



President's Message

The BAEC Home Show is just weeks away, but if you haven't already done so, book your booth today for the first home show of the year! I've always found that exhibiting in the show is a great investment for my company, providing leads throughout the year. Do you know that 60% of consumers don't make their final purchase until six months after their initial contact? I want to be the first person they talk to about insulation and energy audits!

The BAEC Home Show is now on Facebook. Spread the word to your friends co-workers and clients! Like us at <http://www.facebook.com/redstonepromotions> to receive a free admission pass. Be sure to talk about your exhibit in the comment section. Let's get the conversation going!

Thanks to Overhead Door of Norwich, Ricon Homes, Marvel Home Decorating, Mystic River Building and Dependable Contracting for sponsoring the BAEC Welcome Booth.

If you're not exhibiting in the show, be sure to bring plenty of business cards and sign up to man the BAEC booth for a couple of hours during the show. We meet and greet consumers, direct them to exhibits and answer questions about their home building and remodeling projects.

The home show is the place to be. It's the ultimate social networking experience and puts your company's name out there in the public eye.

Now that we've handled the local economy with our home show, let's move on the solving the nation's problems.

There's quite a buzz going around about Anders Lewendal, an economist turned builder from Montana, who is constructing a house made entirely from American-made products -- from the bathtub right down to the nails, screws and bolts.

In total, the cost of the house is nearly identical to one using foreign-made materials. It might end up being 1 to 2 percent more expensive, but built with better materials, using nails that won't rust, for instance.

The Montana man is convinced that if every builder used just 5 percent more American materials it would create 220,000 jobs.

And, now, thanks to an ABC News broadcast, builders are responding, rallying to buy more products, such as Moen faucets, and the word is spreading through HBA's across the country to get on board.

We have heard from a number of members that they would like to see our association initiate a formal program wherein our builder and remodeler members give a written pledge to utilize a minimum of 5% Made in America products in their homes.

Ron Tetrault of Chace Building Supplies is asking fellow associate members to take inventory of what we buy and sell, and get a list of local resources available together and send to the BAEC office.

The BAEC will assist in compiling and distributing lists of American products available through our association network and publish program participants on our website and through press releases to our local newspapers.

ABCNews.com features a Made In America web page that collects information on manufacturers in the USA, detailing products from different industries, like the furniture or construction industry. Get on their site to advertise your product.

I hope you'll consider participating in this new project. It's good for the association, for our area and for the country. That means it's good for you.

I wish all of you, your families and your staff, the best during this holiday season and the coming year.

Happy Holidays,

Chad Whitcomb, BAEC President
President/BPI Building Analyst I, CGP
The Greensulators





Welcome! New Members

Rick O'Keefe of Belmont Homes LLC
 PO Box 26 / 12 Water Street
 Danielson, CT 06239
 Ph /Cell 860-949-9099
 Fax 860-774-8400
 builderxl@hotmail.com

Sponsored by **Gary Wolinski, Overhead Door Co.**

Did you know that you earn SPIKE credits for every member you sponsor who joins and upon their renewals? Awards can be earned through NAHB, in addition to great perks such as access to NAHB's SPIKE party at NAHB's International Builders' Show!

Support our BAEC Killingly High School Student Chapter!

Members of our BAEC Student Chapter at Killingly High School are setting out to prove they are serious about building their futures in the homebuilding business. Once again they'll be competing with other high schools and colleges across the nation at the Student Chapter Competition at the IBS Show in February.

Thanks to Exterior Solutions, Mystic River Building, Amity Construction and Chace Building Supplies for attending the students' presentation rehearsal on Thursday, December 1.

The students are doing all sorts of fundraisers to pay for their IBS journey and stay. They earned over \$1,000 at their silent auction held on December 16. Upcoming events include The Great Garage Band fundraiser starting at 6 pm on January 7th and a January fundraiser breakfast (date to be announced later).

