

State of Rhode Island Housing Forum

# Panelists: More housing is critical



At the plenary session of the Housing Forum at the Rhode Island Convention Center on November 14<sup>th</sup> are, from left, Ashley Kuzmanko-Medeiros of Connect Greater Newport, Peter Forman of the South Shore (Massachusetts) Chamber of Commerce, Cicely Dove of Crossroads Rhode Island, Angela Bannerman Ankoma of the United Way of Rhode Island, Ryan Antrop of Residential Properties, and Rhode Island Builders Association Executive Officer John Marcantonio.

The plan is the problem, RIBA executive officer tells audience of several hundred officials, developers and housing advocates.

By Paul F. Eno *Editor*

“At the Rhode Island Builders Association, we and our members deal with the anti-housing culture town

by town and city by city on a daily basis. Our industry only builds the (municipal) plan, and the plan right now is not solving the problem. It is the problem.”

That was the word from RIBA Executive Officer John Marcantonio as a panelist at the State of Rhode Island Housing Forum on November 14th.

“We’ve been planning for population decline for the last 30 years, and too many of our communities in  
*see HOUSING...page 33*

RIBA expands educational offerings for members & employees!

## Contractor Development Program begins in Jan.

Also, for the month of January only, as part of an industry-wide promotion, select classes will be free to non-member firms. Find class schedules and details on pages 4, 14, 22, 23 and 24.

To celebrate the launch of a revitalized and expanded education program at the Rhode Island Builders

Association, January is Education Month.

RIBA on-site and online classes are always free for members and their employees but, in January only, the usual fees for non-members will be suspended for on-site continuing education classes. These are the classes headlined in red on pages 14 and 22-24.

“Part of our mission is to educate and develop contractor skill sets. With this new, expanded program,  
*see EDUCATION...page 33*

**FEATURED  
PRODUCTS AND  
SERVICES  
FOR JANUARY**  
*Middle Section*  
**RIBA MEMBER  
BENEFIT GUIDE**  
*Pull-Out Section at Center*

### RIBA expands education!

RIBA doubles class offerings, always tuition-free for members and their employees. In January only: Some classes are complimentary for anyone in the industry!  
*Pages 1, 4, 14, 22, 23, 24*

### Time to plan for the Home Show!

Exhibit space at the 70<sup>th</sup> Annual Rhode Island Home Show is going fast, so reserve yours now!  
*Page 8*

### RIBA members in the spotlight

One member captures two prestigious national honors for a development in East Greenwich, while another takes on a landmark LEED school construction project.  
*Pages 2 and 3*

### Networking Night set for Jan. 16

Generously sponsored by Aflac®, here's a chance to network with your fellow members, enjoy some great food and drink, and introduce non-members to RIBA.  
*Page 11*

## Member wins two national honors for East Greenwich 'pocket neighborhood'

Castle Street Cottages on Rope Walk Hill in East Greenwich, built by East Greenwich Cove Builders LLC, along with architects Union Studios, George Bennett, and Designer Debra Zarrella, and one of New England's first "pocket neighborhoods," has been honored with a two awards from the National Association of Home Builders (NAHB).

The first award is the 2019 Best in American Living™ Award (BALA) for Community of the Year, Single-Family Under 100 Units. The second award is a 2019 BALA Award for Suburban Infill Community.

Castle Street Cottages on Rope Walk Hill "is just the third 'pocket neighborhood' in New England and the first in Rhode Island, in the densely populated and historic 'Hill and Harbor' neighborhood of East



**Castle Street Cottages on Rope Walk Hill in East Greenwich, built by East Greenwich Cove Builders LLC. Inset: Jerry and Debra Zarrella.**

Greenwich, steps from the town's historic waterfront and downtown districts," said a November 12<sup>th</sup> statement from East Greenwich Cove Builders, a longtime member of the Rhode Island Builders Association.

A "pocket neighborhood" is a planned community that groups smaller residences, often around a courtyard or common garden, on a small plot of land. The design is meant to promote a sense of community and neighborliness with an increased level of contact.

Built on a 0.72 acre lot, the previous site of dilapidated buildings, Castle Street Cottages maximizes space, beginning with an elevated, shared garden courtyard.

"The landscape of the Castle Street Cottages creates an ambiance of timelessness and community. From hardscape materials

to plant selections all of the elements create a welcoming mood of quiet elegance. Grand stone steps lead to the outdoor kitchen, perfectly-scaled gathering spaces, and oversized front porches, creating a space where neighborliness is not taken for granted," the statement continued.

### Varied units

At Castle Street Cottages on Rope Walk Hill, there are nine cottage-style and coastal-inspired dwelling units, four two-family townhouses, and one single-family home, and a wide price range. Sizes range from 1,000 to 2,000 square feet. There are large windows with harbor and village views.

"It also includes the latest in green building technologies, creating efficient

*see CASTLE STREET...page 32*

### The Rhode Island Builder

Official publication of the  
Rhode Island Builders Association  
since 1951

#### Officers of the Rhode Island Builders Association

President ..... Timothy A. Stasiunas  
Vice President..... Carol O'Donnell  
Treasurer ..... Jason M. DaPonte  
Secretary ..... James Deslandes Sr.

#### The Rhode Island Builder Report

Publisher..... John Marcantonio  
Editor ..... Paul F. Eno

The Rhode Island Builder Report is published monthly by the R.I. Builders Association, 450 Veterans Memorial Pkwy. #301, East Providence, RI 02914, tel. (401) 438-7400, fax (401) 438-7446, e-mail INFO@RIBUILDERS.ORG. Advertising information is available on the Internet at www.RIBUILDERS.org or from New River Press at (888) 273-1941 (ext. 1). Claims and representations made in advertising are the sole responsibility of the advertiser. The Rhode Island Builder Report and the R.I. Builders Association neither endorse nor guarantee advertiser claims. Readers may submit articles and photographs of interest to the residential building and remodeling industries in Rhode Island, but the publishing director and editor may reject any submission or advertisement. While designed to provide accurate and authoritative information on the subjects covered, The Rhode Island Builder Report and the Rhode Island Builders Association are not engaged in rendering legal, accounting or other professional or technical advice or product support. Accordingly, RIBA cannot warrant the accuracy of all legal or technical information contained herein and disclaims any and all liability which may result from publication or reliance on the information provided. Unless otherwise noted, articles may not be reprinted without the written permission of the publishing director. The Rhode Island Builder Report is edited, designed and produced by New River Press, 645 Fairmount St., Woonsocket, RI 02895, tel. (401) 250-5760 (ext. 1), fax (401) 356-0913, e-mail builder@newriverpress.com.

**DEADLINE FOR THE FEBRUARY ISSUE**  
**All copy, ads and photos must be to us by**  
**Friday, January 3**

E-mail material to

**builder@newriverpress.com or fax: (401) 356-0913**



## Deslandes Construction tackles landmark Lincoln School project



Rhode Island Builder Magazine photo

At groundbreaking ceremonies for a new addition at Lincoln School in Providence December 5<sup>th</sup> are, from left, James Deslandes Jr. of Deslandes Construction, RIBA Immediate Past President David A. Caldwell Jr., Michael Lindstrom of studioMLA Architects, and James Deslandes Sr. of Deslandes Construction. Hundreds of happy students were among those who attended.



Photo Courtesy Lincoln School

Lincoln School in Providence launched a \$5 million building campaign on December 5<sup>th</sup>, breaking ground on a 4,700 square-foot expansion of its Little School.

The building, to be constructed by Warwick-based Deslandes Construction Inc. a longtime member of the Rhode Island Builders Association, will be built to fully conform with Leadership in Energy and Environmental Design (LEED) standards. The

see *DESLANDES...*page 32

[www.ribuilders.org](http://www.ribuilders.org)

# Construction Loans

## *One Closing - Low Closing Costs*

- Construction and permanent in one loan
- Locked-in rate at application
- Interest-only during construction phase
- Up to 90% Loan To Value\*
- Loans up to \$1,500,000



**Pawtucket  
Credit Union**

*The smarter way to bank*

As of 12/6/19. \*Restrictions may apply. 1-2 owner-occupied properties only.  
Not available on Smart Option mortgages. Equal Housing Lender.

401-729-4060

800-298-2212

[pcu.org](http://pcu.org)

## LOOKING AHEAD!

♦ **January Ongoing: Vocational English as a Second Language - Basic Carpentry** - Recruiting continues for a class to begin during the last week of February at the Rhode Island Builders Association's new Central Falls Job Training Facility (401-205-1877). For details, contact Betty Bernal at (401) 500-9146 or [bbernal@ribuilders.org](mailto:bbernal@ribuilders.org), or register online at <https://ribuilders.org/vesl-training-program-details>.

♦ **January 7<sup>th</sup>: RIBA Monthly Board of Directors Meeting** - 4 p.m. networking, 4:30 p.m. business meeting, RIBA headquarters, East Providence. RIBA members are invited to attend for informational purposes. For more information and to register, contact Elizabeth Carpenter, [ecarpenter@ribuilders.org](mailto:ecarpenter@ribuilders.org), or call (401) 438-7400.

