

FEATURED PRODUCTS AND SERVICES FOR OCTOBER

Center Section

THE 2017 RIBA CLAMBAKE

Pages 7-11

RIBA Annual Meeting set for October 3

All members are urged to attend RIBA's 2017 Annual Meeting and Election of Officers at Quidnessett Country Club in North Kingstown, beginning at 5:30 p.m.

Pages 2 and 4

Networking Night slated for October 12

Stop by RIBA headquarters from 4:30 to 7 p.m. for this FREE networking night. Bring a non-member colleague for a great evening of pizza, subs and beer, generously sponsored by Jim McCarty of Craftsmen CPAs.

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RIBA is your source for education

Take all the courses you need to educate your employees and to fulfill your state-mandated continuing-education requirements, on-site or online, through RIBA -- free of tuition charges.

Pages 1, 4, 21, 22

Check out RIBAeducates.com

RIBA's new online education system: up and running, and here to help the industry

Contractors: Turn to RIBAeducates.com to fulfill your five-hour continuing-education requirement.

By Paul F. Eno *Editor*

It's necessary, it's accessible on your device, and it's free for members of the Rhode Island Builders Association. It's the new learning management system from RIBA: the online courses you need without leaving the comfort of your own couch or desk.

"Our online courses at RIBAeducates.com focus on contractors, members and non-members alike, who need to fulfill their state-mandated requirement for five hours of continuing education before their next registration renewal date," stated RIBA Execu-

tive Director John Marcantonio.

The site has been tested and is fully functional. Members are encouraged to contact RIBA to obtain their online coupon code, which is required to take these courses at no charge: (401) 438-7400. For non-members, there's a charge of \$12 per credit hour / online class.

"Whether you want to take classes in person or online, RIBA has what you need," Mr. Marcantonio said. "We're going to expand our offerings and locations with the goal of providing the best educational value in the industry."

Who must take the required courses and when? See the information on pages 4 and 21. For details about all our educational offerings, contact Sheila McCarthy, (401) 438-7400, smccarthy@ribuilders.org

To see the full list of RIBA's educational offerings, please visit RiBuilders.org. For direct access to online education, visit RIBAeducates.com



RIBA Golf Classic set for Oct. 16

All net proceeds to benefit RIBA's charity, Builders Helping Heroes

WHEN: Monday, October 16th, registration and lunch 11 a.m. to noon. Shotgun start will be at noon. Play ends at 5 p.m. Dinner will be a 6.

WHERE: Wannamoisett Country Club, Rumford Country Club, 96 Hoyt Ave., Rumford, RI 02916

COST: \$185 per golfer. Dinner only: \$50

FOR INFORMATION AND TO REGISTER:

Contact Robin Barlow at (401) 438-7400 or rbarlow@ribuilders.org.



The beautiful Wannamoisett Country Club in Rumford will welcome golfers for RIBA's 27th Annual Golf Classic on October 16th.

support RIBA's non-profit work to help wounded veterans and their families.

Play begins at noon with a modified scramble. Cart, greens fees, lunch, dinner and a raffle ticket are included in the full registration fee. There will be prizes for first, second, third and last-place teams, along with awards for

see *GOLF*...page 33

It's the Rhode Island Builders Association's 27th Annual Golf Classic, to benefit the association's charity, Builders Helping Heroes!

Enjoy a day of great golf, fine food and valuable networking at one of the state's most beautiful courses, designed by Donald Ross. At the same time,

Caldwell team nominated for second term

WHEN: Tuesday, October 3rd, 5:30 p.m.

WHERE: Quidnessett Country Club, 950 North Quidnessett Rd., North Kingstown 02852

COST: \$25 per person for dinner

DEADLINE TO REGISTER: Tuesday, September 26th

FOR INFORMATION & TO REGISTER: Contact Elizabeth Carpenter at (401) 438-7400 or ecarpenter@ribuilders.org

The beautiful Quidnessett Country Club in North Kingstown will be the venue as members and guests gather once again for the Rhode Island Builders Association's Annual Meeting and Election of Officers and Directors.

The officers of RIBA's Professional Women in Building Council (PWB) will be installed as well.

All members are urged to attend, especially since the meeting will be the kickoff for RIBA's 2018 Membership Drive. See page 14. Dinner will include soup, salad, a choice of prime rib or chicken, and dessert. There will be an open bar from 5:30 to 6:30 p.m. courtesy of Consolidated Concrete Corp. and Douglas Lumber, Kitchens & Home Center.

Nominated for re-election as president for 2017-2018 is David A. Caldwell Jr. of Caldwell and Johnson Inc. Also nominated for re-election are Vice President Timothy A. Stasiunas of The Stasiunas Companies, Treasurer Carol O'Donnell of CRM Modular Homes, and Secretary Louis Cotoia of P.S.I. Property Maintenance/Arnold Lumber Co.

Nominated for election as local directors, with terms expiring in 2020, are: David C. Baud of Baud Builders Inc., Caroline Calcagni of Calcagni & Sons Inc./Calson Corp., Joseph A. Casali of Joe Casali Engineering Inc., Robert F. DeBlois Jr. of DeBlois Building Co., Michael L. DeCesare of DeCesare Building Co., Sean Finnegan of Coventry Lumber Co., Thomas Kelly of Ecologic Spray Foam Insulation Inc., and Alexander A. Mitchell of Meridian Custom Homes Inc.

Also nominated as a local director is Jhonny Leyva of Heroica Construction, who will serve on the Board for the first time.

Nominated as national directors are: John Bentz of The Property Advisory Group, David A. Caldwell Jr. of Caldwell and Johnson Inc., Felix A. Carlone of F.A. Carlone & Sons, Louis Cotoia Jr. of P.S.I. Property Management/Arnold Lumber Co., Thomas E. D'Angelo of Terry Lane Co./Progressive Realty Group, Roland

see ANNUAL MEETING...page 33

The Rhode Island Builder

Official publication of the
Rhode Island Builders Association
since 1951

Officers of the Rhode Island Builders Association

President David A. Caldwell Jr.
Vice President..... Timothy A. Stasiunas
Treasurer..... Carol O'Donnell
Secretary Louis Cotoia Jr.

The Rhode Island Builder Report

Publishing Director..... John Marcantonio
Editor Paul F. Eno

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Golf Classic Sponsorships

PRESENTING

Includes two complimentary players, nine tee signs, dominant signage at lunch and dinner, hat giveaway and mention in *The Rhode Island Builder* **\$2,000**

PREMIER

Includes two complimentary players, six tee signs, signs at lunch and dinner and mention in *The Rhode Island Builder* **\$1,000**

SUPPORTING

Includes one complimentary player, two tee signs, signs at lunch and dinner and mention in *The Rhode Island Builder* **\$500**

PATRON

Includes two tee signs and mention in *The Rhode Island Builder* **\$300**

FRIEND

Includes one tee sign and mention in *The Rhode Island Builder* **\$75**

Contact Robin Barlow
at (401) 438-7400 or rbarlow@ribuilders.org.

**The Rhode Island
Builders Association
welcomes these new members
and thanks their sponsors!**

Thomas Miozzi

T. Miozzi Inc.

80 Compass Circle, North Kingstown, RI 02852

Sponsor: David A. Caldwell Jr. - Caldwell and Johnson Inc.

**The Rhode Island
Builders Association
thanks these members
who recently renewed!**

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Carriage House Custom Homes

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George Bennett

Colleen R. Titmas

John Fogarty

Raymond Arruda

Michael P. Winter

David A. Caldwell Jr.

Mary B. Cool

Mark Carter

Eric J. Wishart

Christopher Campagnone

Thomas P. Clarkin

see MEMBERS ...page 32

DEADLINES FOR THE NOVEMBER ISSUE

All copy, ads and photos must be to us by

Friday, Sept. 29

E-mail material to builder@newriverpress.com

Fax: (401) 356-0913

www.ribuilders.org

Construction Loans



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LOOKING AHEAD!

October 3rd: RIBA Annual Meeting and Election of Officers - Quidnessett Country Club, North Kingstown. 5:30 p.m. Contact Elizabeth Carpenter at (401) 438-7400 or ecarpenter@ribuilders.org.
Information on page 2.