If you can, please support any of the above activities and join Exterior Solutions, Hampton Remodeling, Mystic River Building, Nutmeg Building and Remodeling and Amity Construction by placing your logo on their team shirts for \$100. Deadline to participate is December 31, 2011.

National Association of Home Builders

Put your membership to work now.
 Money-saving discounts that benefit your business, your employees, and your family
www.nahb.org/MA

Take Advantage of BAEC Marketing Opportunities



Our home show is the ultimate social networking experience. Don't miss this amazing opportunity to market your products and services to a wide audience at the Mohegan Sun Casino, January 7 and 8, 2012.

Contact Jay Appleman of Red Stone Promotions at 1-800-294-7469 or log onto www.baechomeshow.com for exhibitor information.



BAEC WEBSITE



Our www.baec.net website averages about 4,000 unique visits each month. Sponsor our home page or place your banner on a particular consumer or member page that links to your website. We also invite our members to submit informative articles as a resource for consumers. Call the BAEC office for sponsorship rates.

HOUSE OF THE YEAR OPEN HOUSE

Saturday, January 14
 10 am to 2 pm

In the Home Show Insert by the New London Day, we are publishing a piece about the many advantages of buying a newly constructed home. These include:

- Design and functionality
- energy efficiency;
- better functioning windows and doors
- up-to-date furnaces, electrical, plumbing and mechanical systems;
- drier basements; and
- new and improved technologies, materials, appliances and construction methods.

We're inviting the public to view our house of the year and meet one-on-one with builders to explore possibilities.

Don't miss this great opportunity to speak with potential clients. Sign up to attend with the BAEC office.



Education and Training



Learn About CT Small Business Assistance

The special legislative session on jobs in October resulted in a comprehensive set of pro-business measures being adopted that will help businesses—most notably small businesses—prosper and grow.

DECD Commissioner Catherine Smith invites you to learn firsthand how this new legislation can positively affect your business by attending a meeting at Three Rivers Community College on December 22 from 8:30 a.m. to 10 a.m. Additional dates, times and locations are being added, so be sure to check www.decd.org for updates. DECD will also be hosting webinars for those that cannot participate in person on January 18 from 9 a.m. to 10 a.m. and on January 19 from 1 p.m. to 2 p.m.

With \$180 million in new funding specifically targeted to small business, these new initiatives are a key piece of Governor Malloy's strategy to accelerate our economic recovery and reinvent Connecticut. These sessions are a great opportunity to learn about DECD's programs to assist business and to meet one-on-one with economic development representatives to access fast-track assistance from the state.



Space is limited so register today on www.decd.org.

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!!

**Registration is open for the
2012 NAHB International
Builders' Show®
IT'S IBS TIME.**



IBS Time is now! Register now for the building industry's biggest event. Make plans today to join your colleagues for four days of non-stop business and networking February 8-11 in Orlando. With more than 50,000 attendees, 1,000 industry suppliers and nearly 200 education sessions, you'll get a year's worth of value in just 96 hours.

**2012 NAHB International Builders Show
February 8-11 Orlando**



Building in 2012: Economics, Advocacy and the Year Ahead

1/11/2012
2:00-3:00 PM

Some modest, positive economic signals have been sighted for 2012, but challenges remain. How quickly your local market recovers will be heavily influenced by the depth of the economic hole. Amid this evolving climate, NAHB continues its efforts to improve builder access to credit, reform the home appraisal process, and keep regulatory overreach at bay.

Join NAHB CEO Jerry Howard, Chief Economist David Crowe and Senior Vice President for Government Affairs Jim Tobin for a look at the association's plans for the year, the economic forecast and how the upcoming elections will shape the policies that affect homeownership and the housing industry.

BAEC Member Fee: Free

The Basic Steps of Marketing

1/18/2012
2:00-3:00 PM

Effective marketing can make the difference between an average sales year and a great one. However, planning a marketing campaign can be a daunting task, especially when promotional dollars are scarce. Section 1 from NAHB's Effective Marketing on a Shoestring Budget course will teach you the purpose and importance of cost-effective marketing and its role in the management and operation of your business.

