

National Director, Jim Pepitone, Reports Back From IBS



- Certification of homes to a third party standard and verified by a rater will continue to increase in the US as energy becomes more costly and consumers become more environmentally conscious.
- Energy Star rating concentrates on a High Performance Home while the NAHB standard uses a holistic approach.
- Energy Star certified homes are not accepted under the Master Green Builder designation requirements. This might change as ES 2011 is implemented.
- Certified homes have higher resale values, use resources more efficiently and have lower energy operating costs.
- Having our homes certified and taking building classes separates BAEC members from the pack.
- Having the State raise credentials for builders will also separate BAEC members and make membership more valuable.
- Having the State raise green building standards will bode well for trained professional builders. There are many at NAHB who want the government out of regulating green and energy home performance.
- Concentrate on the cost to own, operate and maintain, long term, verses the cost to build, short term - Cost of Ownership.
- The new luxury home is now 5000 square feet down from 8000 square feet.
- The new luxury home is smart not extravagant.
- 3rd party and social media are excellent means of marketing.
- One method of cutting disposal costs is to bury waste sheetrock in interior walls - also helps with sound proofing, huts with plumbing and electric.
- Some range hoods remove so many cfm's from a home that certification can be lost.
- Some builders are using micro filament fibre glass and getting away from foam that has potential environmental issues.
- Beginning in October 2010 the US Department of Energy's new standard for energy labeling could mean that each new home you build or remodel will have a "miles per gallon" score associated with it. EPS or Energy Performance Score will concentrate on absolute site energy consumption per year.
- Our State HBA has a new website - check it out.
- MA passed a law, 40B, where developers can bypass local zoning ordinances for mixed income affordable housing.
- The ME uniform building code, just passed, does not include sprinklers. Basement TGI must be covered in 1/2 inch sheetrock.
- NAHB will spend \$3.8 million fighting the mortgage tax credit issue.
- VT is battling the sprinkler issue.
- There are 163,000 NAHB members.
- NAHB has developed a series of best practice videos.
- 80% of build pac donations went to candidates that NAHB supported.
- Build pac is launching a Capital Club Membership. For \$20 you can be a member of the 2012 club and support candidates nationwide who promote NAHB goals.
- Multi generational housing is a wave of the future.
- Greg Ugalde from CT is the new chair of New England region at NAHB.
- NAHB has met 3X in the past 16 months in an appraisal summit.
- NAHB sees a gradual increase in the marketplace with low interest loans, low home prices
- Job growth will be contingent on legislative action and regulatory reform.
- Getting a fair appraisal on a home is almost impossible nationwide.
- A modest increase of 3% is expected in 2011 and 2012 in GDP.
- There is a pent up demand for housing.
- Remodeling did not suffer as much as custom housing. A stronger recovery is expected for remodeling.
- Multifamily housing leveled out last year and stronger growth is expected.
- Banks are still holding on to REO's.
- Inflation is expected to be low, 1%, for year.
- There were 589,000 housing starts in 2010, 7% greater than 2009.
- Altogether there are 112 million households in the US.
- Home pricing has leveled off to 3.2X income down from 5X income. Historic ratio is 3X income compared to housing price.
- Green Construction will fuel need for training and job skills.
- There will be 7 million construction jobs by 2016.



New Members

John Lombardi of Orchard Group LLC

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www.orchardgroupllc.com

Sponsored by **Ron Tetrault of Chace Building Supply**

We at Overhead Door Company of Norwich want to thank all planners, volunteers, and exhibitors involved with this year's BAEC Home Show event - it was a thrill to be in the midst of true professionals in every aspect of the show presentation. To the BAEC homeshow committee, Shawn and I are extremely proud to have served as Title Sponsor this year and would be honored to enlist for the 2012 Title Sponsorship role if you will have us.

I hope everyone was able to capture the enthusiasm of the public that was present in the arena - I also hope the exhibitors are ready for more contracts as I'm sure the leads that were generated will turn into real business.

Regards,

Gary P. Wolinski, President



Give the Gift of Education to the BAEC Membership

We're planning to bring a season of outstanding speakers for our monthly membership meetings. Help us make our meetings a success. Sponsor a speaker! Call the BAEC office to get our wish of industry experts!

