



2012 Legislative Wrap Up

by Bill Ethier, EVP, HBA of Connecticut

The 2012 state legislative session was officially convened on February 8 and adjourned at midnight on May 9. While "in session" for just these few months, state legislators work on legislation practically the entire year. So, it is critically important that the HBRA of CT and its members engage legislators year-round to best impact how they vote on our issues.

The state legislature took on many controversial issues that chewed up a lot of time, including education reform, repealing the death penalty, Sunday alcohol sales, campaign finance reform, unionizing day care workers and personal care assistants, legalizing medical marijuana, authorizing project labor agreements for larger public works projects, racial profiling by police, same-day voter registration, and state budget adjustments – all of which passed. It also heavily debated issues that did not pass, such as hiking the minimum wage, authorizing the use of red light cameras, and several environmental and food labeling issues. It was difficult to break through the "noise" of many advocates and the media searching for stories on these issues.

While the HBRA of CT had predictable losses on three bills (see HB 5035, SB 16 and SB 343), in the end we won just about every other priority, continuing the progress of regulatory reform and permit streamlining we've made over the past several years. The following is a summary of the major bills the HBRA of CT worked on or tracked.

Bills that passed and should be signed by the Governor: (HB = House Bill; SB = Senate Bill; PA = Public Act)

- ♦ **HB 5320**, Fixes confusing language in PA 11-79 that deals with performance bonds developers provide to municipalities for site improvements. It also adds a new prohibition against the forced creation of homeowners associations to pay for the maintenance of public site improvements, and repeals the authority of municipalities to prohibit a building permit on site plans or subdivisions so that developers can fully utilize the ability to "build down" the amount of the bond or other financial guarantee they need to provide. (HBRA supported)
- ♦ **HB 5344**, Streamlines the lengthy and expensive DEEP stormwater and other wastewater general permit process by allowing Qualified Professionals to certify compliance with applicable stormwater control requirements. DEEP must accept the certifications, although it can audit up to 10% of them. (HBRA supported)
- ♦ **SB 345**, Simply extends inland wetland permit expiration dates to match associated site plan and

subdivision expiration dates. It also includes reasonable language to codify the practice of restricting time-of-year work in or near wetlands. (HBRA supported)

♦ **HB 5394**, A response to the Stamford fire death tragedy, mandates temporary, battery operated smoke and CO detectors be installed in the vicinity of internal home improvement work during the performance of such work. It also requires a public education campaign be conducted by the Dept. of Construction Services on the importance of having working detectors. HBRA of CT got involved because the original legislation would have subjected all new construction and renovation to the entire State Fire Safety Code, creating conflicts with the State Building Code. (HBRA supported)

♦ **SB 323**, Implements new federal OSHA requirements regarding crane operator safety, providing all four permissible paths to compliance for crane operators and their employers. The original bill would have required all operators of cranes, down to a 2,000 lb lift capacity, to be licensed by the state. (HBRA supported)

♦ **HB 5035, (one we opposed)**, overturns the tax assessment case of *Kasica v. Columbia*, and thereby authorizes municipalities to raise the valuation on homes and other buildings under construction. The HBRA of CT sought a carve out for 1&2 family home builders to treat homes under construction as their inventory and hold off higher tax valuations until they transfer to a buyer. (HBRA opposed)

Bills that died:

- ♦ **SB 16**, Would have allowed a home builder's employees to hand out sales brochures, show homes and negotiate with customers the sale of the home builder's own homes without having to have a CT real estate license. The CT Realtors fiercely oppose any additional exemptions to their license law. (HBRA supported)
- ♦ **SB 343**, Would have adopted necessary and reasonable reforms to CT's environmental intervention statute, sec. 22a-19. However, this statute is the holy grail to the environmental community and fought hard to preserve the statute that hasn't changed in forty years. (HBRA supported)
- ♦ **SB 102**, Would have restated the law that prevents municipalities from adopting local building code provisions. Legislative leaders said it's already the law under our building code statutes and pursuant to a 1992 Attorney General opinion. (HBRA supported)

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BAEC Members Team Up To Assist Disabled Vietnam Veteran

THANK YOU!!!