 **October 5th: State-Mandated Continuing Education for Contractors - 5 Credit Hours** - Topics are Confined Spaces, Asbestos Awareness, Mold Awareness. *Details on page 21.*

 **October 12th: State-Mandated Continuing Education for Contractors - 5 Credit Hours** - Topic is Weather-Resistant Barriers. *Details on page 22.*

October 12th: Networking Night - RIBA headquarters, East Providence, 4:30 to 7 p.m. FREE for members and their guests. Contact Elise Geddes at (401) 438-7400 or egeddes@ribuilders.org for information. *Details on page 14.*

October 14th: 8 Hour Lead-Safe Remodeler/Renovator Course in Spanish - Sponsored by Real Jobs Rhode Island. To be held at RIBA Headquarters, East Providence. Course is FREE. This course is required to obtain or renew a Lead Safe Remodeler/Renovator Certification, which is necessary for work in all pre-1978 buildings in Rhode Island. For more information, times and to register, contact Betty Bernal, bbernal@ribuilders.org, or call (401) 837-7437.

October 16th: 27th Annual RIBA Golf Classic - Wannamoisett Country Club, East Providence. To become a sponsor, contact Robin Barlow at (401) 438-7400 or rbarlow@ribuilders.org. Supporting and Premier Sponsors will have exhibit space at the event. *Details on page 1.*

October 21st and 28th: OSHA 10-Hour Course in Spanish - Sponsored by Real Jobs Rhode Island. To be held at RIBA headquarters, East Providence. Course is FREE. The course is geared to train employees in OSHA construction standards. It highlights the areas of major safety concerns, with the intent to reduce accidents on the job site. Each person completing the course will receive a copy of the OSHA Standard 29 CFR Part 1926 and an OSHA-10 certification card. For more information, times and to register, contact Betty Bernal, bbernal@ribuilders.org, or call (401) 837-7437.

October 23rd: 4-Hour Lead-Safe Refresher Class - RIBA headquarters, East Providence, 7:45 a.m. to 1 p.m. FREE for members and their employees, with a \$40 materials/registration fee. \$75 for non-members, with a \$40 materials/registration fee. You must pre-register for this class. No admittance without pre-registration and payment. To register, contact Sheila McCarthy, smccarthy@ribuilders.org, or call (401) 438-7400. *Details on page 22.*

November 2nd: 8 Hour Lead-Safe Remodeler/Renovator Course - 7:45 a.m. to 4 p.m., RIBA Headquarters, East Providence. Course is FREE for members with a \$40 materials/registration fee, \$110 for non-members with a \$40 materials/registration fee. This course is required to obtain or renew a Lead Safe Remodeler/Renovator Certification, which is necessary for work in all pre-1978 buildings in Rhode Island. No admittance without pre-registration and payment. To register, contact Sheila McCarthy, smccarthy@ribuilders.org, or call (401) 438-7400. *Details on page 22.*

 **November 9th: State-Mandated Continuing Education for Contractors - 5 Credit Hours** - Topic is Deck Codes. *Details on page 21.*

November 18th: 8 Hour Lead-Safe Remodeler/Renovator Course in Spanish - Sponsored by Real Jobs Rhode Island. To be held at RIBA Headquarters, East Providence. Course is FREE. This course is required to obtain or renew a Lead Safe Remodeler/Renovator Certification, which is necessary for work in all pre-1978 buildings in Rhode Island. For more information, times and to register, contact Betty Bernal, bbernal@ribuilders.org, or call (401) 837-7437.

More information, registration and payment for most RIBA events is available at RIBUILDERS.org.

 Indicates a RIBA-sponsored event.

 Designates a course eligible for Rhode Island state-mandated continuing education credits. Contact RIBA for confirmation.

S Class will be taught in Spanish.

Visit RIBAEducates.com for access to 24-7 continuing education!

Online courses include Scaffold Safety, Workplace Safety, Confined Spaces, Ladder Safety and more, each worth one credit hour of state-mandated continuing education. Just as with RIBA's on-site courses (see pages 21 and 22), online courses are FREE of tuition charges for members and their employees. Just use your coupon at the online checkout. NEED A COUPON CODE? CALL RIBA AT (401) 438-7400. Non-members: \$12 per course. For information about online or on-site courses: Contact Sheila McCarthy smccarthy@ribuilders.org or (401) 438-7400.



David A. Caldwell Jr.

President's Message

A development tale from East Williamstown, Rhode Island An Allegory, Part 3

*This story is fictional.
The setting is an imaginary
Rhode Island municipality. Location: East Williamstown Town Hall.*

"We definitely know what we don't want here in East Williamstown," said Michael Arcanum, director of development.

"Okay, then perhaps you could give me some examples of recent successful developments," replied John Publius of Amalgamated Widget and Bearings, who wants to build a new headquarters and manufacturing facility in East Williamstown.

"Unfortunately, there have been a very limited number of accepted proposals in recent years, but we have just procured a grant to hire a consultant to better understand this issue," Mr. Arcanum declared.

"I see. Then what things should I avoid?" asked Mr. Publius.

"First, there's the architectural aesthetic of the Main Road Corridor Visioning Plan. This requires that your building be as close to the road as possible, with a mandatory second floor that can be used as apartments or living area. The style will also need to be approved to make sure that the fit is commensurate with the intent of the plan."

Mr. Publius pondered this.

"I don't imagine that we would be able to successfully manage renting apartments in such a facility. While that would seem to be appropriate during the 18th century, I don't see how that is applicable to our facility. Also, in order to expand, which is our intent, building the new facility close to the road wouldn't be in our economic interest. We would expect to have parking in the front, with deliveries in the rear, and room to expand another 80,000 square feet."

"Unfortunately, if we build parking lots in front of buildings, they tend to become filled with cars," Mr. Arcanum stated. "This isn't in keeping with the visioning plan. The previous use of the two parcels was an unsightly used car lot and strip mall, and this is our opportunity to change that."

Mr. Publius appeared skeptical. "It seems like an opportunity that comes at my expense."

"Sir, your references to time and money are becoming tiresome," Mr. Arcanum pronounced. "Another challenging issue would be that your employees may wish to live in town, and that many have families."

"Yes, we consider our employees to be family. The great majority of our employees have their own families. One of the great attractions in East Williamstown is your school system," said Mr.

Publius.

"Regrettably, this would mean more children in our school system, and that would not be viewed favorably as part of this application. It costs almost \$15,000 per year to educate a child in East Williamstown, and the cost per pupil has been rising much faster than inflation."

"But I see you have shut at least two schools here in the last several years, and are considering shutting more," Mr. Publius observed. "Seems you have a lot of empty seats, and a fixed cost to run your school department, which is by all accounts a very good one. I would suggest that filling up all of those empty seats with children, who have parents working good jobs in town, would be an excellent policy decision for East Williamstown."

"That would be a decision for the mayor and the Town Council," Mr. Arcanum replied. "At the moment, it's their direction to the Development Department that development that could add children to the town is an additional cost and burden upon our taxpayers that is not desirable."

"I don't see that as a successful long-term policy," Mr. Publius stated. "Let me recap what I've learned from our discussion today. One, East Williamstown professes to be a very pro-business municipality. I have the plans, the capital and the financing in place, and I'm ready to go, but I need permits. I'm now to understand that there are a great many local approvals to be obtained, but all seem to run through special permits that are obtained through satisfying local rules in front of various boards and commissions through a process and series of requirements that you are unable to articulate with any clarity."

Mr. Publius continued. "I hope you understand my increasing reluctance to embark on what appears to be an opaque, arbitrary and unpredictable process. I don't even know the game I'm playing, much less the rules. It seems to me that I will be running out onto the playing field swinging a football bat. Are there any other issues to be discussed regarding timeline and expenses?"

Mr. Arcanum looked adamant. "Traditionally, projects similar to this would take three to five years for full approval in East Williamstown. Then, of course, there are the fees."

Mr. Publius looked frustrated. "Three to five years seems an extraordinary amount of time, but what are the fees for?"

"In addition to the permit fees, you would be responsible for development impact fees and any municipal infrastructure expenses deemed necessary by East Williamstown."

"What exactly would these types of fees entail?" Mr. Publius asked. "My investment in East Williamstown would certainly be of great benefit to your community!"

see *PRESIDENT...* page 31

2017 COVENTRY LUMBER 2030 Nooseneck Hill Road, Coventry, RI 02816 SUPPLIER SHOWCASE

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RIBA Happenings

From the Board of Directors

R.I. Housing wants to involve more builders



Above, Eric Shorter of Rhode Island Housing, second from left, addresses the Rhode Island Builders Association's Board of Directors on September 5th. Below, Morgan Giovannucci, the new National Association of Home Builders (NAHB) regional field representative, second from left, introduces herself to the Board.



By Paul F. Eno Editor

"I'm here because we need to form new partnerships so we can meet the need for 35,000 new housing units in Rhode Island over the next 10 years."

That was the word from Eric Shorter, Rhode Island Housing's (RIH's) director of development, as he addressed the Rhode Island Builders Association's Board of Directors on September 5th.