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



BAEC Student Chapter Places Third in Nation

On Thursday, January 13th, eight students from BAEC's Killingly High School student chapter participated in a National Competition at The International Builders Show held in Orlando, Florida. This competition involved 49 teams from as far as Washington, but KHS was the only team representing the state of Connecticut. The group won 3rd place for Outstanding Student Chapter, beating out schools like Brigham Young University, Purdue University, and Cal-Poly - San Luis. The judging was based on chapter activities, community service, fundraising, "green" living, and other projects. This is only the second time in the competition's history that the award was given on a High School level. The only other time was to Killingly High School at last year's competition. Quinn Berube also received an award for Outstanding Student at the competition. This award was based on dedication to the mission of the student chapter and construction industry. Quinn intends to pursue a career in heating and air conditioning next year at a program in Tennessee. The students, along with their instructor, are pictured left to right: Tyler Seace, Quinn Berube, Kourtney Blair, Louie Bousquet, Jacob Whitehead, Jerika Gilligan, Samantha Robinson, Tyler Mongeau, and Mrs. Beland.

BAEC is looking to support our chapter by providing monthly speakers from our members. They only need an hour of your time to speak about how you got involved in the construction industry, what you do, and why you stay involved in the BAEC and educational training. If you are interested in mentoring these students, please call the BAEC office.

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



Education and Training



OSHA 10 Hour Construction Safety Course

Monday, March 7, 2011 & Monday, March 14, 2011
8:00 AM – 2:00 PM

\$65 per person for HBA members
\$95 per person for non-members
(Includes lunch and course materials.)

Attendees must complete both sessions in order to receive a course completion card from the U.S. Dept. of Labor-OSHA.

Registration must be received by March 1st. For more information or to register call 860-563-4212.

Upcoming Webinar to Focus on Lead Generation, Sales Teams

The National Sales and Marketing Council (NSMC) will present the webinar *Reinvention in the Down Economy* on Wednesday, Feb. 23, at 2:00 p.m. EST to help builders understand how to generate leads and create a successful sales team that can convert those leads to sales, despite the downturn. The cost of this webinar is \$20 for NSMC members and 50+ Council members, \$25 for other NAHB members and \$40 for non-members.



Residential New Construction 2011 Program Roll-Out

Tuesday, February 22, 2011
8:00 am – 11:00 am
Registration and Breakfast begin at 7:30 am
Northeast Utilities, Auditorium
107 Selden Street, Berlin, CT

Please join representatives from The Connecticut Energy Efficiency Fund as we introduce the 2011 Residential New Construction Program

Builders, homeowners, HERS raters, insulation contractors, geothermal contractors, housing authorities, developers, and any other interested parties are invited to attend

Tuesday, February 22, 2011
8:00 am—11:00 am
Registration and Breakfast begin at 7:30 am

Agenda:

- Overview of 2011 Incentives
- Program Requirements
- Application & Submission Procedure
- Overview of ENERGY STAR® v2.5 and v3.0
- 2011 Zero Energy Challenge Overview
- Q&A Session

Registration:

To register for this event, please visit our Seminar and Event Calendar at <http://www.cl-p.com/Business/SaveEnergy/TechnicalSeminars/Calendar.aspx>



Comes to Rhode Island in March

The fun and learning begins on March 25th – 26th. 2011 at The RI Convention Center, in Providence, RI. Exhibit Hall. Admission is \$15 for registrations received by the February 24th early-bird deadline. After that, the cost is \$35. Visit www.JLCLIVE.com or call (800) 261-7769 for more information or to register.

From products to technologies, networking and hands-on instruction, a re-vamped JLC LIVE is in production for 2011 in Rhode Island. JLC LIVE is a regional trade event with exhibits, conference education and peer-to-peer networking.

JLC LIVE is presented by the *Journal of Light Construction*, *Remodeling* magazine and *Tools of the Trade*.

The JLC LIVE exhibit hall floor will feature hundreds of top manufacturers, distributors and suppliers from every major product category in the residential construction market. The live Building Clinics at JLC LIVE are led by nationally recognized contractors and are designed to provide instant tips and techniques for the jobsite.