We want to thank Ev Hyde of Shelter LLC for stepping forward to install an accessible bathroom for a disabled Vietnam veteran in need.

Ev recruited Killingly High School Student Chapter Students to assist in demolition of the existing bath and consulted with Occupational Therapist Janet Davidson for appropriate features.

Tile America contributed all the tile and shower bed for the project, which was a sizable donation, says Ev. United Builders Supply supplied framing materials and a door at cost. Lowe's of Lisbon contributed a comfort-height toilet and grab bars, The Granite Group provided a flip-up grab bar and The Hudson Group provided a discounted shower seat that Ev had seen at the IBS show.

The family extends their gratitude to everyone who participated and to the BAEC for funding the project.



Take Advantage of BAEC Marketing Opportunities



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.

General Membership Meeting

Dazzle the membership by sponsoring the appetizers at a monthly meeting!



BAEC Newsletter

Place an ad or insert ad in our newsletter! The first one is free and after that the cost is \$100 per issue.

Call the BAEC office for sponsorship rates.

MAKE A DATE WITH GOLF



Monday, July 9th, 2012
Evening Post Play Reception

Corporate Sponsorships are Tax Deductible
Corporate Sponsorships allow us to support Candidates for Federal Office who support the Housing Industry

Platinum Level Sponsors - \$2500

- Two players in the Tournament
- Four attendees to the Post Play Reception
- A 2' x 2' display table for hand outs
- Two minutes at microphone for remarks

Gold Level Sponsors - \$1500

- Two attendees to the Post Play Reception

Sponsors will be:

- Listed in the program books
- Listed in the Connecticut Builders Magazine
- Included on HBA Tournament Banners



Sponsorships are Tax Deductible

Checks to be made payable to the **HBA of Connecticut** and mailed to:
Larry Fiano, Trustee • 266 Boston Turnpike • Bolton, CT 06043
Telephone 860-649-5371

In addition to the above, the early bird sponsors will be featured in our invitational mailings.

Company Logos shall be emailed to jake@actionblueprint.com
Any questions call Jake at 860-647-1223

The Builders Association of Eastern CT Annual Golf Tournament Thursday, July 26, 2012

Here's your chance to play this private course and experience the newly renovated Great Neck Country Club, formerly the New London Country Club

11:30 am lunch & registration / 12:50 pm shot gun start
Sponsorships are available!

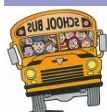
860-859-3518 / BAEC2@aol.com

Register Your Foursome by June 26 to take advantage of our Early Bird rates of \$140 per player. (\$150 per player after 6/26/12)

Thanks to Chelsea Groton Bank, Tile America, and Exterior Solutions for sponsoring

Call the BAEC office for pricing and information at 860-859-3518





Education and Training



What's hot & What's Not in Home Heating and Cooling Systems

June 19, 2012

3-5 PM

Eastern CT Association of Realtors (ECAR)

106 Rte 32

North Franklin, CT 06254

Learn About the Latest Trends and Products with Rick Pothier

- > Integrated Home Comfort Systems
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Exceptional
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\$20 Contribution benefits the programs and services of the BAEC. Please RSVP NO LATER THAN Friday, June 15th to the BAEC office.

New Guide Helps Appraisers Factor Energy Efficiency into Valuations

Updated publication details the effects of energy performance on property value.

In collaboration with the Appraisal Institute, the Institute for Market Transformation has released the second edition of a comprehensive guide to factoring energy performance into commercial and multifamily real estate valuation, *Recognition of Energy Costs and Energy Performance in Real Property Valuation*.

This updated version acknowledges the increased awareness of and demand for energy-efficient and green buildings in the current market, and aims to provide appraisers with a better understanding of the effects of energy performance on property value.