♦ **January 14<sup>th</sup> and 15<sup>th</sup>: OSHA 10-Hour Course** - 7:45 a.m. to 2:30 p.m. each day at RIBA headquarters. Course is FREE for members and their employees with a \$40 materials/registration fee, \$155 for non-members with a \$40 materials/registration fee. For more information and to register, contact Elise Geddes, [egeddes@ribuilders.org](mailto:egeddes@ribuilders.org), or call (401) 438-7400. *Details on page 24.*

♦ **January 16<sup>th</sup>: Networking Night** - 4:30 to 7 p.m, sponsored by Aflac®. Rhode Island Builders Association Headquarters, East Providence. FREE for members and their guests. *Related story on page 11.*

♦ **January 17<sup>th</sup>: Continuing Education for Contractors - 5 Credit Hours** - Topics are Flooring and Wall Systems. *Details on page 14.*

♦ **January 22<sup>nd</sup>: Continuing Education for Contractors - 2½ Credit Hours** - Topics are Insulation and Wall Board. *Details on page 14.*

♦ **January 22<sup>nd</sup>: Continuing Education for Contractors - 2½ Credit Hours** - Topic is Marketing Your Business. *Details on page 22.*

♦ **January 23<sup>rd</sup>: Continuing Education for Contractors - 2½ Credit Hours** - Topic is Windows and Doors. *Details on page 22.*

♦ **January 24<sup>th</sup>: Continuing Education for Contractors - 2½ Credit Hours** - Topics are Accounting and Cash Flow. *Details on page 22.*

♦ **January 28<sup>th</sup>: Continuing Education for Contractors - 2½ Credit Hours** - Topics are Social Media and the Web. *Details on page 22.*

♦ **January 28<sup>th</sup>: Continuing Education for Contractors - 2 Credit Hours** - Topic is Creative Shingle Designs. *Details on page 22.*

♦ **January 28<sup>th</sup>: RIBA Professional Women in Building and National Association of Women in Construction Joint Meeting** - 6 to 8 p.m, Presentation - "Enhance Your Influence: How to Level Up Your Communication Style." *Details on page 7.*

♦ **January 29<sup>th</sup>: Continuing Education for Contractors - 5 Credit Hours** - Topics are Waterproofing Walls, Shingle Design, Common Construction Regulations. *Details on page 23.*

♦ **January 31<sup>st</sup>: Continuing Education for Contractors - 2½ Credit Hours** - Topic is Deck Codes. *Details on page 23.*

♦ **February 13<sup>th</sup>: Networking Night** - 4:30 to 7 p.m, sponsored by Versatex®. Rhode Island Builders Association Headquarters, East Providence. FREE for members and their guests. *Related story on page 11.*

**More information, registration and payment for most RIBA events is available at [RIBUILDERS.org](http://RIBUILDERS.org).**

♦ Indicates a RIBA-sponsored event.

Designates a course eligible for Rhode Island and/or Massachusetts continuing education credits. Contact RIBA for confirmation.

## Take RIBA classes online at [RIBAEducates.com](http://RIBAEducates.com)

Visit [RIBAEducates.com](http://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 onsite courses, online courses are FREE of tuition charges for members and their employees. Just use your code at the online checkout. **NEED A CODE?** CALL RIBA AT (401) 438-7400. Non-members: \$12 per credit hour. For information about online or on-site courses: Contact Bob Salvas, [bsalvas@ribuilders.org](mailto:bsalvas@ribuilders.org), or call (401) 438-7400.





Timothy A. Stasiunas

# President's Message

It seems like  
the blink of an eye,  
but things don't always change

the "Y2K" scare?

It was two decades ago, the year 2000. It was a time when most Americans were only a handful of years into understanding the personal computer. That was true for many small businesses as well, and my own company had only started using a computer system in 1996.

The experts predicted that computer systems of the day wouldn't recognize the new year without "19" in it and could actually revert to the year 1900. That would be technologically devastating to systems around the world.

The lights would go off, planes would fall from the sky, nuclear missiles would launch, and we would be back in the stone age, many said. Books were written about Y2K.

In fact, there was some truth in the warnings, and the world's largest companies and utilities hired armies of programmers to update their systems' coding.

I stayed up that night, December 31, 1999, preparing for the potential catastrophe. But there were good signs. The first country to ring in the New Year was Australia, across the International Date

In the blink of an eye!  
Does anyone remember

Line, where it struck midnight at 8 a.m. on our New Year's Eve day.

There it was: 10, 9, 8, 7, 6, 5, 4, 3, 2, 1. Happy New Year! And then nothing, nothing happened, thankfully. Nor did it happen in our time zone that night.

There were a few incidents that we all ended up laughing at. A few customers reported how their small-town bank or utility had coughed out bills in the millions for services unpaid for the previous century.

Since then, though, technology has advanced at lightning speed. We've gone from desktops to laptops to tablets to handhelds. It's unbelievable how fast and how far we've come, seemingly in the blink of an eye.

Just remember, though, that the more things seem to change, the more they stay the same. King Solomon wrote in Ecclesiastes 1:9, "That which hath been is that which shall be; and that which hath been done is that which shall be done: and there is no new thing under the sun."

Nothing we've seen or experienced in the past, or will in the future, hasn't already been experienced (in a different context, of course). So, as we welcome a new year, I wish all our members have a happy, healthy and prosperous 2020!

RL  
BIA



*The officers, Board of Directors and staff of the Rhode Island Builders Association wish all members, their employees and families happiness and prosperity in 2020!*



## Over 100 flock to annual fete

Holiday cheer was in the air at the Squantum Association Clubhouse in East Providence on December 5<sup>th</sup> as over 100 members and guests, including a number of new and young faces, gathered for the Rhode Island Builders Association's 4<sup>th</sup> Annual Christmas Party.

Fun began with networking and a cash bar at 5:30 p.m., accompanied by contemporary Christmas music from the jovial DJ. Dinner was a choice of chicken or scrod. Before dinner, attendees were welcomed by RIBA President Timothy A. Stasiunas.

Many RIBA member companies were represented by a number of attendees, including Pawtucket Credit Union, Lehigh Realty Associates, Pella Windows & Doors, FINETCO, Deslandes Construction, National Building Products, Marcantonio Design Builders, R.B. Homes and Builders Insurance Group.

Past RIBA presidents in attendance included Steven Gianlorenzo (2000-2002), Edgar N. Ladouceur (2004-2006), Robert J. Baldwin (2010-2012), and Felix A. Carlone (2012-2014).

For information on RIBA membership and ongoing networking events throughout the year, contact Elise Geddes at (401) 438-7400 or [egeddes@ribuilders.org](mailto:egeddes@ribuilders.org).



► ***It's Barbara Gallison of Newport Plate and Mirror Glass, left, with Carolyn Butler of YGK Kitchen Cabinets & Design.***



▲ ***Enjoying a chat are, from left, Bonnie Saleeba with the contingent from Gianlorenzo & Sons Construction Corp., RIBA General Counsel Chris Engustian and RIBA Latino Education Coordinator Betty Bernal.***



▲ ***The entire assembly offers a toast for a Merry Christmas and Happy New Year!***



▲ ***The team from Pawtucket Credit Union included, from left, mortgage professionals Bill Dawson, Roger Ferreira, and Brad Sudol, with Chief Operating Officer Tim Jermain.***

◀ ***The Finnegans from Coventry Lumber: Sean, Evan, Ryan with dad, Bill!***

For RIBA  
membership information  
contact Elise Geddes  
401-438-7400 • or [egeddes@ribuilders.org](mailto:egeddes@ribuilders.org)



*Professional Women in Building : PWB NEWS*

***Happy New Year from your PWB Council!***



**Upcoming Events**

**January 28th**

***Joint PWB & NAWIC Meeting***

***Guest Speaker Carrie Majewski Presents:***

***– Enhance Your Influence – How to level up your communication style –***

***RIBA Meeting Room, 6-8pm, lite fare, \$20 non members***

***All are welcome!***

**April 2-5**

***70<sup>th</sup> Annual Rhode Island Home Show***

***Providence Convention Center***

***PWB Officers***

Carol O'Donnell- President  
Linda Bohmbach- Vice President  
Sophia Karvunis- Treasurer  
Jacqueline Pagel- Secretary

**Want to learn more about the PWB?**

Please visit our site for contact info, up-coming events and news at <http://ribuilders.org/professional-women-in-building>





*It's going fast!*

## Reserve your exhibit space now!

**WHEN:** Thursday, April 2<sup>nd</sup>, through Sunday, April 5<sup>th</sup>  
**WHERE:** Rhode Island Convention Center, Providence  
**FOR INFORMATION & TO EXHIBIT:** Contact Bob Yoffe at (800) 963-3395

It's 2020, and the 70<sup>th</sup> Annual Rhode Island Home Show, the Rhode Island Builders Association's biggest member marketing opportunity of the year, is a only a few months away.

Exhibit space is going fast!

As a member of the residential construction industry, whether you're a contractor, supplier, architect, lender or any other related profession or provider, here are a few things to consider.

- Attendance at the 2020 Home Show is expected to surpass historic levels, with over 20,000 visitors keeping those turnstiles whirling. The U.S. economy is roaring, and the demographics are as strong as in any of the show's previous 69 years.

- For years now, RIBA's exit surveys have clearly shown that visitors want to see more contractors exhibiting, so they can meet them and talk with them about construction or remodeling projects they have in mind for the subsequent year.

- RIBA members have first opportunity as exhibitors, and you get discounts on exhibit space.

- RIBA works with member exhibitors to design a great booth and to make the most of your space.

- It's expected that space at this show will sell out. Even though exhibits have now expanded out into the Convention Center concourse, space is still at a premium.

You can even benefit from the Home Show setup days

Several days before the Home Show, setup begins. This includes the participation of hundreds of career and technical education (CTE) students from around the state. RIBA members who volunteer as supervisors not only get to work with these dedicated young people who will be the core of our industry's future workforce, but can and do find skilled future employees for their own businesses.

### ***Big attractions***

Show attractions for 2020 will include an expanded and interactive home-technology section, and the popular Energy Expo will highlight zero-net energy for homes. In addition, prime attractions will feature outdoor living concepts, and there will be plenty of interactive seminars. The Rhode Island Flower and Garden Show segment comes back finer than ever in 2020.

"With so many features, the Home Show promises to exceed even last year's amazing display," said RIBA Executive Officer John Marcantonio. "Take advantage of this while there's still space available. We expect that it will sell out quickly," Mr. Marcantonio said.

"Truly, the Home Show is the annual showcase that's been vital for some members of the Rhode Island Builders Association to build their businesses."