There are 10 building clinics taking place in the exhibit hall:

- Exterior Living Designed to Last, presented by Frank Caputo;
- Setting Tile: Technology and Technique, presented by Michael Byrne;
- Deck Construction Technology, presented by Mike Guertin;
- Craft of Stairbuilding, presented by Jed Dixon;
- Drywall Trade Secrets, presented by Myron Ferguson;
- Frame and Finish, presented by Mike Sloggatt and Gary Katz.

The remaining four building clinics comprise the Building Performance Hub: Home Performance Solutions, presented by Bill Robinson; Moisture Management -Inside and Out, presented by Andy Engel; Building Performance, presented by Greg Burnet; and Building Green, presented by Rick Arnold.

The DOE's R-5 Windows Volume Purchase Program Saves You Money



With wood and vinyl window replacement ranking in the top 10 most valuable remodeling projects, according to the 2010–2011 Cost vs. Value Report, remodelers will be interested in a new volume purchase incentive from the U.S. Department of Energy (DOE). Several dozen window manufacturers are participating in the program in which contractors can purchase as few as 15 high-efficiency windows at reduced prices.

R-5 windows are the focus of the program, offering a U-factor of 0.22 for operable units and also meeting a DOE requirement for air infiltration. Both requirements exceed Energy Star.

“Through this initiative, the DOE aims to create awareness and acceptance of high-insulating R-5 windows, pair large-volume buyers with manufacturers of such windows, and get one step closer to zero-energy building,” says Chris Pickering, vice president of marketing for Ply Gem. Until now, he says, R-5 windows have been cost-prohibitive for consumers and manufacturers, slowing the products’ commercialization.

There are as many as a billion single-paned windows in the country. With education about high-efficiency windows, homeowners can go from a single-pane to a dual-pane window and increase their energy efficiency, or for a little extra money they can go from a single-pane to an R-5. A year ago, that wasn’t an option. They may not always invest in that extra step, but the fact that they’re upgrading at all is huge.

Upcoming changes to Energy Star standards are also driving interest in high-efficiency windows. “Manufacturers are looking at the concept of window performance as the next phase of Energy Star for windows and patio doors,” says Mark Gallant, senior vice president of marketing for Atrium Cos. “The EPA has announced that March 2013 will begin Energy Star Phase II for windows.

Energy Star generally allows no more than 25% of products in a category to meet its requirements. The proposed “top tier” would apply to just the top 5% of windows, Gallant says, noting that the top-tier program could be a precursor to 2013 Energy Star requirements.

To participate in the program, visit <http://www.windowsvolumepurchase.org>

Malloy's Budget Will Make Big Investments in Housing

by Christine Stuart



Over the past few weeks, Gov. Dannel P. Malloy has been preparing Connecticut residents and lawmakers for a budget that calls for “shared sacrifice,” but a budget is also about priorities and one of Malloy’s priorities will be the largest single-year investment in supportive and affordable housing in two decades.

Malloy’s Budget Secretary Ben Barnes said Malloy will invest \$50 million in each year of the budget in affordable housing and \$30 million in the first year in supportive housing with the goal of building 150 new supportive housing units.

To say affordable housing advocates and those looking to end homelessness in the state were ecstatic would be an understatement. “How many ways can I say, ‘this couldn’t be better,’” Howard Rifkin, interim executive director of the Partnership for Strong Communities, said. He said the Malloy administration understands that by investing in supportive housing the state reduces the long-term cost of emergency room visits, chronic homelessness, and other institutional spending that occurs when individuals are unable to find a permanent place to call home.

As for affordable housing, Malloy gets that it creates economic development and jobs, Rifkin said. There’s all kinds of testimonials from businesses all over the state that says

if “we don’t give young professionals and working families a place to live businesses can’t expand and can’t attract and retain the people who are going to be their employees.” Every \$1 spent on affordable housing generates \$10 to \$12 in private economic activity, Rifkin said. Fifty-seven million in investments from the Housing Trust Fund has generated over \$500 million in economic activity over the years, he added.