To help appraisers analyze and use information about buildings' energy performance, the report demonstrates how energy efficiency affects the bottom line, assesses the credibility of supporting information, and gives suggestions of how appraisers can position themselves to recognize potential market reactions to energy performance. It includes information on:

- How to assess energy performance in buildings.
- How to benchmark building energy performance.
- How to assess the qualifications and professional responsibility of preparers of energy-performance documentation.
- How the market assigns value to energy performance in buildings.

The guide also includes an appendix, which presents an overview of common energy-efficient measures, including sections on insulation, windows, lighting, and heating, ventilation, and air-conditioning systems. For a free copy of the guide, click [here](http://www.imt.org/commercial-finance.html). Link is <http://www.imt.org/commercial-finance.html>



First Aid, CPR and AED Training

Friday, May 30th, 2012

9:00 am to 3:30 pm (*Lunch will be provided*)

HBA of Hartford Office
2189 Silas Deane Highway, (Ste 8)
Rocky Hill, CT 06067

BAEC Members: \$110 Non- Members: \$125. Call 860-563-4212

HBRA of New Hampshire Upcoming Training

The Housing Center
119 Airport Road, Concord, NH 03301

05/22/2012 Professional Remodeler Experience Profile (Prep)
9:00 AM,

05/24/2012 Lead Paint Certification Class
EPA Renovation, Repair and Painting Rule
8:30 AM – 5:30 PM

05/29/2012 Building Technology: Structures & Exterior Finishes
8:30 AM – 5:00 PM

06/05/2012 Advanced Green Building: Building Science
06/06/2012
8:30 AM—4:30 PM Both days

Call 603-228-0351 for more information or to register.



Builders Guide to Appraisals

5/16/12 Free Webinar

Top 12 Must-Haves in Your 2012 Apartment Project

5/23/12 \$24.95

Recent Efforts by Government Agencies to Fight Employee Misclassification

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Contact the Registrar at 800-368-5242 x8338. For more info on any of these webinars, please call the BAEC office at 860-859-3518.

Cloud Computing and Construction Management: What Can it Do For your Business?

by Jon Witty, Vice President, Sage Construction & Real Estate

What is Cloud Computing?

Being "in the cloud" is the latest catchphrase in technology discussions. It can refer to virtual servers that allow users to access stored data via an Internet connection. Providing access in this manner is frequently referred to as using cloud-based or web-based services. Being "in the cloud" can also mean using an application outside of a company's firewall, such as conducting business with a smart phone or tablet (iPads).

Cloud Computing and the Construction Industry

The construction industry must balance back-office functions — billing, paying invoices, running financial reports, payroll, planning logistics — with the physical presence needed on the job site or in a client's office. Today's technological solutions must be able to serve users in both work settings. Responses from [Constructech's](#) 2011 IT survey show construction companies are reporting from the field as well as "carrying out project management, scheduling, punchlists, and time tracking tasks out in the field today."

Remote access allows staff to work from any location while still managing their workload throughout the day. With the amount of consolidation, decentralization of offices, travel-based positions, and project work being done in different regions of the country or even internationally, being able to offer solid remote access technology to employees is key for any successful construction company.

For many companies, solving this challenge means moving some of its applications to the cloud.

One construction company, True Value Homes (TVH), based in India, is able to give any employee with proper credentials access to these applications through a secure, web-based environment. Before the move, TVH was running operations on 17 sites, and employees could only work in the office so all papers needed to be brought into the central office for processing and approval. Whereas TVH once had 100 personal computers for 100 employees, now 500 users can access its web-based applications.

"We want to make sure that our employees get the best out of their workplace," Arun Nehru, TVH's director, said. "What we are telling employees is that [wherever you need to work], the applications are available from the office, home or [onsite]."