Learning Objectives

- ♣ Describe the seven basic steps of the marketing process.
- ♣ Identify the primary expense categories in an effective marketing budget and the factors that impact allocation.
- ♣ List key principles for maximizing return on marketing dollars.
- ♣ Explain the role of the marketing plan in the management and operation of the business.

Speaker: Gian Hasbrock, MIRM, MCSP, CGP, CRS, Critical Wheel / Wowism at www.wowism.com.

BAEC Member Fee: \$24.95

All registrants receive 20% off the online course Effective Marketing on a Shoestring Budget, available January 2012.

To register for either of these webinars please contact Paula Pagano at 800-368-5242 x8057 or via email at ppagano@nahb.org.

2011 Annual Awards and Installation of Officers Night

Friday, December 2 was an evening to remember at the Norwich Inn and Spa with good food, good fun and good company. Liz Verna, of Verna Developers and president of the Home Builders Association of Connecticut, installed our 2012 board of directors.

After an evening of inspiring speeches by our president, Chad Whitcomb and our 2012 award winners and presenters, it was easy to see why our winners were chosen. Hall of Fame winner Erik Kudis shared his life and work philosophies with us...we could listen to Erik talk for hours and he almost did:) We heard about the hard work of Builder of the Year Andy Gil on the innovative and energy-saving BAEC House of the Year and Remodeler of the Year Dino Tudisca's adventures in Joplin, Missouri and his theory about saving starfish. We hope he gets our membership moving on the many community service opportunities available to us. Associate of the Year Karl Knerr's dedication to customer service was certainly exemplified in his contributions to the House of the Year. Jim Williams was recognized with a distinguished

service award for the time and energy he has put into revving up our meeting presentations and developing workshops for our builder members. And distinguished service award winner Gary Wolinski shared his feelings about the need to give back to the community and the industry within which we make our livings. We gave a big thank you to Industry Appreciation Award winners James Mosher of The Bulletin and Lee Howard of The Day for their coverage of home building issues and their advocacy on behalf of the association.

We hope you all will become active with the association in the coming year and join others at the podium in 2012. Join a committee and please don't hesitate to contact members of our board of directors with your ideas to make our association the best it can be for our members.

Your 2012 Board of Directors



Officers

President: Chad Whitcomb, CGP of The Greensulators

Vice President: James Williams of T.F. Buxton LTD

Associate Vice President: Dave Hammerstrom of Chelsea Groton Bank

Secretary: Andrew Gil, CGP, of Mystic River Building Co.

Treasurer: Matt Nick of J.H. Cohn LLP

Immediate Past President: Denise Nott, CGR, CAPS, of Nutmeg Building & Remodeling

Past President Serving the Board: Norton C. Wheeler III ,GMB, CAPS, CGB, CGP of Mystic River Building Co.

Builder Board Members

Everett Hyde of Shelter LLC

Robert Maynard of R M Maynard Home Improvement

Lenny Patera of The Hampton Remodeling Co. LLC

David Preka of Advanced Improvements LLC

Dino Tudisca of Exterior Solutions LLC

Michael Stricker of Stricker Contracting LLC

Gary Wolinski of Overhead Door Co. of Norwich

Associate Board Members:

Tim Applegate of New London County Landscaping

Gail Grillo of Marvel Home Decorating

Mark Spinnato of Bouvier Insurance

Ed Windhom Jr. of United Builders Supply

Legal Counsel:

Thomas Londregan of Conway, Londregan, Sheehan & Monaco P.C.



**Guess who is under those masks?
Answer on page 8!**

Congratulations to BAEC's 2011 Award Winners!



C.B. Housing
Hall of Fame
Erik Kudlis, PhD
Erik's Design Build
Associates



Builder of the Year
Andrew J. Gil
Mystic River
Building Co., Inc.



Remodeler of the Year
Dino Tudisca
Exterior Solutions LLC



Associate of the Year
Karl Knerr
The Norwich
Lumber Co.