Member Benefit of the Month

# RIBA is your information resource

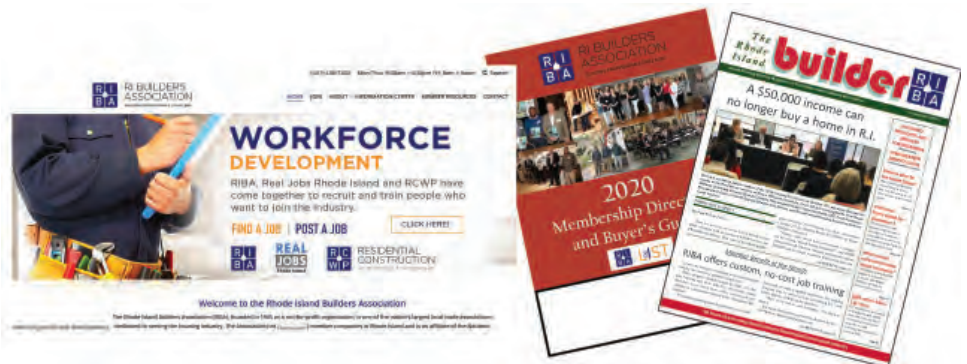
"Knowledge is power," is a saying taken to heart by every major player in history, back to the Romans and probably before.

It's certainly more true today than ever. After all, the Romans rarely had to worry about new building technologies, and never scratched their plumed helmets over OSHA compliance, local zoning boards, wetlands setbacks or NIMBYs. We in the residential construction industry in the 21<sup>st</sup> century have these concerns on our hands, and much more.

Not to worry! The Rhode Island Builders Association has the information you need to be on top of the information you need in today's residential construction environment.

- The most obvious information service RIBA provides is the award-winning monthly magazine you are reading right now. Whether you receive it in your mailbox or online, *The Rhode Island Builder* has been the leading information source for the residential construction industry in our area for the past 69 years.

Each month, free when you're a member, you'll receive the



latest information on legislative and regulatory developments; local, state and national industry news; a calendar full of valuable educational and networking events, including the state-mandated education you need, and plenty of news about what's going on within RIBA and among your fellow members.

There's even a Massachusetts news page because so many members work in the Bay State.

- Another tremendous information resource is RIBA's website: RIBuilders.org. Here you can find details on all RIBA programs,

see **INFORMATION...page 32**



## ATTRACTIVE WINDOWS AT A GREAT-LOOKING PRICE.

With Andersen® replacement windows and patio doors, you'll get the energy efficiency, low maintenance, durability, style and color options you need. Andersen is the most trusted and recommended brand of windows and patio doors among residential contractors and builders.\*



WINDOWS • DOORS  
**Andersen** 

\*2018 Brand Survey of U.S. Residential Contractors and Builders.  
"ENERGY STAR" is a registered trademark of the U.S. Environmental Protection Agency.  
"Andersen" and all other marks where denoted are trademarks of Andersen Corporation.  
©2019 Andersen Corporation. All rights reserved.

**DOUGLAS**  
LUMBER • KITCHENS • HOME CENTER

125 Douglas Pike, Smithfield, Rhode Island 02917  
**(401) 231-6800**  
[www.douglaslumber.com](http://www.douglaslumber.com)

Member Profile: Tom Marshall of Marshall Building & Remodeling

# They built a true family business with some big-name customers!

By Paul F. Eno *Editor*

Tom and Dave Marshall are pioneers.

Many members of the Rhode Island Builders Association had the advantage of a dad, granddad, uncle or other relative in the construction trades as they grew up. Not the Marshall brothers. While their dad had worked with some remodeling customers in another company, they started Marshall Building & Remodeling Co. in 1983, pretty much from scratch.

"I'd worked for a remodeling company, Reynolds Aluminum Building Products, for 12 years, starting in 1971," Tom Marshall recalls. "But by the early '80s, Reynolds was starting to move away from the remodeling end, and I liked remodeling. That was one motivation for starting my own business."

Four men from the construction side at Reynolds came with Tom, and they're with Marshall Building & Remodeling to this day.

Today, concentrating on roofing, siding and windows, Marshall Building & Remodeling generally works within 40 miles of Providence. Including employees and subcontractors, there are usually about 40 people working for the company. Operations are based in East Providence, with a small office in South Dartmouth, Mass.

And it's truly a family business. Along with Tom and Dave, there's Tom's son Andrew, his daughter Anne, and his sister, Judy Marshall-Bettencourt, who is the office manager. Tom and Dave's brother, John, does sales.

"We do almost 100 percent residential work," Tom states. "Over 75 percent of our business comes from repeat customers and referrals. Many are the children and grandchildren of our original customers."

One of these is WPRO Radio's Matt Allen, whose testimonial is posted on the company website. Probably from word-of-mouth around the courthouses, Marshall Building and Remodeling is the go-to contractor for some prominent names in the Rhode Island



**Tom Marshall, left, and brother Dave, founders of Marshall Building & Remodeling.**

judiciary.

Another prominent customer is none other than Sergei Khrushchev, son of the late Soviet Premier Nikita Khrushchev of 1962 Cuban Missile Crisis fame. The ironies of history being what they are, Sergei, an engineer and professor, ended up in Rhode Island in 1991, living in Cranston and becoming a U.S. citizen in 1999.

"It was a delight working with him, especially remembering the missile crisis when I was 13 years old," Tom states. "I'm a history buff, and it was quite a kick doing a job for someone like him!"

The Marshalls, both natives of New Bedford, Mass., joined RIBA almost on Day 1.

"We joined pretty much when we first came into existence," Tom says.

Influencing their decision to join were two of their best friends, Ed Ladouceur of the Stormtite Co., who was president of RIBA from 2004-2006, and Steve Gianlorenzo of Gianlorenzo & Sons Construction Corp., RIBA president from 2000-2002.

"The fact that they're competitors never bothered us," Tom declares. "We have benefited a lot from RIBA over the years. It's a good fit and we enjoy the many benefits of membership."

He cites RIBA's insurance services over the years, the education programs, and "assistance over the years whenever we needed it."

Now approaching 70, Tom says he has stepped back from the business over the past four years, but Anne and Andrew Marshall have stepped up as new owners.

"My son and daughter really are the ones who have taken Marshall Building & Remodeling to a new level!"

Find out more at [Marshallbuildingandremodeling.com](http://Marshallbuildingandremodeling.com).

## **Marshall Building & Remodeling**

**Co-Founder: Thomas Marshall**

**RIBA member since: 1984**

**Focus: Roofing, decks, windows, siding**

**Founded: 1983**

**Based: East Providence, Rhode Island**



*Thanks to SiteScapes!*

# November Networking Night draws crowd, next event set for January 16

**WHEN:** Thursday, January 16<sup>th</sup>, 4:30 to 7 p.m.

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

**SPONSOR:** Aflac®

**COST:** FREE for members and their guests

**FOR INFORMATION & TO REGISTER:** Contact Elise Geddes at [egeddes@ribuilders.org](mailto:egeddes@ribuilders.org), or call (401) 438-7400.

Members and guests stopped by the Rhode Island Builders Association's headquarters November 14<sup>th</sup> to enjoy refreshments, hobnobbing with fellow members and potential members, and information by the generous sponsor: SiteScapes, a new member.

Now a monthly happening, RIBA offers events where members and guests can network, mingle and enjoy food and drink, while at the same time learning something about products, services and the residential construction industry itself.

For those of you who haven't attended one of our monthly networking events, why not stop by? You never know whom you'll meet!

Ask them! You might be surprised how many of your fellow members will tell you that they met their best subcontractor or a colleague who helped them grow their business.

Your next chance to do this will be at RIBA's next Networking Night, set for Thursday, January 16<sup>th</sup>, at RIBA headquarters! Stop by the Networking Night to see what Aflac® is all about and might be able to do for you.

The evening is FREE for members and guests. Stop by anytime between 4:30 and 7 p.m. to relax and network with your fellow RIBA members, and the RIBA staff. There will be a variety of tasty refreshments, along with beer, wine and soft drinks.

The Networking Night is a perfect opportunity to introduce a non-member to the benefits of RIBA membership. If you plan on attending, or if you have questions, please call Elise at (401) 438-7400 or e-mail [egeddes@ribuilders.org](mailto:egeddes@ribuilders.org).

RIB  
A

*Representing SiteScapes, the evening's sponsors, were Ryan Menges, John Brogan and Steven Lawton. Among the other companies represented were DAI Restore, Pella Windows & Doors, The Seekonk Handyman, Melanated Kings Construction, Builders Insurance Group, DicRis Builders, Thryv, Gianfrancesco & Friedemann, and more.*



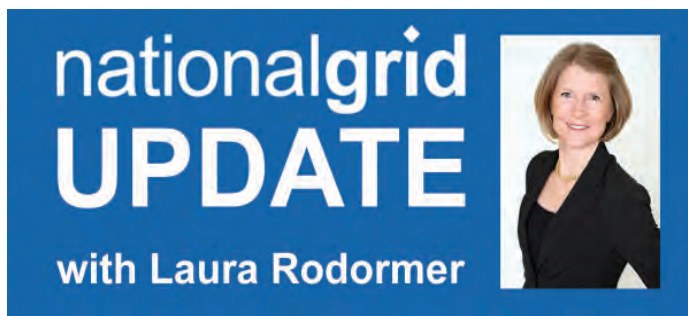
# Getting to Net Zero Energy buildings is the topic at Tiverton workshop

On November 15<sup>th</sup>, National Grid, in partnership with New Buildings Institute, hosted a free, half-day workshop at the Tiverton Library, providing an opportunity for design and development professionals to learn more about the market drivers and approaches to get to Zero Energy in commercial and residential buildings.

According to Grand View Research Inc., the market for net-zero buildings is growing rapidly, from \$8.04 billion in 2016 to a forecasted \$78.8 billion by 2025.

The interactive workshop included case studies, experiences and lessons learned from two local experts and Rhode Island Residential New Construction Program participants, Peter Gill Case from Truth Box Inc. in Providence and Christian Belden from Church Community Housing Corp. in Newport.