"We receive no taxpayer dollars. We have to generate our own revenue. We're entrepreneurs, just like you," Mr. Shorter said, stressing that RIH is looking to RIBA and its members as major partners in the effort to meet the demand for "workforce housing."

"We work with some RIBA members already, but we want to work with more. We have to cast a wider net. We are open for business," he added.

Mr. Shorter explained RIH's mission, its development and lending products, and distributed literature about them.

"We also want to partner with you to learn about the challenges

see BOARD...page 31

www.ribuilders.org

Over 550 enjoy a perfect day at 2017 RIBA-Clambake



By Paul F. Eno Editor

You couldn't have asked for better weather as over 550 members and guests converged on Francis Farm, Rehoboth, Mass., on August 11th for the Rhode Is-

land Builders Association's 67th Annual Clambake.

Along with good food and plenty of it, Clambake-goers enjoyed the traditional events and contests, such as golf chipping, the football toss, nail driving and, of

course, the famous, RIBA-invented sports of plywood throwing and insulation tossing. Other attendees gathered in groups to chat, play cards, toss Frisbees, horseshoes, test their bocce skills or try the hoops on

see CLAMBAKE...page 31

Premier Plus Sponsors

Coast Realty and Consolidated Concrete!



Along with company President George Pesce (front, third from left) Consolidated Concrete sent 30 staffers to enjoy RIBA's 67th Annual Clambake at Francis Farm.

Many thanks to both Premier Plus Sponsors of the 67th Annual Clambake: Coast Realty and Consolidated Concrete Corp.!

Thanks to them -- and the ever-supportive Pesce Family -- along with many other sponsors, the price of Clambake tickets remained low, and many more people were able to attend.

"We have always been a proud supporter of the Rhode Island Builders Association, since the 1940s," stated Consolidated President George Pesce. "This helps us give back to the residential construction industry that has given so much to us."

Between them, both companies provided some 45 Clambake attendees!

"Events like this don't happen on this scale without our friends at Consolidated Concrete," said RIBA Executive Director John Marcantonio.

See our complete list of sponsors and donors on page 11.



RIBA Happenings: 67th Annual Clambake



Over 550 people attended the Rhode Island Builders Association's 67th Annual Clambake at Francis Farm, Rehoboth, Massachusetts, on Friday, August 11th. RIBA's Professional Women in Building Council was well represented. Here are, from left, Jackie Pagel of Pella Windows, Linda Bohmbach of Home Healthsmith and Carol O'Donnell of CRM Modular Homes, RIBA's treasurer.



The Football Toss: Not as easy as it looks! Jay King of Jutras Woodworking gives it a shot.



John Stafier of TradeSource takes the downswing during the Golf Chipping competition.



▲ Louisiana home builder and National Association of Home Builders Vice Chairman Randy Noel, at left, was attending his first New England clambake! With him, from left, are RIBA Executive Director John Marcantonio, Past President Steven Gianlorenzo, Contractors' Registration and Licensing Board Executive Director George Whalen, and Past President Felix Carlone.



▲ It's hot dog time!



▲ Ken Coury of Premier Sponsor Riverhead Building Supply recruits contestants for nail driving and the plywood throw.

► RIBA's support for career and technical education, and for solving the residential construction industry's shortage of skilled labor, was well represented by the Home Builders Institute (HBI), the workforce development arm of NAHB. Here are HBI's Mark Martin, left, and instructor Dave Perry of the Exeter Job Corps Academy.



▲ The folks from Supporting Sponsor U.S. Solar Works were busy answering questions all day long.

► It's a score for Dynasty Electric!



► Steve Rendine, left, and Scott Shayer of Premier Sponsor Douglas Lumber, Kitchens & Home Center are checking out those raffle prizes.



▲ The extended Gianlorenzo family never misses a RIBA Clambake! Steve Sr. (center) was attending for his 48th year!

www.ribuilders.org



◀ Jerry Stern of Douglas Lumber sends that bale soaring during the Insulation Toss.



▼ Can you find the flying horseshoe?





RIBA Happenings: 67th Annual Clambake



▲ Jonas Chacttell shows the REAL way to toss plywood. With recruiting on their minds, here's Lou Cotoia of Premier Sponsor Arnold Lumber Co., with RIBA Marketing Director Cheryl Boyd and NAHB Vice Chairman Randy Noel. ▼



Mike McDole of Premier Sponsor National Lumber, center, chats with Bernie Nugent and John Burns of Supporting Sponsor Warren Trask Co. ▼



▲ The team from Premier Sponsor Coventry Lumber fielded questions and explained new products all day long.



▲ Premier Sponsor Pawtucket Credit Union was out in force at the Clambake. There's Bill Dawson at center!

**The Rhode Island Builders Association
thanks the generous sponsors who helped make
our 2017 Clambake such a success!**

Premier Plus

Coast Realty • Consolidated Concrete Corp.

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Pawtucket Credit Union • Riverhead Building Supply

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Member Profile: Joe Pakuris
of the Kitchen & Countertop Center of New England

Many doors led him to kitchens, baths and countertops

By Paul F. Eno *Editor*

Joe Pakuris walked through the doors to the kitchen and countertop business. Literally.

"I started out on the supply side, working for Columbus Door Company in Warwick," says Joe, a native of that city and a graduate of Toll Gate High School.

"I sold commercial hardware and doors."

Along the line, Joe noted the direction of customer demand, which went way beyond doors. He took up an interest in kitchen and bath design. One thing led to another, and Joe today is co-owner of the Kitchen & Countertop Center of New England (KCCNE), based in Pawtucket.

KCCNE opened in 2005.

"I started out like many suppliers and contractors: small. I opened a countertop company, and that grew to selling cabinets," Joe says.

The uncertainties of being a supplier without being able to control what a contractor does with what you supply, soon became evident. This pushed Joe, and his business partner, Eddy Keegan, to grow the business into new territory.

"We eventually decided to become general contractors," Joe states.

Today, KCCNE employs 40 people, including its own designers, electricians, plumbers, finish carpenters, and even a plasterer. The company has its own fabrication shop and installers.

KCCNE serves Rhode Island, southeastern Massachusetts and eastern Connecticut.

"We've come a long way! We now do full kitchen and bath remodeling, start to finish, with no subcontracting," Joe declares.

But Joe Pakuris is no small thinker, so why stop there?

"Where we are now – we reached that point about four years ago. Currently, we have the largest kitchen and bath showroom



Joe Pakuris, right, and Eddy Keegan

in New England, with 3,000 square feet of installed countertops and 40 working displays. But we have an eye on the future, too. We plan to get bigger."

"Now we're reaching out to more contractors and their clients, and our showroom is for anyone who wants a kitchen or bath. For any general contractor, we guarantee countertops installed in five to seven business days," Joe adds. "Nobody else does that."

KCCNE joined the Rhode Island Builders Association in 2007, and especially appreciates the annual Rhode Island Home Show as a member benefit.

"We love the Home Show, and RIBA does an unbelievable job with that," Joe states. "The networking and marketing opportunities are amazing."

Find out more about KCCNE at KCCNE.com.

The Kitchen & Countertop Center of New England

Co-owner: Joseph Pakuris

RIBA member since: 2007

Focus: Kitchens and baths

***Serves: Rhode Island, southeastern
Massachusetts, eastern Connecticut***

Founded: 2005

Based: Pawtucket, Rhode Island

Now including the Rhode Island Flower and Garden Show

Home Show is on the horizon!

WHEN: Thursday April 5th through Sunday, April 8th
WHERE: Rhode Island Convention Center, Providence
FOR INFORMATION & EXHIBIT SPACE: Contact Bob Yoffe at (800) 963-3395.

Joe Pakuris of the Kitchen & Countertop Center of New England knows it (see previous page), and many other members of the Rhode Island Builders Association know it: The Rhode Island Home Show, now including the Rhode Island Flower and Garden Show, is a one-of-a-kind annual opportunity to market your business to thousands of new customers, and the show continues to grow!

Since 1948, RIBA has presented this landmark regional event, attended by thousands of your potential customers from all over southern New England, all interested in building or buying a new home, or in remodeling or decorating their existing homes.

Hundreds of companies have exhibited their products and services, and have met thousands of new clients, at the Home Show. RIBA members who exhibit receive a 5 percent discount on booth rates!



In 2018, along with incorporating the Flower and Garden Show, there will be many other new and exciting attractions to draw more and more visitors, many of whom need your products or services.

Attractions in recent years have included The Home Technology Experience; the 12-room Designers Show House, Landscape Solution Centers, a solar-powered greenhouse, a Kitchen and Bath Showcase, and the Energy Expo. There are myriad demonstrations and seminars, from cooking to art and furniture, to interest visitors.