Distinguished Service
Gary Wolinski
Overhead Door
Co. of Norwich



Distinguished Service
James Williams
T.F. Buxton Ltd.



Industry Appreciation
Award
James Mosher
The Bulletin



Industry Appreciation
Award
Lee Howard
The Day

Many thanks to our evening's sponsors!

Appetizers
Overhead Door Co.

Awards
Chelsea Groton Bank

Party Favors
The Norwich Lumber Co.

Flowers
T.F. Buxton Ltd.

Printing
Copies Plus...More

Take A Winner to Dinner
Coastal Construction Mgmt.
&
Mystic River Building Co.

Door Prizes
Wireless Zone



Made in America Product List

Product	Manufacturer/Supplier	State			
Windows	Amsco Windows	UT	Condensate Trap	Airtec	MA
J bolts/foundation	S.C. Prototypes	MT	Registers/Grilles	Hart & Cooley	MI
J bolts/foundation/stock	Pacific Steel	UT	Allthread Rod	Chicago Hardware	IL
Gorilla Duct tape	The Gorilla Glue Co	OH	Pipe Brackets	C&S Manufacturing	WI
4" perforated pipe, radon	Northern Pipe Co.	ND	Conensate Pump	Franklin Electric	IN
4" pvc fittings	GPK	ND	Unistrut	Cooper B-Line	IL
pvc glue	Oatey	OH	Flexible Duct	Atco	TX
8d ring shank nails	True Spec	CA	Duct Sealant	Hardcast	TX
16d sinkers	Griptite	WI	Flex Duct Straps	Source 1	OK
1/2" foundation nuts	CAT	IL	PVC Glue/Primer	Oatey	OH
gun nails	Maze	IL	Thermostat Wire	Honeywell	MS
damp proofing	Mulseal/Tremco	OH	Exhaust Fans	Broan	WI
Rebar	Nucor	UT	Concentric Vent	Source 1	OK
Concrete	CMI	MT	Exhaust Hoods	Broan	WI
Concrete Portland	Ash Grove	MT	Nuts/ Washers	Perine Danforth	WA
Concrete aggregate	CMC. Beglade	MT	Dryer Box	In O Vate Tech	FL
Concrete sand	CMC. Beglade	MT	Duct Liner	Johns Manville	CO
Hangers, straps, H clips	Simpson Strong-Tie	CA	Duct Liner Pins	Hardcast	TX
TJI's	I-Level Truss Joist	OR	Allthread Anchors	ITW Buildex	IL
2x4's and 2x6's	RY Lumber	MT	Ductstrap	Colombia Man	WA
Plywood	Potlatch	ID	Manual Dampers	Norwesco	WA
2x4's and 2x6's	F.H. Stoltze	MT	Sill Sealer	Reflectix, Inc.	IN
2x4's and 2x6's	Idaho Forest	ID	PVC Primer and Cement	Oatey	OH
PL 400 sub floor adhesive	Loctite	CT	Pex Pipe	Cresline-Northwest	WA
MiraTEC fascia	CMI Corp	PA	Kitchen Sink	Viega	KS
treated plate	McFarland Cascade	WA	Kitchen Faucet	Moen	PA
T braces/framing	Appleton Supply	WI	Kitchen Basket strainer	Moen	NC
sill seal	Reflectix	IN	Kitchen disposer	Dearborn Brass	TX
powder actuated pins	TW Ramset/Redhead	IL	Bathroom Pedestal Lav	In-Sink-Erator	WI
foam board	Dow	IL	Bathroom Lav faucet	Mansfield	IL
Spray paint	Rustoleum	IL	Bathroom Lav sink	Moen	NC
Spray insulation	JM Corbond	MT, TX	Bathroom toilets	Mansfield	IL
Screws	Por Pac	CO, CT	Bathroom toilet seats	Kohler	AR
Wire joint	Thomas & Betts	TN	Master Shower	Aguaglass	OR
Spray paint	ACE	IL	Master shower valve	Moen	NC
paint	Sherwin Williams	OH	Master shower trim	Moen	NC
Window foam	Touch n Seal	MO	Master soaker tub	Aguaglass	OR
Caulking	White Lightning	OH	Master soaker tub trim	Moen	NC
Plastic elect. Straps	Handy Straps	WI	Master soaker tub valve	Moen	NC
meter base	Eaton/Cutler Hammer	PA	Bathtub waste and overflow	Watco	MO
electric panel	Eaton/Cutler Hammer	PA	Full Bath tub/shower	Aguaglass	OR
Breakers	Eaton/Cutler Hammer	PA	Full Bath tub/shower trim	Moen	NC
PVC pipe/fittings	Ridgeline Pipe	OR	Full Bath tub/shower valve	Moen	NC
2" Romex connectors	Bridgeport	CT	Water Heater	Bradford White	PA
Boxes	Allied	OH	Pex Fittings	Zurn	TX
Wire-service, romex	Southwire	GA	PVC Fittings	Sioux Chief	MO
staples	Sturgeon Bay	WI	Hangers/pipe insulators	Sioux Chief	MO
4/0 SER straps	Sturgeon Bay	WI	Roof Jack	Oatey	OH
Telephone wire	3M	MN	Plumber Putty	Hercules	NJ
wire connectors/crimp slvs	Ideal	IL	Wax rings	Hercules	NJ
wire staples	Sturgeon Bay	WI	Thread Dope	Hercules	NJ
Furnace disconnect	Eaton/Cutler Hammer	PA	Plumber tape	Smith/Cooper	CA
recessed cans	Juno/Schneider Electric	IL	Black pipe	RJB Wholesale, Inc	WA
recycled glass	Livingston Landfill	MT	Black pipe fittings	Anvil International	NV
Furnace	Trane	TX	Gastite pipe and fittings	Gastite	MA
Cooling Coil	Trane	TX	Soulder Flux	Rectorseal	TX
HRV	Trane	TX	Soulder	Exeon Inc.	IL
Air Cleaner	Trane	TX	Copper Pipe	Cerro Flow Products Inc.	MO
Zoning/Thermostats	Trane	TX	Copper fittings	Elkhart Products Corp.	IL
Ductwork	Norwesco	WA	Backflow preventor/PRV	Watts	ME
Screws	Brynmolf Manufacturing	IL	Expansion Tank	Amtrol	RI
PVC	Cresline-Northwest	WA	Hose bibs	Woodford	CO