Kate Bubriski from Arrowstreet presented on two Zero Energy schools in Massachusetts – the recently opened King Open/



Representatives from National Grid shared information on the support and funding currently available for commercial and residential Zero Energy projects, as well as information on National Grid's electric vehicle initiative.

The Rhode Island Office of Energy Resources provided a comprehensive overview of the solar programs and incentives available to help transition an energy-efficient building to Net Zero Energy, meaning the total amount of energy used by the building on an annual basis is equal to the amount of renewable energy created on-site.

National Grid's Residential and Commercial & Industrial New Construction teams are currently leading efforts to support and increase the number of Zero Energy buildings being built in Rhode Island.

As a result, more than 100 Passive House/DOE Zero Energy Ready housing units are currently in planning, design or construction. This is a significant increase from the three to five homes per year seen previously.

Participants came from many sectors of the industry, and included building



**CLEAResult Project Manager and Certified Passive House Consultant Jeremy Dagold provides an overview of the history of high-performance homes, and the best practices for achieving Zero Energy design and construction during a program at the Tiverton Library on November 15<sup>th</sup>.**

Cambridge Street Upper Schools and Community Complex in Cambridge, and the Douglas and Gates elementary school in Acton.

Schools are looking more toward Zero Energy goals, as these offer an opportunity to enhance space design, daylight design, and improve air quality along with energy efficiency.

owners, architects, engineers, construction managers, developers, energy specialists and government agency staff.

For more information about National Grid's Zero Energy initiatives and programs for the construction industry, please call (888) 887-8841.

**For RIBA  
membership information  
contact Elise Geddes**

**401-438-7400 • or [egeddes@ribuilders.org](mailto:egeddes@ribuilders.org)**





THE RHODE ISLAND LUMBER AND BUILDING  
MATERIALS DEALERS ASSOCIATION

[www.RILBMDA.org](http://www.RILBMDA.org)



## Continuing Education for Contractors

*Courses headlined in **RED** on The Education Pages qualify for continuing education requirements.*

***EVERY RESIDENTIAL CONTRACTOR** registered to work in Rhode Island must take five hours of continuing education before his or her next renewal date, and must provide class certificates as evidence of completion.*

5 Credit Hours:

### Flooring and Wall Systems

January 17<sup>th</sup>

**WHEN:** Friday, January 17<sup>th</sup>, 8 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, FREE for non-members during month of January only.  
**DEADLINE TO REGISTER:** One day before class  
**FOR INFORMATION AND TO REGISTER:** Contact Bob Salvas at bsalvas@ribuilders.org, or call (401) 438-7400.

Instructor Bill Walker will teach participants about the design of residential flooring and wall systems, and the techniques needed to get it done.

No admittance without pre-registration. To celebrate RIBA Education Month, this class is complimentary for non-members, a \$125 value, in January only.



2½ Credit Hours:

### Insulation and Wallboard

January 22<sup>nd</sup>

**WHEN:** Wednesday, January 22<sup>nd</sup>, 8 to 10:30 a.m.  
**WHERE:** Rhode Island Builders Association headquarters, 450 Veterans Memorial Pky #301, East Providence 02914  
**COST:** FREE for members and their employees, FREE for non-members during month of January only.  
**DEADLINE TO REGISTER:** One day before class  
**FOR INFORMATION AND TO REGISTER:** Contact Bob Salvas at bsalvas@ribuilders.org, or call (401) 438-7400.

Join instructor Jon Erickson for an in-depth look at the different insulation systems available in residential construction, as well as the wallboard requirements for meeting the building codes.

No admittance without pre-registration. To celebrate RIBA Education Month, this class is complimentary for non-members, a \$125 value, in January only.



## Residential & Commercial Solutions



- Initial project and product application consultation
- Assistance with Green Building requirements and LEED® Certification
- Custom product and installation accessories design
- 2-D (CAD) details and 3-D (BIM) models for Pella® products
- Professional installation shop drawings
- Onsite Installation Seminars
- Builder Incentive Programs
- Accessory Management and Installation

Servicing all of Rhode Island and Southeastern Massachusetts

401.500.5249



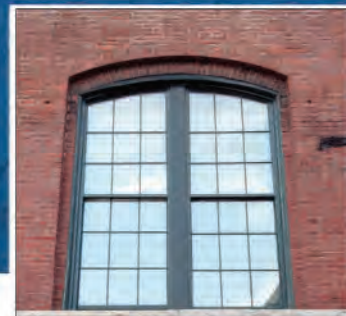
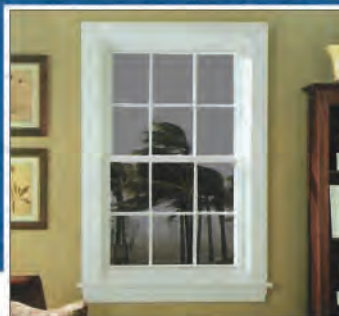
# Featured Products & Services for January 2020

**A Rhode Island Builder Magazine Special Section**





# If you can dream it, we can build it.



## ARCHITECTURAL WINDOW SYSTEMS

### TILT SINGLE & DOUBLE HUNG



Stergis is a single source manufacturer for Heavy commercial and AW rated aluminum single and double hung windows. Stergis high performance architectural windows meet, or exceed, all air, water, and structural load requirements set forth in A A M A / N W W D A 101/I.S.2-97 for Commercial grades. The top and bottom sash tilt design offers lower cost cleaning and maintenance. All windows are made to any size required.

#### Applications:

- Mill conversions
- Oversized Windows
- High rise structures
- Impact requirements
- Architectural shapes

### FIXED & SLIDING WINDOWS



Stergis' fixed thermal and sliding windows have a 3-1/4" extruded aluminum frame depth with integral structural polyurethane thermal break to allow for a warmer interior and thermal performance. Fixed windows are interior access glazed and the sliding windows have removable sashes. All built to heavy commercial standards and testing, these units operate smoothly and hold up to high rise requirements.

#### Applications:

- Mill conversions
- Oversized windows
- High rise apartments
- Impact requirements
- Architectural shapes

### PROJECT WINDOWS



Stergis' Project-Out, top-hinged, thermal windows have a 2" extruded aluminum frame depth with integral structure polyurethane thermal break in each of the equal-leg frame members. Each window is meticulously factory-assembled and factory-finished, providing uniform appearance and performance testing to P-HC90 specifications.

#### Applications:

- Replication windows
- Building conversions
- Oversized windows
- High rise structures
- Architectural shapes

### STOREFRONT & CURTAIN WALL



Stergis' aluminum storefront and curtainwall is a structural glazing system used for all types of commercial applications. Utilizing the highest performance glass, these systems can go stories high and include all types of doors and hardware. Available in any color, custom sizes and configured wall systems allow for security and an appealing look for any building. Stergis' storefront and curtainwall is ideally suited for:

#### Applications:

- Commercial buildings
- Apartment Complexes
- Malls
- Office buildings
- Special egress doorways

**Stergis Windows and Doors are available at all FINETCO® locations**

**Coventry Lumber**  
2030 Nooseneck Hill Rd.  
Coventry, RI  
(401)821-2800

**E.L. Morse Lumber**  
2502 Cranberry Hwy.  
Wareham, MA  
(508)295-1170



**West Haven Lumber**  
741 Washington Ave.  
West Haven, CT  
(203)933-1641

**Waterford Building Supply**  
7 Industrial Dr.  
Waterford, CT  
(860)443-1167



# Rhode Island Builders Association

# Member Benefit Guide

## 2019-2020



**Member Solution Services**

•  
**Tuition-free Education for  
Members and their Employees**

•  
**Vital Information Resources**

•  
**Powerful Advocacy at  
the State House**

•  
**Award-Winning  
Monthly Magazine**

•  
**Unique Marketing  
Opportunities, including  
the R.I. Home Show  
and RIBAlist.com**

•  
**Member-to-Member  
Reference Services**

•  
**Complimentary  
Customized Job Training**

•  
**Full-Service, in-house  
Insurance Agency**

•  
**Medical & Dental Plans**

•  
**Complimentary Jobsite Safety Service**

•  
**Discounts and Rebates**

•  
**Monthly Networking Events**



# RIBA Offers an Unprecedented



## Find Work/Hire Members

Services include member-to-member referrals, the new and improved RIBAlist.com consumer website, the huge, consumer-based Rhode Island Home Show, held every year since 1948, and the annual *Membership Directory and Buyer's Guide*.



## The Education Benefit... It's Tuition-Free!

Online or in person, take Massachusetts and Rhode Island continuing-education courses, with professional-development classes and seminars for owners and all employees within your firm. Subject matter includes codes, safety, estimating and so much more!



## RIBA Helps You Hire & Train

Our complimentary workforce-development program includes custom training initiatives for your company and/or a 26-week comprehensive pre-apprenticeship program where you can send current or prospective employees for carpentry, electrical or plumbing training. Spanish programs are also available.



## Complimentary Safety Services

RIBA has a complimentary Safety Service that includes jobsite visits to guide members toward proper workforce-safety procedures, OSHA compliance and lower insurance rates. This is a totally confidential service, and it can save you thousands of dollars!

# Joining is easy! Call (401)



# ted Member Benefit Package!

## Vital Information Resources

Members stay in the know with information they can only find through RIBA, including the award-winning, monthly *Rhode Island Builder* magazine; update e-mails from Executive Officer John Marcantonio, national updates from the National Association of Home Builders, and so much more! This is a true advantage in the marketplace!



## Solution Services

Industry-based professionals are available to find answers for you and to help you with your most troubling issues – from permitting, to new-regulations compliance, to financing resources, the solutions staff at RIBA gives you peace of mind and lets you know that you're not alone out there!



## Insurance & Bonding

RIBA has its own full-service, in-house insurance agency – The Builders Insurance Group (BIG). Members will find a rewarding service experience, trusted advice on insurance products, and the knowledge that the resources of this RIBA subsidiary go toward helping the industry.