Collaboration Between Contractors, Owners/Clients

Leveraging cloud-based services also extends beyond the workings of a single construction company. As [Constructech's](#) 2011 IT survey notes, "today's construction professional also needs to be highly collaborative. The word 'team' has taken on a whole

new meaning in the construction industry. Every team needs to obtain a high level of transparency and accountability for the property owner. Overall, construction companies will be more collaborative, using technology to connect all project team members- from trade partners to general contractors to owners- in one central location."

Yet, it is highly unlikely that each of the project team members uses the same back-office business management applications. So, as general contractors, trade partners and owners individually look to the web to streamline business operations, identifying the kinds of technology that will enable the secure and timely exchange of project information between all involved should be determined at the planning stage.

Mobility

Constructech's 2011 IT survey indicated that contractors will then take project information "out to the jobsite with mobile devices as well as applying a host of applications on these mobile devices." The growing trend of utilizing mobile technologies in the construction industry supports the survey's findings. However, the type of device varies. According to the survey, "the smart phone is still one of the most commonly used devices at the jobsite (81% of survey respondents). Laptops (69%) and tablets (26%) also receive a significant response." Given the advances in and adoption of tablets such as Apple's iPad over the past two years, growth is anticipated in the use of the tablet in the construction industry as well.

Given the fast moving area of mobility, today's business management solutions need to support the highly mobile workforce of the construction industry today and into the future.

Leveraging Today's Technology for the Future

Does that mean that your construction company needs to scrap everything it's using today for new cloud-based applications? In the current economy, many companies are looking towards extending the applications that they are using today into the cloud where it makes the most sense.



Jon Witty is the Vice President and General Manager for Sage Construction and Real Estate. A former Microsoft executive with more than 25 years of experience in the technology and ERP markets including the construction and project management vertical, Witty is responsible for driving Sage's business strategy and initiatives in the construction and real estate market. For more information visit www.sagecre.com.

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Hampton Woods Development Parcel

206 East High Street, East Hampton, CT
253-Unit Townhome Approval on 63.21+/- Acres

This property provides an opportunity to develop 253 townhomes in the Town of East Hampton, CT. Approvals include 30% affordable component. Home buyers will enjoy an easy commute to surrounding areas as well as walking trails and Lake Pocotopaug. Offering price \$4,995,000.00.



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Potential Development or Equestrian Land

134 & 153 Webster Road, Ellington, CT

Each address represents a parcel as follows: a country location at
134 Webster Road = 55+/- wooded acres &
153 Webster Road = 59 +/- wooded acres.

This property provides an opportunity to develop homes or an equestrian facility in the Town of Ellington, CT. Parcels are separated by the access road allowing for separate entry to each off of Webster Road. The properties border Shenipsit State Park. The land is currently designated as forestry for tax purposes. Parcels can be purchased separately for \$800,000.00 each or together for 1,500,000.00.



Fran Mason, Broker
Avon Office
Prudential CT Realty
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Approved Community Development Parcel

Grassy Hill Road, Waterbury, CT

41 Detached Homes on 11.23 +/- Wooded Acres

This property provides an opportunity to develop 41 detached homes in Waterbury, CT in close proximity to Wolcott. Fully-designed homes elevations and floor plans are available. Homebuyers will enjoy an easy commute to surrounding areas as well as the thriving Waterbury Community. Offering price \$800,000.00.



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Use a Tablet to Save Time and Money 5 Ways to Manage Your Business Remotely

By Ryan Sutton-Gee

Tens of millions of people are already using smartphones and tablets such as the iPad to answer email, browse the Web, and play games. Now, home builders can also use this tool to save serious time and money.

Some examples: Builders are downloading [My Measures](#), designed to store and share object dimensions for better estimating, and [Evernote](#), which allows builders to draw arrows and other annotations to photos and documents.

New project management and scheduling software helps builders get all project drawings and documents off paper and onto the iPad and other tablets, and it's not difficult, even for those who aren't super tech-savvy.