BUILDING BRIEFS

NAHB Fights Use of Higher Guaranty Fees to Pay for Payroll Tax Cut

As Congress scrambled to come to agreement on a way to extend the payroll tax cut through 2012 before heading home for the holidays, NAHB was fighting extremely hard against a proposal that would help pay for that extension through an increase on guaranty fees charged to banks by Fannie Mae and Freddie Mac -- a move that would ultimately raise the price of homeownership for all Americans seeking loans backed by those institutions. As Chairman Bob Nielsen said in an official statement, "Congress is essentially proposing to raise taxes on millions of potential home buyers in order to pay for a payroll tax cut and other non-housing legislative initiatives. With the housing market struggling to regain its footing, such a short-sighted move would be extremely counterproductive and threaten the fragile economic recovery. The guaranty fees (known as g-fees) that Fannie Mae and Freddie Mac charge lenders to protect against credit-related losses should not be used for purposes unrelated to the safety and soundness of the housing finance system." Unfortunately, the House did pass a version of the payroll tax extension legislation that included the g-fee provision earlier this week. However, as of Friday afternoon, the House and Senate were still at an impasse on the bill, and NAHB was aggressively working to delete the g-fee provision from the final

legislative package. Meanwhile, one bright spot in the House-passed legislation was the inclusion of NAHB-supported language to extend the National Flood Insurance Program (NFIP) for the next five years, and we are seeking to ensure that this particular part of the bill remains intact. In the event that this effort proves unsuccessful, Congress has already agreed to extend the NFIP through the end of May as part of the deal it reached earlier on a \$1 trillion spending bill to keep the federal government up and running into next fall.