There are new attractions every year. RIBA offers help with exhibit design, and there's a special section for members who would like to just "get their feet wet" and exhibit for a day or two rather than for all four days.

As an added bonus, you can meet and greet your future employees. Under the eyes of their instructors and trade professionals, hundreds of career and technical education (CTE) students of all trades engage with the show. *Related story on page 23.* They not only build many of the primary attractions, but they also will obtain work-based learning alongside consumers and industry representatives.

Find out more at Visit RIBAhomeshow.com, or contact Bob Yoffe at Yoffe Exposition Services, (800) 963-3395 or bob@yoffeexpo.com.



Your best year-long ad venue: RIBA's 2018 Membership Directory and Buyer's Guide

The Rhode Island Builders Association's 2018 *Membership Directory and Buyer's Guide* is now being prepared, and all members should have received a survey form to confirm the accuracy of their information for RIBA's use in the printed *Directory* and the online directory at RIBAlist.com.

If you have not received a form in the mail, please contact Elizabeth Carpenter at (401) 438-7400.

Advertising campaign under way

Members also have received full information about advertising in the 2018 *Membership Directory and Buyer's Guide*. There's no better venue to showcase your business to an enormous audience, including contractors and the general public.

The low advertising rates remain the same as last year.

The *Directory* will be printed, and distribution will begin, before the ever-expanding Rhode Island Home Show, now including the Garden and Flower Show, and will be an excellent introduction to your business, especially if you are a show exhibitor at the 2018 event.

It will be distributed to thousands of show visitors as well.

AD RATES: 2018 DIRECTORY

CENTER SPREAD, FULL COLOR	\$2,200
INSIDE COVER, FRONT, FULL COLOR	\$1,925
INSIDE COVER, BACK, FULL COLOR	\$1,925
BACK COVER, FULL COLOR	\$2,200
FULL PAGE, GLOSSY, FULL COLOR	\$1,650
FULL PAGE, GLOSSY, BLACK + ONE COLOR	\$825
FULL PAGE BLACK & WHITE	\$550
HALF PAGE BLACK & WHITE	\$385
ONE-THIRD PAGE BLACK & WHITE	\$330

Once again, RIBA will have a drawing for one advertiser to win an additional ad: free, full-page and full-color. Any advertiser who has purchased their *Directory* ad by October 27th will be eligible for the drawing. The final deadline for *Directory* advertising is November 3rd.

see *DIRECTORY...*page 33




RIBA to kick off 2018 Membership Drive, and a \$500 cash prize could be yours

It's the Rhode Island Builders Association's 2018 Membership Drive and your chance to win \$500!

Beginning at this year's RIBA Annual Meeting on October 3rd, all members who either bring a potential member to a networking or social event, or who sponsor a new member, will be entered to win \$500 cash; with the winner being announced at the 2018 Annual Meeting.

There will be three ways to enter the contest: If you attend a networking event with a potential member, you will receive a chance to win. If you sponsor a non-builder member, you will receive two chances to win, and if you sponsor a builder/remodeler member, you will receive three chances.

Of course, multiple entries are encouraged!

For more information on the Membership Drive, contact RIBA Member Relations Director Elise Geddes at (401) 438-7400 or egeddes@ribuilders.org. 

Networking Night set for Oct. 12

WHEN: Thursday, October 12th, 4:30 to 7 p.m.

WHERE: Rhode Island Builders Association headquarters, 450 Veterans Memorial Pkwy. #301, East Providence 02914


COST: FREE

DEADLINE TO REGISTER: One week before the event.

FOR INFORMATION & TO REGISTER: Contact Elise Geddes at RIBA, (401) 438-7400 or egeddes@ribuilders.org.

Boost RIBA's Membership Drive and begin your quest for the \$500 prize by bringing a potential member to the Rhode Island Builders Association's East Providence headquarters after work on October 12th, any time from 4:30 - 7 p.m., for pizza, subs and beer at our Fall Networking Night!

The event is generously sponsored by Jim McCarty of Craftsmen CPAs.

Network with fellow RIBA members and the RIBA staff, bring one of your subcontractors or other construction industry colleagues, and plenty of business cards. This is a free event for RIBA members and their guests. In fact, networking events are one of the many benefits of membership. We suggest that you bring a non-member to show him or her what a great resource RIBA is. And when you do, you'll be entered in the 2018 Drive for Membership drawing, with the winner receiving a cash prize of \$500. 

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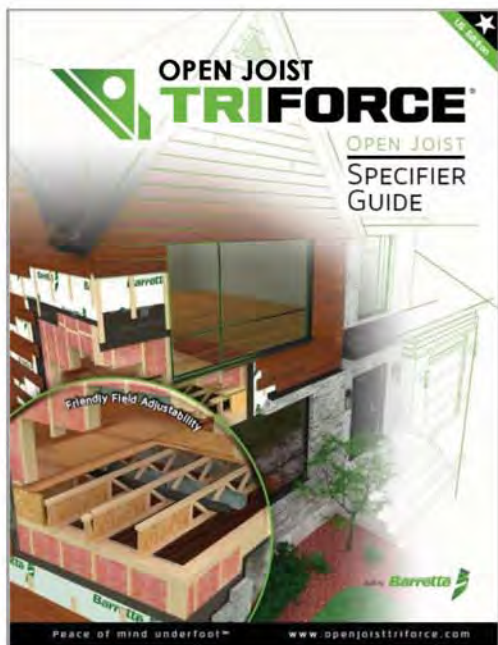
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The Architectural Collection from Andersen® is a luxury offering dedicated to style, performance and design. But before Andersen even designed this product line, they researched how windows contribute to architectural style.

The result is a series of windows and doors that was carefully designed with authentic architectural style in mind. Every sash, every piece of hardware and every accessory easily comes together to allow you to create the home style your clients are after.



Andersen is the most trusted window brand among builders. The extensive collection of products offers the ability to deliver aesthetics and reliable performance in any climate. And United Builders Supply (UBS) is there for you, from project design to closing, with industry leading support and service.

Learn all about it at our four different locations in Rhode Island and Connecticut. Find out why it makes smart money-sense to buy your building materials at UBS!

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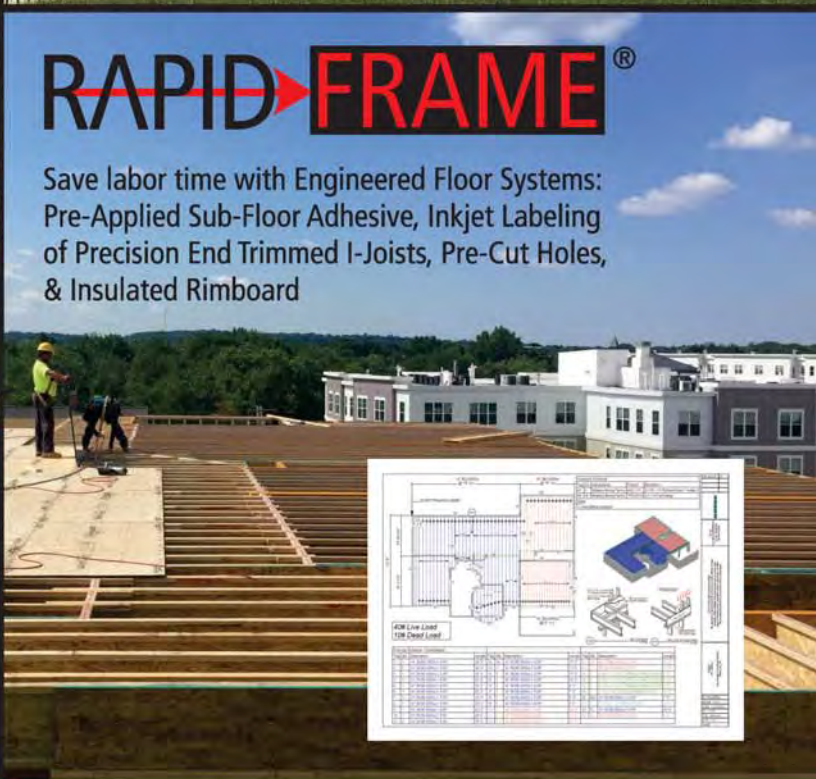


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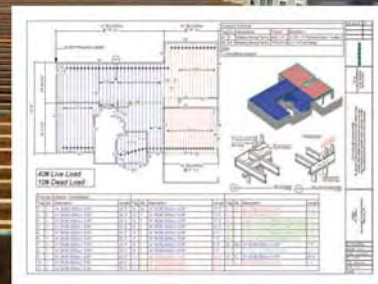
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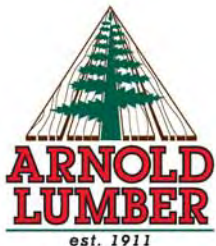
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Continuing Education for Contractors

*Courses headlined in **RED** on the Education Pages qualify for state-mandated continuing education requirements.*

See the chart below to find out when you must fulfill your continuing education requirements.