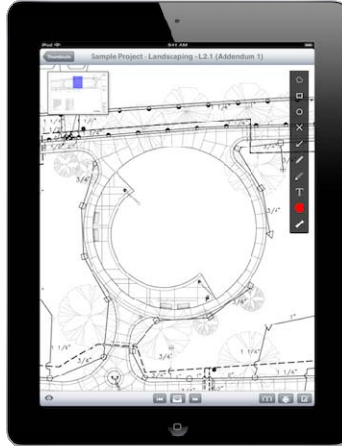
New iPad apps like [PlanGrid](#) have been written specifically to help construction professionals and trade partners deal with their documents, so there's never been a better time to go paperless. Here's five ways that ditching paper can really help a home builder or remodeler's bottom line:

Save time by communicating right from the field. With paper plans, whenever builders encounter an issue in the field and they need to consult with the architect, here's what they need to do: Mark up the plans, drag them to a scanner, scan them in, find the scan, sit at back down at the computer, find the scanned-in image and then email it out.

With an iPad, a home builder can just open up the drawing right in the field, mark it up, and send it immediately to the architect. That's a significant and immediate time savings.

Eliminate printing costs. Construction companies typically spend 0.35% of total project costs on printing alone. Going paperless with an iPad or other tablet can instead add a significant portion of that cost right to the bottom line.

Reference all drawings, specs, and schedules whenever they are needed. Who hasn't been caught without the right documents in the field? With an iPad, home builders can easily carry all the information they need wherever they go. This includes schedules, plans, specs, bid documents, change orders, etc.



Reduce mistakes and misdirection by keeping everyone up to date. Keeping one set of plans up to date is hard enough, but when you have to keep multiple sets, it starts to become a nightmare. As a result, almost every project has had issues where people build off outdated information, leading to claims, schedule delays, etc.

Luckily, with services like PlanGrid or Box, it's easy to keep one set of files updated and share them with the whole team. This makes document control a snap, even on very large projects.

Easily take and post progress photos right to your drawings. With the iPad and apps like iAnnotate or PlanGrid, it's easy to take progress photos and attach them right onto your plans. This improves communication, saves you the trouble of carrying an extra camera, and really helps with the QA/QC and punch list process.

It's worth taking the time to learn about the apps available for iPads and other tablets as new ones hit the market every day, many with features geared to the home building and remodeling industry.

Ryan Sutton-Gee is the co-founder and CEO of [PlanGrid](#), which offers builders the ability to store, view, and manage blueprints on an iPad. He has a MS in construction engineering management from Stanford University and a BS in Construction Management from Sacramento State University. Follow him on Twitter [@rsuttong](#)

New BAEC Member Benefit



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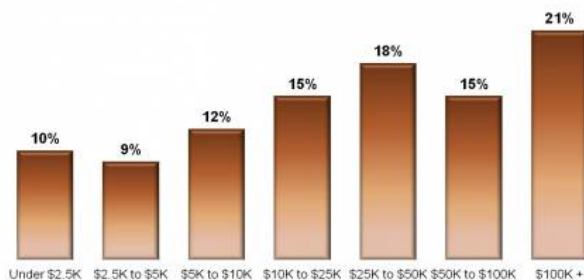


To learn more about these featured solutions and how they can help your business, contact an EarthCam Product Specialist at 800-327-8422 or www.earthcam.net/npp. Tell them you are a BAEC member.

NAHB Remodelers Tackle Jobs of All Sizes, but Greatest Share of Revenue Comes from Large Projects

Answers to questions on NAHB's Remodeling Market Index (RMI) survey show that remodeling projects in every price range account for at least 9 percent of NAHB remodelers' business (in dollar volume). Even jobs that bring in less than \$2,500 each account for 10 percent.

Share of Business (in \$ volume) by Size of Project—NAHB Remodelers



Source: Remodeling Market Index Special Questions, 2nd Qtr. 2011, NAHB Economics and Housing Policy Group.