The payroll tax cut legislation would keep 160 million workers from seeing their payroll tax jump on Jan. 1 from this year's 4.2% back to its normal level of 6.2% — a \$1,000 difference for a family earning \$50,000.



U.S and Connecticut Departments of Labor Join Forces to Enforce Wage and Hour Laws on Construction Sites



The Wage and Hour Division of the United States Department of Labor ("US DOL") announced a multi-year enforcement initiative focusing on the construction industry in Connecticut and Rhode Island. The US DOL intends to remedy what it believes to be systemic violations of the Fair Labor Standards Act ("FLSA") and to promote contractor and subcontractor compliance with the law.

Since 2008, the US DOL's Hartford Office has conducted 183 investigations in Connecticut and Rhode Island and has recov-

ered almost \$3.3 million in back wages. The US DOL has typically acted in cases in which it believes that employers have misclassified employees as independent contractors to avoid wage and hour laws, paid piece-work rates which resulted in compensation below the minimum wage, and failed to pay overtime compensation.

The Connecticut Department of Labor has also been active in investigating wage and hour compliance at construction sites and has issued stop work orders under Connecticut law.

Real Estate Property Condition Disclosure

The Legislature's Regulations Review Committee is considering an amendment to the state's Department of Consumer Protection Regulations entitled "The Uniform property Condition Disclosure Act" (Connecticut General Statutes Section 20-327b) requiring the seller of residential property to provide a disclosure form to the prospective purchaser prior to the prospective purchaser's execution of any binder, contract to purchase, option or lease containing a purchase option.

These provisions apply to the transfer of residential real property of four dwelling units or less made with or without the assistance of a licensed broker or salesperson. The seller will be required to credit the purchaser with the sum

of \$300 at closing if the seller fails to furnish this report as required by this Act.

Please note that Connecticut law requires the owner of any dwelling in which children under the age of 6 reside to abate or manage materials containing toxic levels of lead.

The disclosure form can be found at <http://cga.ct.gov/2011/rrdata/rr/2011RR-2011-0030-R00.pdf>.



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

*Good for the body is the
work of the body, and good
for the soul is the work of
the soul, and good for either
is the work of the other.*

~Henry David Thoreau

*From page 4...Kevin Lathrop of
Nutmeg Building & Remodeling and
Kelly Whipple of Copies Plus...More,
enjoyed Annual Night by wearing their
masks!*



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

 **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.***

Save the date!

BAEC Membership Meeting
Wednesday, January 25, 2012
5:00 PM



The federal Occupational Safety and Health Administration (**OSHA**) is increasingly turning its attention to the residential construction industry. Learn how to be in compliance!

Sponsored by:
American Ladders & Scaffolds, Inc.
SAIA Accredited Safety Training Institute
The leader in Truck Equipment, Fall Protection, Scaffolds
& Ladders!

We will meet at our sponsor's facility **located at** 129 Kreiger Lane in Glastonbury so they can demonstrate and explain additional compliance equipment and its applications.

CALENDAR OF EVENTS

HAPPY HOLIDAYS!

(The BAEC office will be closed for the week between Christmas and New Years and will reopen on January 3, 2012)

JANUARY 2012

Tues. 10th	6:00PM	BAEC Board of Directors
Thurs. 5th	6:00PM	HBACT Developer's Council
Sat. 7th	10AM - 9PM	BAEC Home Show
		Mohegan Sun Arena
		Uncasville
Sun. 8th	10AM—5PM	BAEC Home Show
		Mohegan Sun Arena
		Uncasville, CT
Sun. 14th	10AM—2 PM	BAEC Open House
		House of the Year
		Rte 138, Griswold
Wed. 25th	5:00 PM	BAEC Membership Mtg
		American Ladders
		Glastonbury

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

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