**Jim Pepitone,**  
Ark Contractors



Treasurer:  
**Matt Nick,**  
Kostin Ruffkess & Co.



Immediate Past President:  
**Denise Nott,**  
Nutmeg Building & Remodeling



Associate VP:  
**Dave Hammerstrom,**  
Chelsea Groton Bank

## 2010 BOARD OF DIRECTORS:

### BUILDER BOARD MEMBERS:

**Andy Gil,**  
Erik's Design Build Associates

**Everett Hyde,**  
Shelter LLC

**John MacPherson,**  
The Kitchen Guy

**Robert Maynard,**  
RM Maynard Home Improvement

**Paul Stone,**  
Lombardi Inside Out

**Jim Williams,**  
TF Buxton, Ltd.

### PAST PRESIDENT SERVING THE BOARD:

**Norton C. Wheeler III,**  
Mystic River Building Co.

### ASSOCIATE BOARD MEMBERS:

**Tim Applegate,**  
New London County Landscaping

**Gail Grillo,**  
Marvel Home Decorating

**Ted Paluha,**  
T & S Flooring

**Mark Spinnato,**  
Smith Insurance Agency

**Ed Windhom,**  
United Builders Supply

### LEGAL COUNSEL:

**Thomas Londregan, Esq.,**  
Conway, Londregan,  
Sheehan & Monaco, P.C.

## Thank You... To Our Evening's Sponsors

Hors D'Oeuvres  
**The Greensulators**

Dinner  
**Overhead Door Co. of Norwich**

Awards  
**Chelsea Groton Bank**

Flowers  
**Nutmeg Building & Remodeling**

Centerpieces  
**Marvel Home Decorating**

Printing  
**Copies Plus...More**

Take A Winner to Dinner  
**New London County Landscaping**  
**United Cleaning & Restoration**

Door Prizes  
**Wireless Zone**



## 2010 ANNUAL NIGHT AWARD WINNERS

Chad J. Whitcomb, president of The Greensulators, was voted president of the Builders Association of Eastern Connecticut at our annual meeting held Friday, December 10 at The Spa at Norwich Inn. Chad is the co-owner of The Greensulators, an Energy Conservation firm specializing in Energy Audits, Cellulose Insulation, Windows/Doors, and "Green" Consulting and Remodeling. He has extensive knowledge in Building Science and how it pertains to energy conservation. Chad is a BPI certified Building Analyst, NAHB Certified Green Professional, RRP (Lead Paint) certified and has designed and built over 125 homes over the last 12 years.

Chad also teaches BPI Building Analyst and Weatherization for the Connecticut Community Colleges. He continually strives to increase his knowledge base in his chosen profession by attending seminars and is constantly reading to better himself and his business.

Chad replaces Denise Nott, president of Nutmeg Building & Remodeling in Ledyard. He is scheduled to serve a two-year term. New to the board this year are Andy Gil of Erik's Design Build and Jim Williams, of TF Buxton Ltd. Jim has volunteered to lead program development for the coming year. We thank Ed Colburn of All Phase Building and Remodeling for his years of service on the board.

Erik Kudlis, owner of Erik's Design Build Associates, and Chad's mentor, was named builder of the year. Erik has been building energy efficient homes for two decades, and may be the first green builder in southeastern Connecticut.

Gary Wolinski, of Overhead Door Co. of Norwich, was honored with the Distinguished Service Award, for his never-ending support of the association and community. Norton C. Wheeler III, of Mystic River Building Co., was named remodeler of the year, while Ron Tetrault, vice president of Chace Building Supply, won associate of the year. Bob Fusari, of Real Estate Service of Connecticut, was inducted into the Clarence Bruninga Builders Hall of Fame.

Read more about our award winners soon at [www.BAEC.net](http://www.BAEC.net).

### 2010 AWARD WINNERS:



Builder of the Year  
**Dr. Erik Kudlis,**  
Erik's Design Build Associates



Remodeler of the Year  
**Norton C. Wheeler III,**  
Mystic River Building Co., Inc.



Associate of the Year  
**Ron Tetrault,**  
Chace Building Supply



Distinguished Service  
**Gary Wolinski,**  
Overhead Door Co. of Norwich



Distinguished Service as President  
**Denise Nott,**  
Nutmeg Building & Remodeling LLC



C B Housing Hall of Fame Award  
**Bob Fusari Sr.,**  
Real Estate Service of CT



## HBA of Connecticut News

### New Government Affairs Task Groups Forming

The Government Affairs Committee is forming small task groups to target on specific issues that affect home building industry (see the list below). These groups will work via e-mail and phone, rather than having regular meetings, so it's a good way to get involved in government affairs without a commitment to a regular meeting schedule. This is a great opportunity to have a direct impact on an issue that is a problem for your business or where you have a specific interest or expertise. You can sign up online, or call the HBACT office for more information at 860-218-5858.