Given the small amount of revenue per job, and the challenges that scheduling a large number of relatively small jobs presents to a professional remodeler, it's perhaps surprising that the under \$2,500 share is as high as it is. Even so, among the price categories specified in the survey, large projects costing at least \$100,000 account for the greatest share NAHB remodelers' business—21 percent. Next are jobs costing \$25,000-\$50,000, with an 18 percent share.

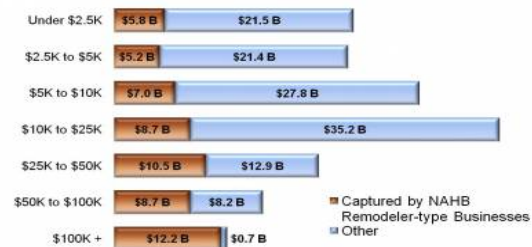
According to a source like the American Housing Survey (AHS, sponsored by HUD and conducted by the Census Bureau), \$100,000+ projects account for only 7 percent of all remodeling spending reported by home owners. Almost one-fourth of home owners' remodeling spending is on projects in the \$10,000-\$25,000 range.

The remodeler/homeowner share differences suggest that there is a relatively large slice of the pie in certain price ranges not captured by the type of remodeler who belongs to NAHB and

responds to the RMI survey. As a thought experiment, assume that these NAHB-type remodelers capture all of the work the \$100,000+ range that involves a home owner hiring a professional contractor, and scale it up to total annual remodeling undertaken by home owners, calculated from the latest (2009) AHS:

The result shows that, even if NAHB remodelers were capturing

Total Remodeling in the U.S. by Size of Project—in \$Billion



Source: Remodeling Market Index Special Questions, 2nd Qtr. 2011, NAHB Economics and Housing Policy Group. Tabulations of data from the 2009 American Housing Survey, U.S. Census Bureau and HUD.

all available work in the \$100,000+ price category, they would be missing \$35 billion in activity in the \$10,000-\$25,000 range. Some of the difference is homeowners undertaking remodeling projects themselves, but there are also many small contractors in the field who generally don't belong to trade associations like NAHB or respond to surveys like the RMI. According to NAHB's 2011 Member Census, median revenue for NAHB remodelers is a little over half a million, and almost all (over 95 percent) of them have a payroll (with an average of 6 employees).

In contrast, the latest Census statistics show almost 600,000 construction firms and 1.9 million trade contractors who have no payroll employees and average annual revenue of \$86,000 and \$50,000 respectively (as reported in NAHB's article on the [Structure of the Home Building Industry](#)). These small self-employed businesses—i.e., individuals with a pick-up truck or van—are likely to account for a substantial number of the jobs priced under \$25,000 not captured by NAHB remodelers.

2012 Legislative Wrap Up (cont. from page 1)

♦ **SB 450**, Major energy conservation legislation with many sections, HBRA of CT opposed sections 3 & 4 that would have required new home builders and commercial builders to inform customers about "any state or federal incentive for energy efficiency"; and section 17 that would have required all homes and certain commercial buildings be constructed to provide service to any make or model of electric vehicle. (HBRA opposed, but offered compromise language)

♦ **HB 5385**, Would require all homes be rated for energy efficiency and disclose the rating as a condition of transfer. The bill's jumbled mess of energy efficiency ideas and terminology about energy efficiency, consumption, audits, efficiency services and rating systems would have created another roadblock to moving existing housing stock, a prerequisite to selling new homes. (HBRA opposed)

♦ **HB 5492**, Would have authorized a new political body, with taxing, lien and other powers, for the purpose of regulating stormwater. With stormwater already regulated by P&Z and wetland commissions, the CT DEEP and federal EPA, enough is enough. (HBRA opposed)

The HBRA of CT worked on many other bills, tracking almost 100 that would have some impact on the diverse land development, home building and remodeling industries. All bills of interest are noted on our web site, and more complete summaries of bills that passed will also be posted there. Go to www.hbact.org, click on "2012 State Legislative Session – Members Only" under the Government Affairs menu.