“There’s a leverage effect in putting dollars into housing,” Rifkin said. “Malloy gets that. Malloy understands that access to affordable and supportive housing helps individuals and families find stability and employment. “It’s a win-win for the state,”

As mayor of Stamford, Malloy supported the creation of what ended up being 3,000 units of affordable housing, Colleen Flanagan, Malloy’s spokeswoman, said.

She said Flanagan said. It will also help the state to retain a young professionals and college graduates.

“Too often our young people, as they look to make lives of their own upon graduating from college or a trade school, are forced to move away from their families because they simply can’t afford to live here,” Malloy wrote in one of his campaign’s policy papers on the topic. “Inevitably, they end up not coming home.”

Demographic Shifts Shaping Future of the Housing Market

With the great recession driving unemployment, foreclosures and vacancy rates to historic highs, the housing market has certainly been on one wild ride the last few years.

Today, we see the confluence of a deep recession driving behavioral change and shifts in the demographic distribution of the population poised to impact the real estate market in unexpected ways. Americans who have experienced or witnessed the loss of jobs, homes and home values have grown skeptical about the benefits of homeownership. Not only will the financial impacts of the housing meltdown burden the real estate market for years to come but so too will the emotional impact. More than ever, Americans of all ages are considering their options.

At a time when aging baby boomers might be retiring, they continue working in order to build back up the retirement savings they lost in the economic chaos. This has a trickle-down effect, preventing younger generations from moving up in the workplace or from moving into the workplace to acquire the wealth they would need to drive new demand for homes.

The Joint Center for Housing Studies of Harvard University reports that real median household incomes across all age groups under 55 have not increased since 2000. It's been posited that this will be the first decade in 40 years where real median household incomes will end lower than where they started. This has the biggest implications for the baby bust generation (born 1966-1985) as they approach what should be their prime earning years and for younger baby boomers that will be facing a vacuum of demand from younger generations when they want to retire, sell the family home and downsize. Over-building and spiking foreclosures have already produced an over-supply of large suburban homes for which there is little demand or ability to purchase. Gen X and Y will not do much to help solve this problem.

The Gen Y population, or echo boomers (born 1986-2005), the largest pool of renters, is now in their prime rental years, but many have found themselves jobless with no way to pay the rent. Forced to move in with mom, dad or friends, this twenty-something crowd has been hard hit by the recession. Nonetheless, they are poised to redefine the American dream for generations to come. When employment growth returns, they will be a key driver of rental demand.

Also at play is the fact that aging boomers will be reluctant to sell their homes for two reasons. One, they may be underwater on their mortgages and waiting for the market to rebound and two, they are healthier than their parents' generation and will likely delay the move to retirement community living. Only time will tell if a market will exist for their homes when they are ready to sell, however the income constraints and lifestyle demands of a shifting population may dictate a very different future.



The next quarter century is likely to bring a new look and feel to housing, much different than the post-war suburban sprawl that America experienced in the 1950s and 1960s. According to a 2009 study by

RCLCO, both retiring baby boomers and maturing echo boomers are looking to move away from the suburbs they've spent their lives in. Both groups reported wanting to live in more urban, mixed use, mixed age areas that offer services, community and walk-ability.

Given the lack of wealth that younger generations are anticipated to experience, achieving the dream of urban living may be out of reach for them. While echo boomers also told RCLCO they are willing to give up size to live where they want, it's possible that living in urban centers may come at too expensive a price tag.

It is clear is that the growth of an economically challenged echo boomer generation will make affordable housing even more important.

New Research Shows Emerging Trends in Home Design

Results of NAHB surveys on consumer housing preferences, presented at the International Builders' Show this January, indicate the growing appeal of smaller homes with lower prices and more green features

- 52% of builders expect to build smaller homes in 2011, compared to what they built in 2010.
- 59% of builders say their models will be priced lower this year than in 2010.
- 74% of respondents said homes will be smaller by the year 2015.
- 68% of respondents said homes will be greener within the next four years.
- 52% of respondents expect the living room to be merged with other spaces in the home, while 30% say this room will vanish entirely to save on square footage in many new homes by the year 2015.
- 54% of respondents say the family room is likely to increase as an overall share of floorspace.
- Many respondents say that the relative sizes of the entry foyer and dining room are likely to shrink by 2015.
- Features that are likely to be included in the average new home of 2015 include a great room comprised of kitchen, family room and living room; a walk-in closet in the master bedroom; a laundry room; ceiling fans; a master bedroom on the first floor in homes with two stories; and a two-car garage.
- The most commonplace green features in 2015's new homes are likely to include low-E windows; engineered wood beams, joists or trusses; water-efficient features such as dual-flush toilets or low-flow faucets; and an Energy Star rating for the whole house.