WHEN DO YOU HAVE TO HAVE YOUR CONTINUING EDUCATION CREDITS?

<u>Your most recent contractor registration</u>	<u>Credit hours required</u>	<u>Date required by</u>
New contractor - registered in July 2015	5	All 2017 and future renewals
Registered before July 2015	5	2019 renewal
April 2016 through December 2016	5	2018 renewal
*January 2016 - March 2016	5	2020 renewal

*Education credits won't meet the requirements if they are obtained *more than 30 months* prior to your registration renewal.

Five Credit Hours: Confined Spaces, Asbestos, Mold

October 5th

WHEN: Friday, October 5th, 8 a.m. to 1:30 p.m.

WHERE: Rhode Island Builders Association headquarters,
450 Veterans Memorial Pky #301, East Providence 02914

COST: FREE for members and their employees, with a \$15 materials/registration fee. A \$150 charge for non-members and a \$15 materials/registration fee.

DEADLINE TO REGISTER: One week before class. No admittance without pre-registration and payment.

FOR INFORMATION AND TO REGISTER: Contact Sheila McCarthy at smccarthy@ribuilders.org, or call (401) 438-7400.

This course will cover:

- Confined spaces,
- Asbestos awareness, and
- Mold awareness.

You must pre-register for this course. There will be no admittance without pre-registration. Payment is due upon registration. Participants must provide proof of employment with a member company for the class to be free.

Lunch is included.



Five Credit Hours: Deck Codes

November 9th

WHEN: Thursday, November 9th, 7:45 a.m. to 1 p.m.

WHERE: Rhode Island Builders Association headquarters,
450 Veterans Memorial Pky #301, East Providence 02914

COST: FREE for members and their employees, with a \$15 materials/registration fee. \$150 for non-members, with a \$15 materials/registration fee.

DEADLINE TO REGISTER: One week before class
FOR INFORMATION AND TO REGISTER: Contact Sheila McCarthy at smccarthy@ribuilders.org, or call (401) 438-7400.

This course will cover: "Deck Construction Codes: Sorting Out Codes and Solutions."

With more and more homeowners loving their backyards and looking for outdoor living solutions, decks are becoming an important part of an increasing number of homes.

So it's more important than ever for contractors to know about the codes relating to deck construction.

You must pre-register for this course. There will be no admittance without pre-registration. Payment is due upon registration. Participants must provide proof of employment with a member company for the class to be free.

Lunch is included.





Four-hour Lead Certification Refresher Course

October 23rd

WHEN: Monday, October 23rd, 7:30 a.m. to 1 p.m.

WHERE: Rhode Island Builders Association headquarters, 450 Veterans Memorial Pky #301, East Providence 02914


COST: FREE for members and their employees, with a \$40 materials/registration fee. A \$75 charge for non-members and a \$40 materials/registration fee.

DEADLINE TO REGISTER: One week before class. No admittance without pre-registration and payment.

FOR INFORMATION AND TO REGISTER: Contact Sheila McCarthy at smccarthy@ribuilders.org, or call (401) 438-7400.

This is a four-hour Renovation, Repair and Painting (RRP) Rule refresher class with Scott Asprey of Risk & Safety Management, for contractors who have their lead renovator/remodeler certification and whose certificate is up for renewal.

The class will review lead-hazard controls and update attendees on any changes to state or federal regulations. You must pre-register for this class. In addition, a photo is required for your certificate. Please send a head shot only, similar to a passport photo.

E-mail the photo smccarthy@ribuilders.org at least five days before class to allow for processing. There will be no admittance to the class without pre-registration, this pre-registration photo and payment. Participants must provide proof of employment with member company upon registration for class to be free. 

8 Hour Lead-Safe Remodeler-Renovator Course

November 2nd

WHEN: Thursday, November 2nd, 7:30 a.m. to 4 p.m.

WHERE: Rhode Island Builders Association headquarters, 450 Veterans Memorial Pky #301, East Providence 02914

COST: FREE for members and their employees, with \$40 materials/registration fee. \$110 for non-members, with \$40 materials/registration fee. Lunch is included.


DEADLINE TO REGISTER: One week before class. No admittance without pre-registration and payment.

FOR INFORMATION AND TO REGISTER: Contact Sheila McCarthy at smccarthy@ribuilders.org, or call (401) 438-7400.

This course is required to obtain or renew a Lead Safe Remodelers/Renovator certification, necessary for work in all pre-1978 buildings. This course covers the EPA's Renovation, Repair and Painting (RRP) requirements in Rhode Island and Massachusetts.

A written exam is given at the end of the course. A passing grade allows attendees to apply for licensing through the Rhode Island Dept. of Health and the EPA.

Pre-registration and a photo are required for your certificate. This must be a head shot only. E-mail it to smccarthy@ribuilders.org at least five days before the class.

No admittance without pre-registration and the photo. Payment is due upon registration. Participants must provide proof of employment with a member company for the class to be free. 

Weather Resistive Barriers

October 12th

WHEN: Thursday, October 12th, 7:45 a.m. to 1 p.m.

WHERE: Rhode Island Builders Association headquarters, 450 Veterans Memorial Pky #301, East Providence 02914

COST: FREE for members and their employees, with a \$15 materials/registration fee. \$150 for non-members, with a \$15 materials/registration fee.

DEADLINE TO REGISTER: One week before class

FOR INFORMATION AND TO REGISTER: Contact Sheila McCarthy at smccarthy@ribuilders.org, or call (401) 438-7400.

Learn about weather-resistive barriers (WRBs), flashings and exterior water management with Mike Guertin of Michael R.

Guertin Inc.

All siding installations leak, so you need a properly detailed and flashed WRB to keep water out of the house.

In this class, learn about common problem areas to pay extra attention to, along with how to flash doors and windows to comply with the building code. Learn whether or not rigid exterior insulation foam can be used as a WRB and how flashing details change when it is.

You must pre-register for this course. There will be no admittance without pre-registration.

Payment is due upon registration. Participants must provide proof of employment with a member company for the class to be free.

Lunch is included. 

More RIBA companies asked to participate

Students ace internships at Arnold

By Paul F. Eno *Editor*

Work-based learning builds enthusiasm and skills in the young people who form the residential construction industry's future workforce.

That's the consensus among Rhode Island's employers, educators and the career and technical education (CTE) students themselves. And can-do attitudes about this approach were on full display at jobsites and supplier facilities this summer.

On August 29th, *The Rhode Island Builder* found a great example of this at Arnold Lumber Company's main facility in West Kingston, which offered four-week summer internships to CTE students. Actually, we found three great examples, in the persons of Torrie Trumpetto and Daniel Decena of the Exeter Job Corps Academy, and Corey Luce, a 2017 graduate of Chariho Regional High School's CTE program, now a full-time employee at Arnold Lumber.

"The whole construction class at Exeter Job Corps was involved in internship programs this summer," says Torrie, who hails from Westerly. "I've learned a lot here at Arnold."

Daniel, in his third week of internship at the facility's custom door shop, agrees.

"Out of all the work-based learning I've done, I think I've learned the most here at Arnold Lumber. I've sure learned how to build a door!" the Johnston native declares. "It's a good job. I'd like to work here after I graduate."

Corey, from South Kingstown, has worked at Arnold full-time since July and already has career plans.

"I hope to be here for at least a few years, get some more academic training, and make a career in construction. Right now, I'm building doors, hanging doors, and making casings."

Exemplary young people

Jim Roberts, manager of the door shop, supervised the interns this summer, and he can't say enough good things about them.



Doing themselves proud in the custom door shop at Arnold Lumber Co. this summer are, from left, Corey Luce (a recent graduate of the CTE program at Chariho High School and now a full-time employee at Arnold), Daniel Decena and Torrie Trumpetto of the Exeter Job Corps Academy (who did four-week summer internships at Arnold), and Jim Roberts, door shop supervisor.

He notes that, along with Corey, there are three other CTE graduates on the permanent staff at Arnold.

"We've only been doing the internship program for a few years, but I've had a very good experience with them. We put these three carpentry students in the door shop, where they got some valuable experience," Jim states. "Some interns work in other areas of the company, even dispatch and deliveries, to get a look at jobsites."

Education is important, but nothing beats hands-on experience when it comes to learning the trades, according to Jim.