## Medical & Dental Plans for You and Your Employees

Speaking of insurance, RIBA offers complete health and dental plans for you and your employees. The dental plans, in particular, are the best available when it comes to cost. RIBA has its own pool and its own rate.



438-7400 • RIBuilders.org



# From RIBA's Executive Officer

Dear Members of the Rhode Island Builders Association:

Please take the time to pull this special Member Benefit Guide out of the magazine. It's yours to keep, and its designed to be a resource for you to quickly reference and recognize everything you have available to you at RIBA.

From the complimentary educational services for you and your employees, the new Safety Service, customized workforce training, networking, business referrals, legislative advocacy and member solution-services, your trade association is structured to help you with every aspect of your business.

We are making it easier than ever to understand what's included in your membership. And when you have a chance, give us a call so we can get you connected to the services we have that can help protect you, make you money, improve your knowledge, keep you safe, and help your business thrive!

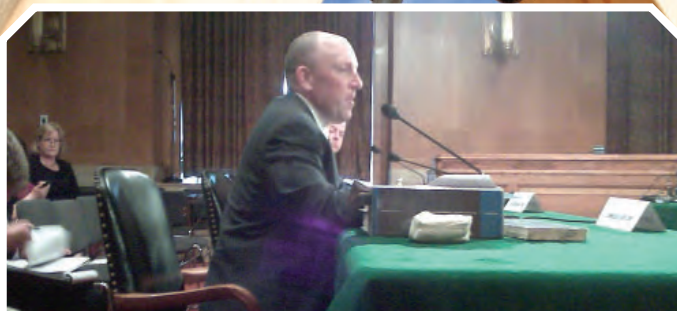
I also need your help with a larger cause. Please share this

message with your industry colleagues and ask them to join! Our services, advocacy and industry-leading resources depend on membership. With so much to offer, our goal is to reach out and serve. Helping someone join is easy, just have them call the office at (401) 438-7400 and we will take it from there!

So thanks again for being a member, for being a part of this thriving, almost 70 year old resource, and for allowing us to serve your needs. Please always feel free to call us with any issue, as we are always here for you!



All my best,  
John Marcantonio *Executive Officer*



## Powerful Legislative Advocacy

RIBA represents you locally, at the State House and on the federal level with all things regulatory, and with very effective political lobbying. We track every bill that affects you, and we put in legislation to help the state's housing needs. Feel free to join our committees, get updates on bills, and advocate with the executive officer on key legislation.

## Socialize, Network & Enjoy!

RIBA has events! Take advantage of big, fun events like our Annual Clambake, Golf Classic, monthly network events, Christmas parties, cookouts, annual meeting.... And if you like to socialize, and make this your focus, just let us know.



## Save Money Every Day

With your dual membership in RIBA and NAHB, enjoy over 20 different programs that give discounts and rebates on products you use every day. The Member Rebate Program pays thousands of dollars a year to members for products they already buy. The Member Advantage program offers discounts on major national products and services that can save you a bundle.

money saving discounts that benefit you, your business and your family [nahb.org/Savings](http://nahb.org/Savings)

**SAVINGS**

NAHB National Association of Home Builders

**Joining the Rhode Island Builders Association is easy!**

**For details, call (401) 438-7400**

**or e-mail Elise at [egeddes@ribuilders.org](mailto:egeddes@ribuilders.org)**



# These great products will help make it a HAPPY NEW YEAR!

## At FINETCO: STONETEK™

### Natural Stone & Quartz!

Stone is as old as the Earth, and it makes a beautiful and long-lasting addition to your clients' homes, whether in kitchens, baths or anywhere elegance and strength are desired.

STONETEK™ Natural Stone and Quartz are the answer, and FINETCO is the place to find them! Whether you need granite, limestone, quartz, marble or any other desirable stone, STONETEK can fill the bill.



When it comes to granite, for example, you can find a wide selection to complement any style of cabinet, from rustic country to traditional to the more contemporary styles. And there are literally

hundreds of granite colors. Within the whites, browns, reds, greens, blues, golds and blacks are variations created by each stone's mineral contents.

Quartz countertop surfaces are manufactured with 93 percent natural quartz. Quartz surfaces are highly resistant to stains and scratches, and have a low level of fluid absorption.

Check out STONETEK products at Coventry Lumber and all our affiliates!

**Coventry Lumber, Coventry, RI • 401-821-2800**

**E.L. Morse Lumber, Wareham, MA • 508-295-1170**

**Waterford Building Supply, Waterford, CT • 860-443-1167**

**West Haven Lumber, West Haven, CT • 203-933-1641**

**www.finetco.net • Page 16**

## At Pella® Windows & Doors: Insynctive Technology!

Pella's® Insynctive Technology provides hidden security sensors to preserve the beauty of your clients' Pella windows and doors while protecting what matters most.

These pre-installed security sensors work with all major smart-home systems as well as other features.



With just a tap, windows and doors can be checked, and blinds and shades controlled from virtually anywhere. Your clients can see if windows and doors are open or closed, and whether doors are locked or unlocked. They can receive real-time notifications when windows and doors are opened or unlocked. They can even program motorized blinds or shades to raise or lower automatically on their schedule.

Pella is the first in the industry to introduce a free app that allows your clients to self-monitor windows and doors and control their motorized, between-the-glass blinds or shades through the power of Insynctive Technology.

Visit <https://www.pella.com/insynctive/> for more information or, better yet, visit one of Pella's four convenient locations!

**Pella Windows & Doors**

**Seekonk, Mass. • 508-336-6890**

**Newport, R.I. • 401-314-0814**

**Westerly, R.I. • 401-322-1333**

**Centerville, Mass. (Cape Cod) 508-771-9730**

**Corporate Headquarters, Fall River, Mass. • Page 22**

This special section consists of paid advertising. The Rhode Island Builders Association does not endorse specific products and is not responsible for claims or representations made in advertisements.



2½ Credit Hours:

### *Marketing Your Business*

January 22<sup>nd</sup>

**WHEN:** Wednesday, January 22<sup>nd</sup>, 2:30 to 5 p.m.

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

**COST:** FREE for members and their employees, FREE for non-members during month of January only.

**DEADLINE TO REGISTER:** One day before class

**FOR INFORMATION AND TO REGISTER:** Contact Bob Salvas at bsalvas@ribuilders.org, or call (401) 438-7400.

Instructor Darren Jodoin will help you as a business owner understand the many methods available to market and brand your construction firm.

No admittance without pre-registration. To celebrate RIBA Education Month, this class is complimentary for non-members, a \$125 value, in January only.



2½ Credit Hours:

### *Windows and Doors*

January 23<sup>rd</sup>

**WHEN:** Thursday, January 23<sup>rd</sup>, 8 to 10:30 a.m.

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

**COST:** FREE for members and their employees, FREE for non-members during month of January only.

**DEADLINE TO REGISTER:** One day before class

**FOR INFORMATION AND TO REGISTER:** Contact Bob Salvas at bsalvas@ribuilders.org, or call (401) 438-7400.

You can't get much more fundamental than windows and doors. Join instructor Don Hamel today for a journey into the world of basic residential window and door design and installation.

No admittance without pre-registration. To celebrate RIBA Education Month, this class is complimentary for non-members, a \$125 value, in January only.



2½ Credit Hours:

### *Managing Your Cash Flow*

January 24<sup>th</sup>

**WHEN:** Friday, January 24<sup>th</sup>, 8 to 10:30 a.m.

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

**COST:** FREE for members and their employees, FREE for non-members during month of January only.

**DEADLINE TO REGISTER:** One day before class

**FOR INFORMATION AND TO REGISTER:** Contact Bob Salvas at bsalvas@ribuilders.org, or call (401) 438-7400.

Managing your cash flow is crucial for any business. Instructor David Lucier will help you understand the basics of accounting and how to manage the cash flow of your company.

No admittance without pre-registration. To celebrate RIBA Education Month, this class is complimentary for non-members, a \$125 value, in January only.



2½ Credit Hours:

### *Social Media and the Web*

January 28<sup>th</sup>

**WHEN:** Tuesday, January 28<sup>th</sup>, 8 to 10:30 a.m.

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

**COST:** FREE for members and their employees, FREE for non-members during month of January only.

**DEADLINE TO REGISTER:** One day before class

**FOR INFORMATION AND TO REGISTER:** Contact Bob Salvas at bsalvas@ribuilders.org, or call (401) 438-7400.

Instructor Darren Jodoin will provide participants with specific guidance on how to use social media platforms to promote and grow their businesses.

No admittance without pre-registration. To celebrate RIBA Education Month, this class is complimentary for non-members, a \$125 value, in January only.



2 Credit Hours:

### *Creative Shingle Designs*

January 28<sup>th</sup>

**WHEN:** Tuesday, January 28<sup>th</sup>, 3 to 5 p.m.

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

**COST:** FREE for members and their employees, FREE for non-members during month of January only.

**DEADLINE TO REGISTER:** One day before class

**FOR INFORMATION AND TO REGISTER:** Contact Bob Salvas at bsalvas@ribuilders.org, or call (401) 438-7400.

Join instructor Mike Guertin to learn about creative shingle designs!

You'll find out how to design, cut and layer shingle courses into simple and complex images. This will wow your customers and make for excellent curb appeal.

To celebrate RIBA Education Month, this class is complimentary for non-members, a \$125 value, in January only.

Call for more information.



5 Credit Hours:

## Water Management for Walls - WRBs, Windows and Flashings Shingle Design • Common Construction Regulations in R.I.

January 29<sup>th</sup>

**WHEN:** Wednesday, January 29<sup>th</sup>, 8 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, FREE for non-members during month of January only.

**DEADLINE TO REGISTER:** One day before class

**FOR INFORMATION AND TO REGISTER:** Contact Bob Salvas at bsalvas@ribuilders.org, or call (401) 438-7400.

Join instructor Mike Guertin to learn about weather resistive barriers (WRBs), windows and flashings.