HBA of Connecticut News

New HBACT Officers, Board Members Installed

On January 25, the HBA of CT installed new senior officers in a combined board meeting and Leadership & Legacy reception. Liz Verna, Verna Properties, was installed as President and Chairman, Ken Boynton, Boynton



Construction, as First Vice President and chair of Government Affairs, Henry Rozewski, Progress Lighting, as Vice President & Treasurer, and George La-Cava, Trilacon Development, is now Immediate Past President.

The new Board of Directors was also installed, including BAEC members Pete Battaglio, Bill Ferrigno, Bob Fusari, Ev Hyde, Bob Mariano, Denise Nott, Nort Wheeler and Chad Whitcomb. Congratulations to all and thank you for investing your time in HBACT.



Building Science & Green Building Seminar

On Tuesday, February 9, the Green Home Council of the HBACT presented a Building Science and Green Building Seminar. Instructor Justin Wilson of Building Performance Solutions Inc., provided an informative, fact-filled program on the fundamentals of building science. Wilson stressed the value of using green building techniques to improve overall building performance.

A significant portion of the seminar focused on improving thermal enclosure and water management – both pressing concerns with the heavy snow and cold weather in recent weeks. Mechanical systems, ventilation systems, lighting,

appliance and water efficiency were also reviewed. Members were able to earn CEU (Continuing Education Units) credit for the program to maintain NAHB designations as well. Seminar evaluations were very positive and HBACT will look into bringing similar programs to members in the future.

Many thanks to the Canada Mortgage and Housing Corporation, and event sponsors Cosella Dorken Delta, Icynene, Loewen, Maibec, Napoleon Quality Fireplaces, Nordic Engineered Wood, and Vision Moderne Slate.

HBACT Energy Plus Member Benefit – Rebate & Savings on Electricity!

The HBACT now has an agreement Energy Plus®, one of the fastest growing electric supply companies, offering a custom electricity program to our members. Enroll with Energy Plus, and in addition to competitive electric supply rates, you'll receive a \$50 Cash Activation Bonus for each business account you enroll, plus 5% Cash Back rebate every year on your total electricity supply charges. Residential accounts receive a \$25 Activation Bonus and 3% Cash Back rebate.

HBA Members can sign up all their electric accounts (office, home, job sites) under this program.

It's risk free. There are no changes to your service - your current utility company continues to deliver your electricity, mail your bill, read your meter, and handle any power outages. Also, there are no sign-up fees, cancellation fees, or long-term commitments. To be eligible you just need an address within the Energy Plus service area, which covers areas served by Connecticut Light & Power or United Illuminating.

Call Energy Plus at 877-770-3092 and mention Offer Code "HBA-3043," or click on the "Cash Back & Savings" logo at www.hbact.org. **You must mention HBA3043 to get the special offer.**

ENERGY PLUS

SAVE THE DATE:

Thursday, April 6, 2011 is **Home Building Industry Day at the Capitol**

Please make plans to attend this very important event. The schedule of events is changing slightly this year with a later start and a wrap up luncheon at the Capitol, instead of breakfast. More information will follow soon.

BUILDING BRIEFS

CT's Annual Employment Growth Expected to be Worst in Country

Connecticut is expected to have the lowest annual expected employment growth in the nation over the next five years, according to an industry study.

A recent report by New York-based IHS Global Insight, which provides economic and financial analysis, said Connecticut's annual employment is expected to grow by less than 1 percent over the next five years, the worst growth rate of any state in the country.

The number indicates just how painful Connecticut's economic recovery could be.

The Nutmeg state has lost nearly 100,000 jobs since the start of the recession in 2008. Connecticut did gain about 2,500 jobs in November, but the unemployment rate remains high at 9 percent.