"You learn by actually doing it. Here, we cross-train like crazy, so we have a relatively new crew in the door shop right now. They learn to do everything. Then we send them to job sites and on sales calls, so they can see what they've built and how it's installed. They see the importance of what

they do and *why* it's important. They see the results of their work, and why we do things the way we do."

Several employees gained so much knowledge and experience under this system that they eventually went into business for themselves, and became Arnold Lumber customers, Jim notes.

Torrie says that becoming a business owner is her plan. Corey and Daniel say they're considering it.

What do these young people think is keeping other young people from wanting careers in the residential construction industry, either as contractors or on the supply side?

"It's learning to have initiative and to do things on your own," says Torrie. "Some young people might be afraid of that."

There also might be the false impression

see CTE...page 29

The 2017 legislative session behind us, our work for 2018 starts NOW



Steven Carlino

In previous columns, we reviewed three important bills that became law in 2017, and which are good steps forward when it comes to fulfilling our primary goal: reducing the high cost of construction in Rhode Island with the goal of providing more housing options for Rhode Island residents and those who wish to live here..

The Timetable Bill cuts permitting times, which reduces costs. The Impact Fee Reform Bill compels municipalities that have impact fees to justify them every five years, and to return the money if not spent as legally specified. And the Building Code Standards Committee legislation provides two extra seats, specifically for Rhode Island Builders Association members, to help ensure that qualified members of the residential construction industry are present on this board, which determines the codes that our industry will follow.

The success of these important measures shows how vital it is that rank-and-file members of RIBA participate in our program of legislative advocacy. When your state senator and representative

see you, a constituent and a business person in their community, advocating for legislation, it goes a long way.

That accomplished, we now plan for the 2018 General Assembly session, and it's time for you to get involved again.

First and foremost, we need to hear from you. What are your business and regulatory concerns? What experiences have you had while carrying on your business that could have been better? What do you feel could be done to make for a better housing environment?

We need your feedback!

Your concerns and needs call for action. In fact, they could become legislation that will help not only your business but our entire industry. But if you don't tell us what affects you, we won't know.

Contact RIBA Executive Director John Marcantonio with your concerns, (401) 438-7400 or jmarcantonio@ribuilders.org. John will act as liaison with our Legislative Committee and will advise you how to help in our advocacy.



Roland J. Fiore

RIBA's Legislative Committee

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Douglas Lumber, Kitchens & Home Center

Roland J. Fiore, Co-Chairman
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George W. Whalen

Executive Director

Rhode Island Contractors' Registration & Licensing Board

George W. Whalen has been the executive director of the Rhode Island Contractors' Registration Board (now the Contractors' Registration and Licensing Board) since 1991. He is a past president (2003-2004 and 2013-2014) of the National Association of State Contractors Licensing Agencies (NASCLA) and has served on its Board of Directors for over 19 years. The Contractors' Registration and Licensing Board (CRLB) itself is celebrating 27 years of registering contractors, and assisting homeowners and contractors in settling construction disputes. The board has grown over the years from seven members to 17 members as a result of 2014 legislative changes.



THE BUILDER: Are contractors complying with the Contractors' Registration and Licensing Board's (CRLB's) continuing education mandate and are they having any trouble doing so?

WHALEN: Actually, the continuing-education requirement hasn't officially started. We sent notices on April 1, 2016, to those who were currently registered, saying that, in their next renewal cycle, they would be required to have five hours of continuing education. So, it really is effective on April 1, 2018, that everyone will be required to have had the continuing education.

The requirement for the pre-registration course for new contractors has been in effect since July 1, 2015, however. So, as of July 1, 2017, all those people were required to have continuing education before they renew their registrations.

We need to be clear that there are residential contractors and residential/commercial contractors. If you're working on just commercial properties, you are not required by statute to have either the pre-registration course or the continuing education.

THE BUILDER: The idea of licensing for all residential contractors has been batted around in Rhode Island for many years. How close are we to licensing?

WHALEN: I think that's still some way ahead. We've been registering contractors now for almost 27 years. We had a study commission on licensing in 2008, and we started licensing underground utility contractors as of Jan. 1, 2015. We already have a third-party testing company.

As far as general contractors, we hope within the next few years to get the General Assembly to look at that, and then see what we can do. I think licensing would be great. It would raise the bar

considerably, something we're already trying to do with the continuing-education mandate, the insurance requirements and the rest, but licensing really encourages testing, skills and knowledge.

Registration takes care of the insurance aspect, but licensing would raise the bar for the benefit of contractors and the public.

THE BUILDER: What's the status of enforcement, and can you talk about the nationwide enforcement action Rhode Island participated in via the National Association of State Contractors Licensing Agencies (NASCLA) between June 5th and 16th?

WHALEN: This is the third time we've partnered with some of our sister states in NASCLA to do joint enforcement across the country. We like the idea of partnering with other states for enhanced enforcement. Some states even had sting operations.

We're here to educate the consumer as well as the contractor as to what's required, and who needs to be registered in our state.

We hope to participate in this national action again in the future and, perhaps, to enlarge the operation. I'd like to see all 50 states involved, with national media coverage about why we do it and to educate people on the matter.

As part of Rhode Island's participation, we visited about 30 construction sites in June, mostly on a swing through the eastern part of the state. Seventeen violations were issued, some on residential and some on commercial properties. Each of those violations could result in fines of \$5,000.

Most of those cited were very cooperative, and most later came in to the CRLB office to register. When they do that, we try to reduce those fines. On commercial properties, we try to reduce the fines to \$1,000. With residential properties, it really depends on what they've been cited for. It would be \$250 for an unregistered contractor, and \$500 for an unregistered subcontractor.

THE BUILDER: How many of the contractors cited were from out of state?

WHALEN: At least half of them were, most of those from just over the Massachusetts line from the East Bay area where we were operating.

THE BUILDER: Do you have the staffing you need for enforcement?

see *INTERVIEW...next page*

INTERVIEW...from previous page

WHALEN: The budget is always limited, so we do the best with what we have.

THE BUILDER: What more can be done, especially by law-abiding contractors, to protect homeowners from those who don't obey the law?

WHALEN: Education is the number one issue. Without education, many people would not be aware of the registration law, the insurance requirements, and what can happen to their financial welfare if they employ uninsured contractors.

We just had a case with a contractor who's been in business for 15 years, advertising on the radio, bringing in business, and they weren't registered! Nobody picked up on it. Granted, they hired registered subs, but they didn't realize they were acting as the general contractor.

So, the big task is educating our constituency, letting them know that they need to be registered, who needs to be registered and why. I know we're a government agency, and some might just dismiss us as bureaucrats, but that's not the reality. We're here to protect the health, safety and welfare of the people of our state.

Certainly a big step forward in contractor education is the mandated pre-registration course, along with the continuing-education mandate. In those pre-registration classes, there's coverage of basic business practices, the legal entities and considerations, what you have to have in writing, and what contracts should contain. They learn about the building codes, and why they're important. They learn about safety issues, the CRLB and its requirements, along with the dispute-resolution process.

We try to get the word out to consumers as well. We advise them to get multiple bids, check references, ask for contractors' registration and insurance cards. If the contractor has employees, be sure they have workers' compensation coverage. Be sure the contractor reviews the mechanics' lien information with you, and that you get the lien releases with the final payment. Consumers should be familiar with the right of rescission clause, and with signing contracts outside of the contractor's place of business.

I don't know how many times I've said it to contractors and homeowners: Put it in writing, be specific and be detailed!

Then there are deposits up front, and we've had many consumer complaints about this. If a contractor can avoid taking large deposits up front, that's the best way to avoid problems. The best time to collect a deposit is when the materials are delivered to the

site. Some contractors are taking 50 percent down, and then they don't show up.

THE BUILDER: Isn't there a brochure on all this that contractors are supposed to deliver to customers?

WHALEN: Absolutely! In fact, our rules and regulations require that contractors convey certain information to homeowners. It's a simple brochure that can be downloaded from the CRLB website.*

THE BUILDER: What CRLB regulatory changes are in the offing?

WHALEN: The State of Rhode Island is undergoing a massive change in all our regulations. There's a new endeavor through the Office of the Secretary of State and the Office of Regulatory Reform (ORR), to recompile and recodify all the regulations.

So, we're consolidating regulations, with some guidance from the attorney general's office and the Dept. of Administration. The whole intent is to make the regulations more understandable and more enforceable. Every agency has to have this done by the end of August 2018.

As part of the process, we'll have a public hearing on all our rules and regulations. As we get closer to that, we'll let you know.

THE BUILDER: Is there anything else you'd like contractors to be aware of?

WHALEN: We will add some new members to the CRLB, and a few longtime members are retiring. Gov. Gina Raimondo has been very good about appointing a very diverse board. Those appointments will be finalized in September (after this conversation took place – Editor), and we'll fill you in on that.