All siding installations leak, so you need a properly detailed and flashed WRB to keep water out of the house. Learn what WRB materials comply with code and installation requirements. See

common problem areas to pay extra attention to, and how to flash doors and windows to comply with the building code.

Roofs: Learn how creative cedar shingle designs can set your work apart from run-of-the-mill sidewallers. From simple geometric designs to complex images, cedar shingle siding is an unusual and unique art medium.

Common Construction Regulations in R.I.: A quick overview of state and federal regulations you may - or may not - know about and how to comply. From DigSafe™ and sediment control to hoisting licenses and employee classification, see what you need to know (and comply with) to avoid job shut-downs and fines.

No admittance without pre-registration. To celebrate RIBA Education Month, this class is complimentary for non-members, a \$125 value, in January only.

Call for more information.



2½ Credit Hours:

## Deck Codes, Framing, Fasteners and Railing Systems.

January 31<sup>st</sup>

**WHEN:** Friday, January 31<sup>st</sup>, 8 to 10:30 a.m.

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

**COST:** FREE for members and their employees, FREE for non-members during month of January only.

**DEADLINE TO REGISTER:** One day before class

**FOR INFORMATION AND TO REGISTER:** Contact Bob Salvas at bsalvas@ribuilders.org, or call (401) 438-7400.

This course will teach the basics of exterior deck construction, its codes and railing systems. Included will be a review of jobsite safety rules, fall protection, ladders and scaffolding, and confined spaces. Instructor is Stephen Noon.

Decks are an important part of an increasing number of homes. So it's important to know about the codes.

No admittance without pre-registration. To celebrate RIBA Education Month, this class is complimentary for non-members, a \$125 value in January only.



## Land Wanted

Single-Family or Multi-Family

Raw, Approved or Improved

Eastern Mass. and R.I.

10-200 Lots/Units

Contact Alex Mitchell

alex@meridiancustomhomes.com

401.301.3854



# OSHA-10 Course

January 14<sup>th</sup>-15<sup>th</sup>

**WHEN:** Tuesday and Wednesday, January 14<sup>th</sup> and 15<sup>th</sup>, 7:45 a.m. to 1 p.m. each day.

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

**COST:** FREE for members and their employees with a \$15 materials/registration fee, \$155 for non-members with a \$15 materials/registration fee.

**DEADLINE TO REGISTER:** One day before first class

**FOR INFORMATION AND TO REGISTER:** Contact Bob Salvas at bsalvas@ribuilders.org, or call (401) 438-7400.

This is a 10-hour class, held over two days. The course is geared to train safety directors, job foremen and field employees in OSHA construction standards. It highlights the areas of major safety concerns, with the intent to reduce accidents on the job site, saving time and money.

Each person completing the course will receive a copy of the

OSHA Standard 29 CFR Part 1926 and an OSHA-10 certification card.

Every person working on a municipal or state construction project with a total project cost of \$100,000 or more must have card certifying their completion of an OSHA 10-Hour training program on their person at all times while work is being performed.

According to the requirement, the rule applies to "any private person or entity bound by a contractual agreement to provide goods or services to a contractor/developer who must physically enter the place where work is being performed or business is being conducted."

This does not apply to sales representatives, vendors, or to those delivering building materials and supplies/products to a construction site. (Fines can range from \$250 to \$950 per offense, on each day in which a violation occurs.)

You must pre-register for this course. Non-member payment is due upon registration. Participants must provide proof of employment with a member company for the class to be free.

Classes might run over because of breaks and lunch.

RI  
B A

## Consumers

### PROPANE

## 401-762-5461

*4th Generation*

*Family Owned and Operated  
SINCE 1919*



**Underground Tank Specialists**

**www.consumerspropane.com**

WINDOWS | DOORS | KITCHENS | STAIRS | MOULDINGS



RI Registration #4492

*your partner in building*

**HORNER**

800.543.5403 | WWW.HORNERMILLWORK.COM



## Labor Dept. releases compliance guide for work on federal projects, including housing

The U.S. Dept. of Labor's (DOL's) Office of Federal Contract Compliance Programs (OFCCP) has released a comprehensive Technical Assistance Guide (TAG) for the construction industry.

The TAG will help contractors, including those working on federally funded housing projects, meet legal requirements and responsibilities for equal employment by preventing violations before they occur, according to a DOL statement.

"OFCCP published the TAG for the construction industry to reflect current regulations and provide practical, useful compliance assistance resources for contractors in the construction industry. This guide provides a valuable self-assessment tool for contractors to review the practices they have in place to eliminate discrimination and achieve their equal employment opportunity goals," DOL said.

"At a minimum, this guide will help

federal construction contractors meet all of their obligations required under the law. It also highlights best practices and provides useful references."

OFCCP is a civil rights agency within DOL that enforces Executive Order 11246, Section 503 of the Rehabilitation Act of 1973, and the Vietnam Era Veterans' Readjustment Assistance Act of 1974. Collectively, these laws prohibit federal contractors and subcontractors from discriminating on the basis of race, color, religion, sex, sexual orientation, gender

identity, national origin, disability, or status as a protected veteran.

Additionally, contractors must act affirmatively to ensure equal employment opportunity in their employment processes, and they must not discriminate against applicants or employees because they inquire about, discuss, or disclose their compensation or that of others, subject to certain limitations.

For more information, please call OFCCP's toll-free helpline at 800-397-6251 or visit <http://www.dol.gov/ofccp/>.

RIBA

**For RIBA  
membership information  
contact Elise Geddes  
401-438-7400  
or [egeddes@ribuilders.org](mailto:egeddes@ribuilders.org)**



### HORSLEY WITTEN GROUP

55 Dorrance Street, Suite 200  
Providence, RI 02903  
401.272.1717 [www.horsleywitten.com](http://www.horsleywitten.com)

Innovative Septic System Design  
Sustainable Landscaping  
Low Impact Site Design

## Commerce Corp. unveils new incentive program for construction, historic rehabs

The Rhode Island Commerce Corp. (RICC) announced on November 21<sup>st</sup> that it seeks applications to the Rebuild Rhode Island Tax Credit (RRITC) program for projects focused on manufacturing, historic rehabilitations and mixed-use developments in opportunity zones, or involving workforce and affordable housing.

Deadline for applications is January 15<sup>th</sup>.

That's the word from Matthew Sheaff, RICC's director of communications & stakeholder outreach.

RICC is allocating up to \$15 million in tax credits for the new program, and also invites new applicants under its pre-existing program, according to Mr. Sheaff.

To qualify for tax credit financing under this \$15 million allocation, applications must fit at least one of these categories:

- Manufacturing projects occupied by at least one manufacturer, regardless of project size;

- Historic rehabilitation projects that develop or adaptively reuse a certified or recognized historic structure; and

- Mixed-use developments either in an opportunity zone or that support new affordable/workforce housing and meet the following project criteria: (i) at least 25,000 square feet and occupied by at least one business; and (ii) a total project cost of at least \$5 million or is located in one of the state's Hope communities, which include Central Falls, Pawtucket, Providence, Warwick, and West Warwick.

"Applications under this \$15 million allocation should be submitted no later than January 15<sup>th</sup> but may be considered on a rolling basis," Mr. Sheaff said.

"Special consideration will be given to those projects containing residential units that draw predominantly on the sales tax rebate feature of the program."

Commercial development proposals un-

der the pre-existing program will continue to be accepted on a rolling basis. RRITC application materials are available online at <https://commerceri.com/incentives/tax-credits-and-financing>.

Applications will be considered for any amount permitted by statute. Applications for awards of \$1 million or less and for projects involving affordable/workforce housing, historic rehabilitation, or manufacturing may use the simplified application process, Mr. Sheaff explained.

"Since its creation by Gov. Gina Raimondo and approval by the General Assembly in 2016, the RRITC program has catalyzed 35 projects, totaling more than 5 million square feet of new development, and spurring more than \$2 billion in private investment. These projects are adding more than 1,700 residential units to the state and helping to create nearly 12,000 construction jobs," he added.

RI  
BIA


Our Heritage Wide Plank Flooring & Millwork shop offers the personalized service and fast turnaround you need. This kitchen features custom cabinetry and island, a custom wood range hood, a beautiful plank feature wall, and Select White Oak flooring. Rely on Heritage Wide Plank Flooring & Millwork to provide your cabinetry, built-ins and flooring.

**Heritage**  
WIDE PLANK FLOORING &  
**Millwork**



1-877-777-4200 • [www.hwpf.com](http://www.hwpf.com)



## Ronald J. Caniglia

Chairman, RIBA Workforce Development Committee

*With a “passionate interest” in workforce development for the residential construction industry since 1974, Ronald J. Caniglia has been a member of the Rhode Island Builders Association since 1985. Founder of Stand Corp. the previous year, Mr. Caniglia still heads the Warwick-based program residential and commercial design build company. He chairs RIBA’s Workforce Development Committee and is a familiar face at all meetings, events and job-training activities of the association and the Residential Construction Workforce Partnership.*



**Ron Caniglia, left, and Stand Corp. intern Mark Bianco, center, greet Jack Sheehan of Bluelinx Corp. at a contractor networking event.**

**THE BUILDER:** Why did you become interested in workforce development?

**CANIGLIA:** It was a natural for me. I’ve been working on workforce development, school-to-work transition, businesses working with the career and technical education (CTE) schools, people in transition, etc., since the mid-1970s. So, when (RIBA Executive Officer) John Marcantonio asked if I wanted to be on the Workforce Development Committee, it was something I’ve worked my whole career doing in one form or another. Obviously, it was a “sure, love to”!

Becoming chairman was a surprise, but I’m having a great time working with Lou Cotoia and Cheryl Boyd. They are amazing and have an inner sense that’s beyond what you would expect.

**THE BUILDER:** Do you feel that the residential construction industry has a responsibility to train its own skilled workers?