Most importantly, members need to get involved and get to know their state legislators. Each member has two, a state Representative who serves in the 151-member State House, and a state Senator who serves in the 36-member State Senate. **Get involved in politics, too.** Support the candidates you think will best represent your interests in Hartford – through money and your time. And then vote and get your family, work colleagues and friends to vote this November.

Please do not hesitate to contact Bill Ethier, CEO for the HBRA of CT at bethier@hbact.org or 860-216-5858 with any questions or comments about our advocacy work.

BUILDING BRIEFS

UConn Economists See Bleak Jobs Future for Connecticut

An economic outlook sees a bleak future for jobs in Connecticut, and a potentially devastating loss of young workers.

The Connecticut Economic Outlook, published by economists at the University of Connecticut, says that employment growth will be weak, creating only about 35,000 jobs in the next two years. The state announced last week that Connecticut's workforce of 1.6 million lost 4,100 jobs in April.

The unemployment rate remained at 7.7 percent for the second consecutive month.

The outlook says only half of Connecticut's jobs lost since 2008 are expected to be restored. And it says that because Connecticut is failing to create jobs, young people will move out of the state in search of work, leaving behind an aging population dependent on a shrinking workforce to pay for services.

"If the state does not change its demographic trajectory, it faces a bleak future," the report said.

The report says Gov. Dannel P. Malloy and the General Assembly deserve credit for attracting a proposed research laboratory at the University of Connecticut Health Center in Farmington and establishing a state loan program to help small businesses expand.

"But no current policies or initiatives come close to reaching the goal in job creation that Connecticut must reach to address its demographic challenge," it said.

Fred Carstensen, director of the Connecticut Center of Economic Analysis and an author of the report, said the state should allow \$2.5 billion in tax credits not being used by businesses to be re-deemed and used for major capital projects. He and his colleagues who wrote the report say such a move would create nearly 10 million square feet of manufacturing, pharmaceutical, biomedical and other facilities and lead to 100,000 new jobs.

The state offers companies numerous tax credits for research and development, equipment, hiring and other activities. Carstensen said state rules governing the tax credits are too restrictive and remain unused by companies.

What the New College Graduates Are Looking For

Nearly a quarter of new college graduates said they wouldn't take a job where they couldn't make personal phone calls, according to a study from Adecco Group North America. A third said they likely would stay at any one job for three years or less. Ninety-one percent said they would leave an unsatisfying job within a year. "With social media, this generation can see everything their peers are doing. So they feel like they have to move

more often to keep up with where their friends and classmates are," says Janette Marx, senior vice president of Adecco Group North America. Seventy-four percent of those surveyed are looking for good health benefits, followed by job security (73 percent), opportunities for growth and development (68 percent), work and life flexibility (66 percent), and a high salary (61 percent).

New Southern Pine Design Values Become Effective June 1



As previously communicated [in this report](#), new design values for #2 and lower grade Southern Pine and Mixed Southern Pine 2x4's will become effective on June 1 of this year. These reduced values, developed by the Southern Pine Inspection Bureau (SPIB), were approved by the [American](#)

[Lumber Standard Committee's](#) Board of Review in January. At the urging of NAHB and other industry stakeholders, an effective date of June 1 was provided to allow the industry some time to transition to the new design values while avoiding project delays and market disruptions. As part of these efforts, the [American Wood Council](#) has developed addenda to the *National Design Specification for Wood Construction*, the *Wood Frame Construction Manual*, and the *Span Tables for Joists and Rafters* reflecting the new design values, and has also developed recommended amendments to prescriptive tables in the *International Residential Code* and *International Building Code*.

The new values were reduced by 25-30% and will primarily affect the design of roof trusses. Though the maximum allowable spans for 2x4 headers, joists and rafters will be shorter, they are not commonly used in those applications, and so will have minimal effects on most builders. In addition, 2x4 studs used in conventional construction are not affected by this change.