We did elect a new chairman: Tom Furey of Furey Roofing and Construction. Past Chairman Ed Ladouceur, who has been on the board for almost 24 years, is retiring because of his other commitments. He's a Warwick city councilman, and that brings many responsibilities in itself. The new vice chairman is Eric Wishart of Civil CADD Services Inc.

Change is always good.

* Go to CRB.ri.gov. Click "Forms and Documents," then scroll to the bottom. Click "Notice of Possible Mechanics Lien." This document also contains general consumer information about how to deal with contractors. It can be printed and given to your customers.



The Rhode Island Builders Association thanks these Andersen® Excellence Dealers for being prime sponsors of our support for career and technical education in Rhode Island in 2017. Watch The Rhode Island Builder for continuing coverage of what these fine suppliers are doing to support and train the residential construction industry's workforce.

Agrawal: Better transit will help housing

Division of Statewide Planning wants to hear from local planners, developers and the public on transportation plans and economic development.

By Paul F. Eno Editor

People want to live where they can most easily get from here to there, so investing in an efficient, intermodal transportation system will boost housing in Rhode Island.

That was the word from Parag Agrawal, the state's associate director for planning, when he sat down with *The Rhode Island Builder* on September 6th.

"Transportation isn't just about moving cars. It's also about economic development. How can we best locate our transportation investment to grow more jobs?" Mr. Agrawal stated.

"Industries want to move to locations that offer transportation choices. As for millennials, they like to live and work in places that offer more transit, and a greater bicycle network."

As for the bigger picture, the Division of Statewide Planning (DSP) is looking at better ways to connect Providence with Boston and New York, according to Mr. Agrawal.

"Our transportation infrastructure is regional. People don't just stay in Rhode Island," he added.

Hence Rhode Island's Long Range Transportation Plan, with its

two sub-plans: the Bicycle Mobility Plan (to improve the bicycle transportation network in Rhode Island) and the Transit Master Plan (how to improve overall public transit in the state).

"There is a strong residential component attached to this, which is why we want to hear from the developers and the home builders," said Mr. Agrawal.

A series of community meetings and municipal round-tables are scheduled to encourage public involvement in transportation planning, and in planning for the state's economic development in general.

The Division of Statewide Planning (DSP) is working closely with local

see *PLANNING...next page*



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PLANNING...from previous page

planners and with the public and business to solicit opinions, he indicated.

The first meeting, a round-table for municipal planning directors, was to take place on September 29th.

"The idea is to find out from the communities: 'What are your economic development issues? How can the state better assist you?'" Mr. Agrawal pointed out.

Technical assistance

In addition, the Dept. of Administration has launched a technical assistance program for municipalities.

"We will work with three or four Rhode Island communities every year, to promote more transportation choices in each community." Mr. Agrawal explained.

DSP has already heard from 10 communities interested in participating. Builders and developers interested in contributing to this process should watch Planning.ri.gov for information and meeting dates.

In addition, watch these pages for a more in-depth interview with Mr. Agrawal on this subject.



Visconti wins national honor: One of 'best lawyers in America'

Girard R. Visconti of Shechtman Halperin Savage LLP (SHS), a longtime member of the Rhode Island Builders Association, has been selected by his peers for inclusion in the 22nd Edition of *Best Lawyers in America* in the practice area of construction law.

Best Lawyers is the oldest peer-reviewed publication in the American legal profession, having been published since 1983. Mr. Visconti has been included in it as "One of the Best Construction Attorneys in Rhode Island" every year since 2010.

Mr. Visconti also serves as a corporate member for the Johnson & Wales University board and was appointed to the Rhode Island State Planning Council by Gov. Gina Raimondo.



Girard R. Visconti

He co-chairs SHS's Construction Law Practice Group

Mr. Visconti is a 1965 graduate of Providence College, receiving his J.D. from the Suffolk University Law School in 1968.

He practices in all areas of litigation and business law, with emphasis on construction consulting and litigation, business and commercial litigation, arbitration

and mediation, and matters at trial and appellate levels, including employment, construction and commercial litigation.

Mr. Visconti was instrumental in the drafting and passage of the Mechanics' Lien statute and other laws pertaining to the construction industry. He is also the legal counsel for the Rhode Island Subcontractors Association (RISA).



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Need skilled employees?

Jobs Bank continues to offer skilled workers

News about the shortage of skilled workers in the construction industry is sobering nationally, but there's hope in Rhode Island, thanks to the Residential Construction Workforce Partnership (RCWP) and its online Jobs Bank at RCWPJobs.com.

More employers and more job candidates are discovering this online solution. In fact, the numbers continue to trend upward at the Jobs Bank, and all signs in September pointed to increasing participation by job seekers and employers.

As of September 11th, 578 employers were registered at RCWPJobs.com, a jump from 571 in August, 559 in July, 554 in early



June, 548 in May, 545 in April and 537 in March.

There were 287 job candidates registered (way up from 274 in August, 267 in July, 265 in early June, 249 in May, 235 in April and 217 in March). There were 52 jobs posted (compared with 53 in August, 56 in July, 54 in early June, 55 in May, 59 in April and 58 in March), indicating that some job candidates who are available are being hired. There were 72 job seekers' resumes posted on the site, four more than in August.

The Jobs Bank is a tool created by the Residential Construction Workforce Partnership (RCWP), with the Rhode Island Builders Association as its hub.

For more information, contact RIBA Marketing Director Ms. Boyd at (401) 438-7400 or cboyd@ribuilders.org.



CTE...from page 23

that the work is harder than it is and that salaries aren't as high as they really can be, the young people say. As for themselves, they feel their own schools have prepared them well, especially through work-based learning.

Jim spells out the problem from the employer's point of view.

"These great kids are exceptions, but too many people don't want to work. They think they're going to go into jobs, work 30 hours a week, make a million dollars, and have their smart phones with them at the same time. I tell our people, leave your phones in the car, you won't make a million dollars, you have to learn first."

Jim also cites the aging of the residential construction workforce, and having to teach new employees remedial math and communications skills, along with professional work habits.

"We'll teach them anything. Just show up on time and have initiative!"

The big picture: Arnold Lumber is working closely with the Exeter Job Corps Academy, the Residential Construction Workforce Partnership (RCWP), and the National Association of Home Builders (NAHB) Home Builders Institute (HBI) to mitigate these problems and bring motivated young people into the industry.

"Arnold lumber is leading by example," says Lou Cotoia, RIBA's secretary and a point man on CTE support. "These two students from Exeter Job Corps have turned out to be excellent interns, with commitment to the industry."

In fact, Torrie and Daniel have been offered full-time positions in Arnold's millwork shop after they graduate, according to Lou.

"Arnold Lumber is working to make a difference in increasing the pipeline of available employees entering the construction industry. *We're looking for other RIBA members to do the same.* The reward will be outstanding young people like Torrie, Daniel and Corey seeking careers in our industry," Lou declares.

HBI works with the industry on a national basis to bring qualified young people into the industry. RCWP, with RIBA as its hub, is a coalition of industry members and educators who work together to find and match skilled employees with the employers who need them.

For more information, contact Cheryl Boyd at RIBA, (401) 438-7400 or cboyd@ribuilders.org.



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Obituary

Herbert L. George, 76

Herbert L. George Jr., owner of the H. L. George Development Corp. for over 40 years and a longtime member of the Rhode Island Builders Association, died August 31st at Rhode Island Hospital. He was 76.

The husband of Judy L. Brown-George, Mr. George was a Pawtucket native, a 1959 graduate of East Providence High School, and a veteran of the U.S. Marine Corps. He loved the outdoors, was an avid fisherman and hunter, and he always enjoyed being on the water. He was also a private pilot.

Mr. George was a frequent exhibitor at the Rhode Island Home Show.

Besides his wife, he leaves one son, Herbert L. "Luke" George III, two grandchildren, four sisters, one brother, and several nieces and nephews.

He was the father of the late Shannon George and brother of the late Thomas J. George. Contributions in Mr. George's memory may be made to the Make a Wish Foundation, 20 Hemingway Drive, Riverside, RI 02915 or the R.I.S.P.C.A. 186 Amaral Street, Riverside, RI 02915.



Herb George at the 2015 RIBA Home Show



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CLAMBAKE...from page 7

the basketball court.

Many RIBA member companies were very well represented, including Premier Plus Sponsors Coast Realty and Consolidated Concrete Corp., who, between them, provided 45 attendees. Also on deck were W.H. Holland Electric; TradeSource; Jutras Wood-working; U.S. Solar; Arnold Lumber Co.; Riverhead Building Supply; Pawtucket Credit Union; ProProducts; Douglas Lumber,

BOARD...from page 6

you face, including labor shortages and costs, zoning and permitting, and the cost of construction. We can work with you.”