**CANIGLIA:** Absolutely. We as an industry have a giant need to mold the next generations of our industry’s workforce. We are a unique group, and not a group that’s going to have the same skill sets as the future generations coming up. We need to help the younger workers understand the training, patience and perseverance needed to be in our industry, as we had to do. We all heard the expression, “You need to pay your dues!”

Additionally, we’re not only trying to instill good work habits, which we ourselves learned along the way, we’re also trying to show that our industry can provide many other opportunities. We’re showing our future workforce that you don’t just have to be a carpenter. You can also be an architect, a business owner, an engineer, a building official, and the list goes on and on.

Many of us weren’t as fortunate in the early years of our careers to have our fathers, grandfathers, uncles or other family members help us think about the other peripheral careers in the shelter industry, and there are many. Ours was a narrow path of employment.

**THE BUILDER:** You have interacted with participants in RIBA’s training programs since Day 1. How do you feel that lives are being transformed?

**CANIGLIA:** This is a great question. When we do our orientation on the first night of any of the workforce training programs, it’s always a great night. I wrap up the night by speaking to the participants, and the theme pretty much evolves or unfolds right there as the night goes on. But the main theme really is how inspirational the classes are to all of us, and I drive that theme home to the class right there and then.

We’ve seen the instructors and the vendors become so involved and motivated by the nature of the students. They’re engaged, they’re asking questions, they’re vibrant, and they have a thirst and eagerness to absorb. It has been a great revelation for all of us.

We tell them to be like thieves: Steal all the information these instructors have to offer! And the instructors have said the same thing: “I’m here! Ask me and I will spend time with you. We want you to learn, so exhaust me, drain me dry of my knowledge!”

**THE BUILDER:** How do you think RIBA is handling the whole workforce development scenario?

**CANIGLIA:** That’s a daunting question. We’re doing a great job, but we are always trying to learn and be aware of how we can be better. We as a team worry about every move and morsel of information we can get out to the students. In fact, we’re always second-guessing what we say and do, to make sure we’re meeting the expectations of our students.

It’s a great team, and the instructors and vendors, along with the great work ethic of Lou, Cheryl, and their new assistant, Brad Testa, are all working on this together. It’s very inspirational! Lou and Cheryl have the pulse of the industry at their fingertips, and Lou can read people so well! He’s always working the students in finding their individual niches. And he’s always thinking of where that student can fit in.

Lou e-mailed me the other day to say how he placed a student from last year’s Carpentry Career Training Program (CCTP) class in a carpentry crew in South County. That inner sense of Lou’s is an amazing trait, and it’s motivating for all of us to see him in action. Now the vendors are doing the same thing, and telling the classes how other companies are asking for student referrals.

We want to be the industry’s resource for all occupations in our

see *INTERVIEW...next page*



## ***INTERVIEW...from previous page***

industry, not just carpentry.

**THE BUILDER:** Can you say more about the atmosphere at the classes, the enthusiasm and the vendor support?

**CANIGLIA:** The vendors want to be part of the programs, and it's truly a team sport. When we had our first lumber yard tour, it was so well organized there wasn't anything that could have gone better. It rained, but that didn't dampen the spirits of the class and the staff of the lumber yard!

We're trying to get all the classes out to the lumber yards, with all of these suppliers involved via the Rhode Island Lumber and Building Materials Dealers Association. They have been a tremendous support base.

To that end, we're also trying to cultivate the students to think of the lumber yards as their future resource, as a new member of their own team, so they will have a reliable team member as part of their portfolio going forward. We're not against the "big box" stores, but the value in the lumber yard is a resource second to none, when you're just starting out in our industry.

**THE BUILDER:** What's the mix of participants, and how do they respond to the teachers?

**CANIGLIA:** This year is a little different than last year. A wonderful group of women have joined us in every class, not just carpentry, but electrical and HVAC/plumbing. We are excited with this influx of young women who want to enter the trades, which in itself is an interesting statistic for the future of our industry.

Along with that, we have all ages, from a few in their teens, to one young fellow who is just a bit over 75. And it's an enthusiastic group of people helping people. Those who might know a bit more than others are helping the less experienced form a knowledge perspective and a sense of working as a team.

We have great attendance, and people are showing up early and want to stay afterward. These are all good employee traits. We promote these, and we tell them right up front in the orientation: "Your attendance is your new business card...." And they all listen.

**THE BUILDER:** Along with the regular workforce-development classes, there's also the Vocational English as a Second Language (VESL) Program, administered by Betty Bernal, RIBA's Latino education coordinator.

**CANIGLIA:** Yes, Betty has been an integral player in many ways, and has been working with Lou and Cheryl. The enthusiasm I've talked about has spilled over into her classes too, and into that segment of the community.

Betty has been perfecting not only her classes but her recruitment, and the results are getting better and better. Again, it's a great collaborative effort among the whole team.

**THE BUILDER:** You have hired employees for Stand Corp. right out of these programs. How has that worked out?

**CANIGLIA:** Yes, I've also hired right out of the CTE students who help at the Home Show. And there was another young fellow who graduated from the Woonsocket Area Career and Technical

Center. We have to look at these young people as a continuing work in progress.

When we ourselves were starting out in the industry, the rule was that perhaps you would have three to five job changes in your career. Now it's different, but the difference is they have a thirst to learn, and they want to belong. Just where they belong is not something they're necessarily going to find out within the first five to 10 years. They need to be groomed and find their own niches in the industry. We as business owners need to help cultivate that fresh stock of workers, show them the industry one day at a time. We need to be patient with them and help them make as few mistakes as possible along the way.

One of my workers started out as a great carpenter, a great worker, but I had introduced him to equipment-operator stuff, and that was his niche. He now works for a great site contractor. So, I lost a young person, perhaps, but more importantly I helped, or I believe I helped him, find his niche. That's just as important to me as holding onto someone for life.

**THE BUILDER:** Where would you like to see RIBA's workforce development programs go in the future?

**CANIGLIA:** Ah, the future. If we could all predict the future, what a great life we could have!


Our workforce-development team wants to be the best. We want to be known as doing great work for the future workers needed in the residential construction industry. So, we're focused on the quality of our training and helping the young workers develop a great work ethic, giving them a strong foundation to build a future on.

We've heard countless stories about work ethic. "Give me a worker who can show up on time, has a desire to learn, and wants to work with others."

That's our mantra. We drive that home in every communication. We instill the idea that the classroom is their jobsite, and they'll be treated as if they're on the jobsite. It's pretty inspirational. So, if we can continue to build on that theme, continue to place people, and keep this ball rolling along, perhaps have some more financial stability, we can be a wonderful opportunity for all people wanting to be in the trades.

Now, to get right out in front with the wish list: How about thinking of our own building activities, our class areas, skill areas, trade shops, and even an employee sourcing group, with counseling and guidance? This can help make us a one-stop shop for our residential construction industry, to offer a person who wants to be part of it, and have a career that can provide for a lifetime, a chance to do so and the guidance from us that can make it happen.

One reason I'm so passionate about what Cheryl, Lou and Betty are doing is because, way back, we originally failed. The businesses would get frustrated with the educators and vice versa, and "A" never reach point "B." I'm so pumped up now because those three team members have done such a phenomenal job of slowly and effectively cultivating that trust among all the participants that we weren't able to build. And that's one reason we have such a solid commitment from our instructors and vendors alike.

Over the last few years, Cheryl, Lou and Betty have gone "above and beyond," and the result has been an unqualified success. 



# MORE PROFITS. LESS TAXES.

**A leading provider of  
accounting and tax  
services to the  
construction  
industry.**

To build it right, everything has to be level. For over thirty years our specialty has been providing accounting, tax, and business advisory services to the construction industry. We know the industry.

For more insight on how we've successfully helped contractors increase profits and pay less taxes, contact Jim Goldman, CPA at 401-781-4200.



**Jim Goldman, CPA**  
401-781-4200

**Goldman & Company**  
CERTIFIED PUBLIC ACCOUNTANTS AND ADVISORS

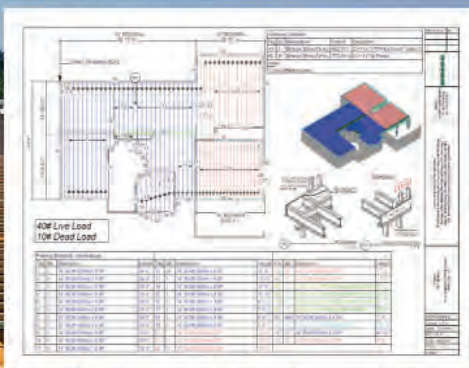
51 Jefferson Blvd., Warwick, RI 02888  
[www.goldmanandcompanycpa.com](http://www.goldmanandcompanycpa.com)  
[jgoldman@goldmanandcompanycpa.com](mailto:jgoldman@goldmanandcompanycpa.com)

## Build More Profitably

**RI builders trust us with their building material needs,  
and rely on us for exceptional value added services.**

### RAPID FRAME®

Save labor time with Engineered Floor Systems:  
Pre-Applied Sub-Floor Adhesive, Inkjet Labeling  
of Precision End Trimmed I-Joists, Pre-Cut Holes,  
& Insulated Rimboard



**Headquarters in Mansfield, MA**

**LARGEST INDEPENDENT  
IN NEW ENGLAND**

**Call us to make your  
job more profitable**

**Brad Borges** 401.430.0986  
**Evan Kerte** 401.230.0895  
**Dennis Levesque** 401.280.0253  
**Jeff Mello** 401.408.2932  
**Dave Sheldon** 401.477.2524  
**Mike Wahl** 401.489.0033  
**Tom Wickham** 401.524.2789

Open M-F 6:30AM-5PM  
Sat 8AM-12PM

**[national-bp.com](http://national-bp.com)**

**Exit 10 off Rte 95 | 3356 Post Rd, Parking in Rear | Warwick (Apponaug) | 401.921.0400**



# Bills propose mandatory solar for all new buildings in Mass.

By Paul F. Eno *Editor*

Two bills proposed by state lawmakers would require solar panels on most new residential and commercial buildings in Massachusetts.