The national unemployment rate is about 9.8 percent. Connecticut's 0.9653 percent annual expected employment rate increase through 2016 ranked it dead last in the United States.

Arkansas, Iowa and Ohio, each had the next worst projected employment rate increases over the next five years at 1 percent, 1.1 percent and 1.2 percent respectively.

Meanwhile, neighboring states like Massachusetts, New Jersey, Maine and Rhode Island all have projected growth rates below 1.4 percent.

The largest expected employment growth rates are expected in Utah (2.7 percent), Idaho (2.4 percent), and Arizona (2.3 percent).

Attention, Remodelers: Your Comments on Lead Rule Needed

Remodelers and contractors who are trained and certified under the EPA's Renovation, Repair and Painting (RRP) rule now have the opportunity to provide the agency with comments on the cost of certification and recordkeeping under the new regulation. The agency announced that it is seeking comments in a routine information collection request published in the Federal Register on Jan. 26.

The various estimated cost burdens of the RRP rule are included in a supporting statement from the EPA. In its economic analysis, the EPA estimates that remodelers will spend 3-1/2 hours familiarizing themselves with the rule

and completing the initial firm certification form. It should take another three minutes per project to complete, present and explain the post-renovation checklist to the property owners or tenants, according to EPA projections. The EPA also said that it expects remodelers to spend a little less than five hours on recordkeeping. NAHB Remodelers are requested to please submit your comments to EPA by the deadline of March 28, 2011. Contact: Matt Watkins (800-368-5242, x8327)

Administration Moves to Reduce Regulatory Burdens on Industry

Recent steps by the Obama Administration to reduce unnecessary regulatory burdens on the nation's industries will help promote economic growth and job creation while providing welcome relief from regulations that add costs but do not achieve intended results. An executive order on "Improving Regulation and Regulatory Review" signed by the President on Jan. 18. states, "Our regulatory system must protect public health, welfare, safety and our environment while promoting economic growth, innovation, competitiveness and job creation."

According to a study by the Small Business Administration (SBA), the annual cost of federal regulations in the U.S. reached \$1.75 trillion in 2008 — the equivalent of \$15,586 per household.

Particularly troubling is that the compliance burden is much greater for small employers. The SBA found that firms with 20 or fewer employees pay 40% more in compliance costs per employee than firms with more than 500 workers.

The new executive order, which supplements **Executive Order 12866** that was signed by President Clinton in September 1993, calls for regulations to be cost-effective and cost-justified, transparent, coordinated, flexible and science-driven. NAHB is already working on identifying existing regulations that are excessively burdensome and costly but do not deliver the intended benefit — including, but not limited to, the Lead, Renovation Repair and Painting rule, construction and development Effluent Limitation Guidelines, and rules governing greenhouse gas emissions.

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

"We are sharing our resources in a very inequitable way. In a few decades, the relationship between the environment, resources and conflict may seem almost as obvious as the connection we see today between human rights, democracy and peace."

-Wangari Maathai



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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.***

FEBRUARY GENERAL MEMBERSHIP MEETING



**What Every Small
Business Needs to Know
About Health Care Reform!**
How Will It Affect Small
Businesses with 1 to 25
Employees!

**Guest Speaker: Eric George, Associate Counsel,
Health Care, CBIA**

While Congress is still debating the issue, the state and federal government are moving ahead on this initiative. Learn what you must do to avoid additional taxes and penalties.



**Wednesday,
February 23, 2011
5:30 PM
Modesto's Restaurant,
North Franklin, CT 06254**

CALENDAR OF EVENTS

February 2011

Wed. 23rd	5:30 PM	General Membership Mtg. Modesto's Restaurant 10 Rte 32, N. Franklin, CT
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March 2011

Tues. 1st	6:00 PM	BAEC Board Meeting
Thur. 3rd	6:00 PM	HABCT Developers Council
Sun. 13th	DAYLIGHT SAVINGS TIME BEGINS	
Mon. 14th	6:00 PM	Membership Comm. Mtg.
Sun. 20th	FIRST DAY OF SPRING	
Wed. 23rd	5:30 PM	General Membership Mtg. Bella Fiore's Restaurant 543 West Thames Street Norwich, CT

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

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