Several members contributed their opinions. Mr. Shorter met in August with RIBA Vice President Timothy A. Stasiunas and Executive Director John Marcantonio to discuss RIH’s work and its possibilities for RIBA member involvement.

Mr. Shorter can be reached at eshorter@rihousing.com or (401) 457-1219.

In other matters....

Attending the meeting to get acquainted with RIBA was Morgan Giovannucci, the new National Association of Home Builders (NAHB) regional field representative.

“RIBA is one of the nation’s more connected home builders associations,” Ms. Giovannucci commented. “You always know what’s going on.”

She offered an update on NAHB activities, including Hurricane Harvey relief and the International Builders Show, set for January 9th-11th in Orlando, Florida.

President David A. Caldwell Jr. reported on the “excellent progress” of the Builders Insurance Group, the RIBA insurance agency subsidiary.

There were discussions about several proposed changes to the RIBA bylaws, which are spelled out in a mailing to members in preparation for the Annual Meeting on October 3rd, and with questions about RIBA’s “self-policing” of members and the industry.

Mr. Marcantonio reviewed three bills signed by Gov. Gina Raimondo in 2017 that will benefit the industry, and emphasized that RIBA’s plan for the 2018 legislative session is well under way. *See page 24.*

He also reported that online education is up and running, and that the associations “education technology” and meeting-room projection equipment are about to be upgraded. This will include an LED smart screen with web communication capability.

RIBA’s 2018 business plan is in the works as well, Mr. Marcantonio said, along with new plans to improve the 2018 Home Show. The 67th Annual RIBA Clambake was a major success, attracting some 550 members and guests, he added.

Mr. Marcantonio also reviewed a planned expansion of the Residential Construction Workforce Partnership (RCWP) and discussion of a new industry safety program.

RIBA members are invited to attend meetings of the Board of Directors for informational purposes. For more information and to register, contact Elizabeth Carpenter, ecarpenter@ribuilders.org, or call (401) 438-7400.



2017 Clambake Event Winners

Golf Chipping: Kevin Donovan - TradeSource

Football Toss: Keith Corriveau - TKO

Plywood Throw (32'4"): Kevin Sweeney - ProProducts

Horseshoes: Darrin Tibbits - Holland Electric

Nail Driving: Keith Corriveau - TKO

Insulation Toss: Michael Torres - ConcreteLife

Kitchens & Home Center; National Building Products, and many more.

Special guests included Randy Noel, a Louisiana custom-home builder who is vice chairman of the national Association of Home Builders (NAHB). It was Randy’s first time at a traditional New England clambake!

“I’m very impressed with the dynamism and participation in RIBA,” Randy said. “The great turnout here today really tells that story, and the food is great, too!”

The highlight of the day was, of course, the famous Francis Farm cuisine, including clam cakes and chowder, hot dogs and little necks. For the clambake itself there was fish, chicken and the optional lobster with all the fixings. RIBA thanks the generous sponsors, who made the Clambake possible and low ticket prices available. *See the complete sponsor list on page 11.*



PRESIDENT...from page 5

“Yes, but we require funds for infrastructure improvements in accordance with our municipal comprehensive plans. Our property taxes are already quite high, so while the residents desire many improvements, they don’t wish to see taxes raised, which leaves developers as the major source of funding.”

Mr. Publius grew increasingly perplexed.

“So, in return for the privilege of investing a great deal of my capital, at my risk, I’m required to be a funding source for municipal expenses that the municipality has mandated but can’t afford? Of course, all that comes after I’ve spent three to five years on applications and hearings, at which I can expect to incur substantial expenses in pursuit of an unpredictable outcome through undefined and unknown criteria.”

He shook his head. “This feels a bit like running through the woods at night, blindfolded. I’m not sure what direction I’m headed after I run into a tree, which is likely to happen often. Your municipality, and your state, have wonderful, natural competitive advantages that make it a compelling location for many companies such as mine. I’d expect to see plenty of construction in East Williamstown. I’ve been forewarned that this is a very difficult place to build anything, and that what nearby states measure in days or weeks, you measure in months and years. My requirement is to be up and running in a year. I see no reason why that can’t take place, assuming I can get my permits in a timely fashion.”

“Mr. Publius, this is the way things are done in East Williamstown, and we’re quite comfortable that the Development Department is executing the will of our local leaders.”

“Well, you have a lovely town with much potential, Mr. Arcanum. My wife and I will look toward building a waterfront vacation home. But as far as my business relocation, I am afraid I’ll be looking elsewhere.”



MEMBERS...from page 3

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Coastal Electric Inc.	Costa Gianetis	Kimberly Construction Corp.	Philip F. Godfrin
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Dorken Systems Inc.	Mark Hubert	Miniati's Home Improvement/Custom Homes	Robert H. Miniati II
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Ecologic Insulation Inc.	Thomas Kelly	National Development Group Inc.	Richard J. Colardo Jr.
Ennis Construction	Brian Ennis	National Security & Fire Alarm	Christopher Morra
Envine LLC	Lawrence LeBlanc	NEK Contracting LLC	Noel Joseph
EnviroClean Restore	Eric Anderson	New England Kitchen & Bath Center Inc.	Michael Pare
Eugene Messori Masonry	Eugenio Messori	Newport Plate & Mirror Glass	Barbara Gallison
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Frontier Welding & Fabricating Inc.	David Croutear	Non Member Event Registration	Hipolito (Tony) Osorio
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Kay-Cor Contractors Inc.	Herc Salustio	Sansiveri Kimball & Co. LLP	Jason DaPonte
Keith's Contractors & Landscaping	Keith Leonard	Santoro Oil Co.	Michael Torti
		Senn Painting Co.	Mason M. Senn

see **RENEWALS**...next page

ANNUAL MEETING...from page 2

J. Fiore of South County Sand & Gravel Co., Stephen Fitzgerald of Fitzgerald Building & Remodeling, Carol O'Donnell of CRM Modular Homes, and Timothy A. Stasiunas of The Stasiunas Companies.

Nominated as alternate national directors are: Jason DaPonte of Sansiveri, Kimball & Co., David Whitney of Arnold Lumber Co., Eric Wishart of Civil CADD Services Inc., James P. Tavares of James P. Tavares Construction Inc., Jesse Maynard of Maynard Construction BRC Inc., Jose Marcano of JM Painting LLC., and Kenneth Jones of Ken Jones Construction Inc.

Nominated for reelection as National Association of Home Builders (NAHB) state representative is Robert J. Baldwin of R.B. Homes Inc., with James Deslandes of Deslandes Construction Inc. nominated as alternate state representative.

Nominated as state director is John Bentz of the Property Advi-

sory Group Inc., with Thomas E. McNulty of E.A. McNulty Real Estate nominated as alternate state director.

Anyone nominated for national office at the Annual Meeting will be elected and installed at the International Builders Show and National Association of Home Builders convention, January 9th to 11th in Orlando, Florida.



DIRECTORY...from page 13

Discounts available

RIBA once again offers advertising "package deals" with the *Directory* and the award-winning *Rhode Island Builder* monthly magazine. Advertisers who opt for both publications will earn a 5 percent discount on their total advertising cost.

Use the advertising information package you received from RIBA. Advertising information also is online at www.NewRiverPress.com/ribaads, or call Paul or Jonathan Eno at (401) 250-5760, ext. 1.



RENEWALS...from previous page

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South County Post & Beam Inc.
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T.W. Parker Builders
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Tomark Construction Inc.
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Tower Construction Corp.
Town Electric Inc.
TradeSource Inc.
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Webster Bank
West Bay Building and Renovation LLC
William C. Hughlett
William J. Canning Management Co.
Woloohojian Realty Corp.

Girard R. Visconti
Louis Raymond
Kenneth S. Bouvier
Stephen A. Feole II
Jonathan Gilbert
Patrick J. Sullivan
Thomas W. Parker
David Tegan
Thomas R. McLaughlin
Thom Marandola
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George Grayson
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GOLF...from page 1

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Your generosity allows RIBA to offer this great day of golf and networking at an exceptional value. It also provides direct support for Builders Helping Heroes. Many veterans have returned home with life-altering injuries sustained while defending our country. These young men and women must now relearn skills we take for granted. Their homes are now filled with barriers that make it difficult to complete the simplest tasks. Builders Helping Heroes helps turn these heroes' homes back into places of comfort.

RIBA also urges you to donate a raffle prize. Please contact Robin Barlow at RIBA to become a sponsor, a prize donor, or for more information.



**For membership information
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