**Green Building** (legislative, regulatory & code issues involving green building and energy efficiency)

**Stormwater & LID** (DEP's new LID efforts and new stormwater general permit issues)

**Remodelers** (issues specific to remodeling, home improvement, lead-paint)

**Building Codes & Standards** (all state building code issues, such as fire sprinklers; coordinates with green building task group)

**Inland Wetlands & Watercourses** (all wetland & watercourse issues, including endangered species/wildlife, whether before the legislature or DEP)

**Public Health** (septic systems, AT systems, water well issues, watershed lands)

**Planning & Zoning** (all other land use issues specific to P&Z authority affecting land development)

**DOT & State Traffic Commission** (all specific DOT & STC issues)

**Affordable Housing & HOME CT** (HOME CT program, 8-30g, all other affordable housing issues)

### Building Science & Green Building Seminar

**February 9, 2011, 8:30-4:30**

Breakfast & Lunch included

The Building Science and Green Building Seminar is designed to teach the fundamental principles which govern all high performance/green building standards and programs and is a perfect supplement to those building to the National Green Building Standard. Certified Green Professional (CGP) Designees will find it a valuable companion to their education.

**We're able to offer a very low registration rate** due to our generous supporting sponsors (breakfast and lunch included with your registration):

HBA MEMBER: \$30 NON-MEMBER: \$45

HBACT GREEN HOMES COUNCIL MEMBER: \$25

**A link to the registration form is at [www.hbact.org](http://www.hbact.org), or call the HBACT office at 860-216-5858.**

### Top 10 NAHB Actions To Benefit Our Members In The Past Month

1. NAHB CEO Jerry Howard and staff discussed builder financing problems, the future of the housing finance system and deficit reduction proposals that would affect home buyers in a meeting with the White House National Economic Council.
2. A draft report released by the president's bipartisan Commission on Fiscal Responsibility and Reform includes some very concerning proposals regarding the mortgage interest deduction (MID). NAHB was expecting these proposals and immediately sprung into action to aggressively defend the MID and other housing incentives in the tax code.
3. NAHB's Political Action Committee, known as BUILD-PAC, scored an 88% success rate in the recently completed midterm election cycle.
4. NAHB is reminding consumers that the energy-efficient tax credit for existing homes (Internal Revenue Code Section 25C) is set to expire at the end of 2010. That means home owners have precious little time left to take advantage of the credit to offset the purchase cost of products that can help them save energy and reduce their utility bills.
5. New research by NAHB Economics highlights the significant extent to which much of the U.S. single-family housing market is under built following the severe decline in production that has taken place since 2006. This data further highlights to need to resolve the credit crunch for housing production loans at a time when consumer interest is starting to revive in some markets and the inventory of completed new homes is extremely tight.
6. As a result of petitions from NAHB and the Small Business Administration's Office of Advocacy, the EPA has finally acted to strike an onerous requirement from new national storm water management regulations.
7. NAHB has joined in a lawsuit with the American Farm Bureau Federation and the United States Sugar Corporation that challenges a U.S. Army Corps of Engineers decision to begin treating certain farm fields as wetlands, affecting both the value of the property and the process for developing or building on it.
8. NAHB hosted a free webinar on Nov. 15 to inform our members about the ongoing foreclosure crisis and its potential impacts on our industry.
9. NAHB has made free recordings of several of our most recent and popular webinar educational events available to our members through NAHB.org.
10. NAHB is offering pre-show classroom and hands-on training sessions for federally required Lead-Safe Certification at the 2011 NAHB International Builders' Show (IBS) in Orlando.

For details on each of these items, go to <http://www.hbact.org/login.cfm?an=1&subarticlenbr=355>

# EYE ON HOUSING

## Tax Relief Bill Includes More Positives Than Negatives for Builders

With the two-year extension of all of the 2001 and 2003 Bush-era tax cuts as its centerpiece, Congress approved a major tax-cut package negotiated by President Obama and top Senate Republicans that is designed to provide tax relief for all working Americans and spur job growth.

H.R. 4853 — The Tax Relief, Unemployment Insurance Reauthorization, and Job Creation Act of 2010 — cleared the Senate by an overwhelmingly 81-to-19 margin on Dec. 15 and was approved by the House a day later by a vote of 277 to 148. President Obama signed the bill into law on December 17.

Though imperfect, NAHB supported the legislation because it will provide a measure of stability for American working families and home builders. The tax package — estimated to cost \$858 billion over 10 years — includes several positive provisions for NAHB members. It will:

- Extend the 10%, 15%, 25%, 28%, 33% and 35% federal income tax rates through 2012. Had no action been taken, all of the marginal tax rates would have risen in January, with the top rate jumping to 39.6%.
- Renew the expired estate taxes for two years at a rate of 35%. Adjusted for inflation, the first \$5 million of an individual's estate would be passed on to heirs tax-free and couples could exempt \$10 million of their estate's value.
- Provide an estimated 21 million middle-class households and small businesses relief from the Alternative Minimum Tax (AMT) through 2011. In 2010, individuals can exempt \$47,470 (\$72,450 for couples filing jointly) in income from the AMT. Those exemption amounts will increase to \$48,450 and \$74,450, respectively, in 2011.
- Maintain the current long-term tax rate on dividends and capital gains through 2012. Had no action been taken, the highest capital gains rate of 15% was expected to rise to 20% next year and dividend payments could have been taxed at a rate as high as 39.6% for top earners.
- Renew the New Energy Efficient Home Tax Credit (45L credit) for 2010 and extend it through the end of 2011. The section 45L tax credit is the only federal incentive available for efficiency in new home construction; about 10% of all new homes sold in 2009 qualified. The program provides \$2,000 tax credits to builders and developers for the construction and sale of homes that achieve a 50% reduction in their energy consumption.
- Allow businesses to write off the full cost of capital investments (excluding residential and commercial buildings) after Sept. 8, 2010 and through the end of 2011. Normally, businesses would be required to depreciate those expenses over many years.
- Provide a 50% bonus depreciation in 2012. Under the American Recovery and Reinvestment Act of 2009, Congress temporarily allowed businesses to recover the costs of certain capital expenditures made in 2008 and 2009 more quickly than under ordinary depreciation schedules by permitting those businesses to immediately write off 50% of the cost of certain depreciable property (rental residential real estate, in general, is excluded) placed in service in those years. The new law extends the provision for 50% bonus depreciation through 2012.
- Extend the increased small business expensing limits through the end of 2012. Under the legislation, qualified businesses may expense up to \$125,000 of property placed

in service, and this amount is reduced dollar for dollar by the amount of property placed in service that exceeds \$500,000.

- Extend the expensing of brownfields remediation costs through 2011.
- Eliminate the Pease itemized deduction phase-out through 2012. The Pease rule reduces the value of itemized deductions such as the mortgage interest deduction and the real estate tax deduction for upper adjusted gross income taxpayers.
- Extend the tax deductions in the Gulf Opportunity Zone for an additional two years beyond the placed-in-service date.
- Extend the deductibility of Private Mortgage Insurance through 2011; however the existing adjusted gross income limitation of \$110,000 remains.

The package will also:

- Extend unemployment benefits for an additional 13 months.
- Provide a temporary, one-year payroll tax holiday of 2% for all workers by cutting Social Security taxes from 6.2% to 4.2% on the first \$106,800 of wages. This tax cut applies only to employees, not employers.
- Extend the college tuition and child care tax credits for two years.
- Extend an option allowing taxpayers to deduct state and local general sales taxes in lieu of state and local income taxes for those who itemize their deductions.
- Provide a marriage penalty relief extension through 2012. The bill ensures that the standard deduction for couples is exactly twice the amount for single filers.

### Low Income Housing Tax Credit

Despite an intensive push by NAHB lobbyists, the tax cut package omitted a key provision championed by the association. It failed to include an extension of the Section 1602 "exchange" provision for the Low Income Housing Tax Credit (LIHTC) program that would allow state housing finance agencies to trade in a portion of their tax credit allocation for grant dollars to support local affordable housing.

### Smaller Tax Incentive for Energy Retrofits

At the same time, NAHB was calling on lawmakers to reverse last-minute changes to the Existing Home Retrofit Tax Credit (25C credit) that will greatly diminish its value.

Although H.R. 4853 does include an extension of the 25C credit through 2011, modifications were made reducing the credit value to its 2006-2007 levels of 10% of the installed costs with maximum credit for all qualified retrofits of \$500. The legislation also reinstates lifetime credit caps that disqualify any home owner who has claimed more than \$500 in 25C tax credits since Jan. 1, 2005, from any further credits. As a result, this offers little practical incentives for home owners or remodelers.

In the waning days of the lame duck session, NAHB continues to meet with lawmakers and explore other options for extending the LIHTC exchange and restoring the 25C tax credit to its previous levels and rules under the American Recovery and Reinvestment Act. However, as Congress looks to wrap up its work, there are likely few, if any, opportunities available to move these housing priorities forward. If not, NAHB remains committed to addressing these issues when the 112th Congress convenes in January.

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

If you don't like  
something ,change it!  
If you can't change it,  
change your attitude.  
-Maya Angelou



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BAEC@aol.com

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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 HOME AND BETTER LIVING SHOW**



Watch your email  
inbox for an  
opportunity to  
volunteer your time in  
the BAEC booth!

**Mark your Calendars for the  
11th Annual BAEC  
Home & Better Living Show  
January 22 & 23, 2011**

Call Jay Appleman of  
Red Stone Promotions at 1-800-294-7469  
Or visit [www.baechomeshow.com](http://www.baechomeshow.com) to book  
your booth today!  
Ask Jay about BAEC member share where  
you can save a bundle!

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

## **CALENDAR OF EVENTS**

### **December 2010**

Wed	15th	1:00 PM	HBACT Government Affairs
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### **January 2011**

Wed	4th	6:00 PM	BAEC Board Meeting
Thur	6th	6:00 PM	HABCT Developers Council
Tues	11th	12:00 PM	Home Show Comm. Mtg.
Thur	13th	6:00 PM	Membership Comm. Mtg.
Sat	22nd	10:00 AM - 9:00 PM	BAEC Home & Better Living Show, Mohegan Sun Arena
Sun	23rd	10:00 AM - 5:00 PM	BAEC Home & Better Living Show, Mohegan Sun Arena
Wed	26th	5:30 PM	General Membership Mtg.



**Happy New Year!**

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