It is our understanding that any such adoption would apply only to new construction. Projects already under construction or submitted to the building department prior to an adoption date should not be affected, however in any particular situation, builders should consult with their local jurisdiction regarding any plans to adopt and enforce the new design values.

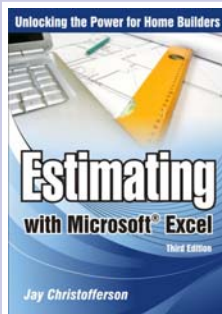
Going forward, SPIB is testing additional sizes and grades of Southern Pine. A submission to ALSC is expected in late summer or early fall, which may propose reductions to design values for larger sizes (including 2x6 through 2x12) and higher grades (#1 and Select Structural). ALSC has also directed that the other major species (Douglas Fir, Hem-Fir and Spruce-Pine-Fir) should undergo sampling and testing to assure there are no changes to their current design values.

NAHB has created a special web page titled [Information and Resources on Proposed Changes to Southern Pine Lumber Design Values](#) that is dedicated to keeping our members updated on this issue. A "Frequently Asked Questions" document is in the process of being developed and will also be posted on that web page. For additional information, please contact [Gary Ehrlich](#) (800-368-5242 x8545).

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

In the business world, everyone is paid in two coins: cash and experience. Take the experience first; the cash will come later.

~Harold Geneen



Estimating with Microsoft® Excel, Third Edition
by: **Jay P. Christofferson**
Publisher: NAHB BuilderBooks.com®
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About This Book:

In Estimating with Microsoft® Excel, Third Edition, Jay Christofferson, a recognized expert in computerized estimating, details step-by-step how you can save money and time by using Microsoft® Excel 2007 to develop estimates that are reliable enough for your most important management decisions. The book and CD includes formulas for calculating concrete, rebar, labor, permits, taxes, and more, and demonstrates how to apply them in your everyday construction project management.

You'll learn essential skills for programming basic formulas to automating Excel to integrate with other software packages—*Estimating with Microsoft® Excel* will show you how to eliminate time-consuming steps and repetitive work by--

- ☐ setting up an accurate, efficient estimating system
- ☐ creating databases
- ☐ writing formulas
- ☐ adapting shortcuts

***Recommended reading for CGB, CGR, and GMB.**

***BAEC is the recognized source of quality building services and information.
We build neighborhoods and improve the communities in which we live and work.***

JUNE MEMBERSHIP MEETING

Are You Legal?



Wednesday, June 27, 2012
5:30 PM

Chef Prepared Pasta Bar & Fresh Salad Bar
Norwich Holiday Inn, 10 Laura Blvd.,
Norwich, CT

Panel discussion featuring Attorneys from the firm Conway, Londregan, Sheehan and Monaco P.C.. Experts from all aspects of the law will give you an update on recent developments in the law and will answer legal questions from the audience.

Let's get them started on their presentation. Are you starting a business, planning your estate, developing contracts, having problems with clients or employees? [Click here](#) with your legal question for our panel!

June 27 is Alumni Night. Touch base with a former BAEC member and invite them to join us at the member rate of just \$20 to say hello to old friends, share business developments, and renew connections!

BAEC members \$20.00 / Billings \$25.00 / Non Members \$30.00

CALENDAR OF EVENTS

June 2012

Tues. 5th	6:00 PM
Tues 5th — 9th	
Thurs. 7th	6:00 PM
Tues 19th	3:00 PM
Wed. 27th	5:30 PM

BAEC Board of Directors
NAHB Spring Board Meeting
HBACT Developers Council
Home Heating & Cooling
Seminar
BAEC Membership Meeting
Alumni Night
Holiday Inn, Norwich



Happy Memorial Day!

And I'm proud to be an American,
where at least I know I'm free.
And I won't forget the men who died,
who gave that right to me.

~Lee Greenwood

**To register, please call the BAEC
office at 860-859-3518**

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