Builders and real estate professionals are already crying foul, asserting that, if enacted, the proposal would make Bay State housing even less affordable than it already is.

"These bills, in their current form, have no provisions for fund-

ing; whether by loans, grants or any additional means, for anyone required to comply with this proposed addition to our building code," wrote Emerson J. Clauss III, a Whitinsville home builder and a past president of the Builders and Remodelers Association of Greater Boston.

"Certainly, this makes for just one more unfunded mandate placed directly on the backs of new home buyers," Mr. Clauss continued. "And, yes, there are large penalties for non-compliance."

Among those on the other side of the argument are Deborah Donovan, Massachusetts director for the Acadia Center, a clean-energy advocacy group in New England and New York.

"Our building sector is going to be one of the toughest sectors to fully decarbonize," Ms. Donovan was quoted as saying. "We don't want to miss any opportunities on buildings we're going to be living with for the next 50 or 80 years."

According to the Energy News Network, Massachusetts is about a quarter of the way to its goal of reducing carbon emissions by 80 percent by 2050.

"Most of this progress has come from reducing carbon in the electricity sector. Now, buildings are a major target for efforts to further lower the numbers," said Sarah Shemkus, a freelance journalist who writes about energy issues.

One Senate measure (SB 1957) would mandate rooftop solar panels on new residential and commercial construction. A second would require solar panels on new or renovated state-owned buildings.

Both measures include exceptions for buildings where shading or positioning issues prevent solar arrays from being a realistic option. Projects would also be able to meet the requirements of the rules by showing they would generate an equivalent amount of power using a different renewable energy system.

Both bills have been reported on favorably by the legislature's Joint Committee on Telecommunications, Utilities and Energy. They are now under consideration by the Senate Ways and Means Committee.

The proposals were inspired by a similar law that passed in California last year.

"This is the kind of policy we need to have in place," said Benjamin Hellerstein, state director for another advocacy group, Environment Massachusetts. "We need to get to a point where just about every rooftop that can have solar on it in Massachusetts does."

But housing advocates stress the downside.

"We're concerned that bills mandating solar panels for new construction will increase the cost of housing, further exacerbating Massachusetts' severe and longstanding housing affordability crisis," said Justin Davidson, government affairs director for the Massachusetts Association of Realtors.

Watch *The Rhode Island Builder* for more information as this issue develops.

## Resources

### for RIBA members who work in Massachusetts

*The Rhode Island Builder* covers Massachusetts news relevant to members of the Rhode Island Builders Association who work in our neighbor to the north and east.

Here are some sources of regulatory information and forms for contractors who work in the Bay State, or who plan to. For education purposes, RIBA will shortly expand its education programs to include courses required for work in Massachusetts.

**Building Permits:** Massachusetts has a statewide formula for building permits. Application forms may vary a little by municipality, but standard forms and information may be found at the Office of Consumer Affairs & Business Regulation (OCABR) website: [Mass.gov/ocabr](http://Mass.gov/ocabr).

**Contractor Registration and Licensing:** Massachusetts has licensing for construction supervisors and registration for home improvement contractors. Find the details at [Mass.gov/topics/building-trades](http://Mass.gov/topics/building-trades).

Also find information about trade licensing at this site.

**MassHousing:** Similar to Rhode Island Housing, MassHousing is an independent, quasi-public agency that provides financing for affordable housing in Massachusetts.

Created in 1966, MassHousing raises capital by selling bonds, and lends the proceeds to low- and moderate-income homebuyers and homeowners, and to developers who build or preserve affordable and/or mixed-income rental housing. Since its inception, MassHousing has provided more than \$20 billion for affordable housing. Find out more at [MassHousing.com](http://MassHousing.com).





# CLEAResult partners with RIBA as job training programs grow



**Above, instructors Jonathan Harrison, left, and Jon Erickson of CLEAResult present to a RIBA job training class for the first time, in East Providence on December 3<sup>rd</sup>. Below, Mr. Harrison, at right, relaxes with some of the students.**

By Paul F. Eno *Editor*

CLEAResult has partnered with the Rhode Island Builders Association to offer training sessions as part of RIBA's workforce development pre-apprenticeship programs.

As 2019 drew to a close, CLEAResult's Karen Verrengia had already coordinated a series of five trainings, in East Providence, Providence, Warwick, Woonsocket and Wood River Junction. The presentations took in all three RIBA workforce-development pre-apprenticeship courses, including the Carpentry Career Training Program (CCTP), along with the plumbing and electrical programs.

CLEAResult, founded in 2003 and locally based in Providence and Warwick, offers programs and management strategies for energy-efficiency, working with homeowners, builders and utility companies.

CLEAResult's Jonathan Harrison and Jon Erickson offered the first training session to CCTP participants at the East Providence Career and Technical Center on December 3<sup>rd</sup>.

"The presenters delivered an energetic, informative and engaging introduction to basic building science and a live blower door demonstration to the participants. All of this could not have been done without the organization by CLEAResult Field Manager Karen Verrengia, a dedicated and committed vendor to RIBA and its workforce programs," said RIBA Director of Workforce

## Meet Brad Testa!



**Brad became RIBA's part-time workforce development coordinator on August 27<sup>th</sup>. A graduate of Johnston Senior High School, where he was active in sports, he holds an associate's degree in business management from the Community College of Rhode Island. Brad plans to continue studies at the University of Rhode Island.**

Programs Cheryl Boyd.

"Presenters Jon and Jonathan were so impressed with the level of engagement that they encouraged the instructors and participants to reach out at any time with additional questions in the future," Ms. Boyd added.

These are the main topics covered in the training:

- House as a System
- How Energy Moves
- Moisture in Buildings
- Build Tight – Ventilate Right
- Health & Safety Concerns

"We had a great time on Tuesday night because the students were so engaged and asking so many questions," said Mr. Erickson.

"And that's the whole point; especially with the younger generation of builders who are just learning the trade. As the energy codes become more strict, it's important that builders know how to meet the requirements. And an important piece to achieving that is understanding why the codes are changing. If you understand the why, then the how-to becomes a lot easier," he continued.

"We got some great questions from a sharp and open-minded group of students. If this group represents the future of construction in Rhode Island, then we are in good hands."

"It was a big hit on December 3<sup>rd</sup>," added Program Director Louis Cotoia Jr., one of RIBA's chief point men on workforce training. "The students loved every minute of it. We really appreciate the folks from CLEAResult and the way they present. Looking forward to the next one!"

## DESLANDES...from page 3

new facility is designed by studioMLA Architects of Brookline, Mass.

The addition will feature two state-of-the-art classrooms, a dedicated outdoor play area for all-weather activities, as well as a Reggio-Emilia Studio, "which brings the philosophy to life through loose parts and natural elements to encourage creative and imaginative play," according to Lincoln School spokeswoman Ashley Rappa.

James and Jill Deslandes, along with James Deslandes Jr., RIBA Immediate Past President David A. Caldwell Jr. and Michael Lindstrom of studioMLA Architects, joined hundreds of students, teachers, administrators, school trustees and other dignitaries for the groundbreaking.

Little School, which celebrated its 25<sup>th</sup> anniversary in 2019, serves children from six weeks to three years old.

"The school operates on a continual waitlist throughout the year, so this expansion is a critical investment in Rhode Island's littlest learners," Ms. Rappa said.

"As a testament to Lincoln's Quaker tenets of environmentalism and stewardship of the Earth, the building is being built in a very environmentally conscious manner. The project will be registered with the US Green Building Council and is pursuing LEED Certification," Ms. Rappa said.

LEED Certified buildings can include a highly insulated building envelope, air-exchange ventilation system, use of sustainable sourced and recycled materials, energy efficient fixtures and appliances, highly efficient HVAC systems, renewable energy practices such as photovoltaic systems, and

natural landscaping.

Lincoln's Little School will use no gas or oil.

"All of us at Deslandes Construction are looking forward to bringing over 56 years of experience to a project of this caliber," said James Deslandes Sr., currently secretary of RIBA.

"The teamwork already developed between Lincoln School, Deslandes and studioMLA Architects has made the process

of design/build seamless. Together we're working toward our unified goal of achieving a LEED-certified building as well as providing a warm, welcoming environment for students," Mr. Deslandes added."

Phase one of the project is scheduled for completion in July. The second phase of the Lincoln School's "Building Beginnings" campaign will expand and enhance the "Lower School," and is slated to begin in 2021.



## INFORMATION...from page 9

including educational programs, networking events, workforce development, connections to information, advice and news from the National Association of Home Builders, and much more. At the website, members also can access the online edition of *The Rhode Island Builder* magazine.

- Each year, RIBA publishes the *Membership Directory and Buyer's Guide*. This is a resource for property owners, but also for RIBA members. If you need a supplier, subcontractor, lender, architect or even a lawyer, the *Directory*, and its online companion, RIBAlist.org., are the places to look.

- Don't forget the simple act of making a phone call or sending an e-mail. The professional staff at RIBA is there for you to contact when you need general or specific information on any matter pertaining to our industry.

If they don't have the information at their fingertips, they'll find it for you!

Contact RIBA during normal business hours at (401) 438-7400 or Elise Geddes at Member Services: [egeddes@ribuilders.org](mailto:egeddes@ribuilders.org).



## CASTLE STREET...from page 2

units that will reach LEED (Leadership in Energy and Environmental Design) certification upon completion," the company said.

### Boater-friendly

Each unit also carries an option to purchase a boat slip at the local marina, located about 300 feet away. The development is within walking distance of Main Street shops and restaurants, Greenwich Bay Marina, waterfront dining, dog parks, playgrounds and night life.

"Receiving this prestigious award is confirmation that our vision for the Castle Street Cottages is valued throughout our industry, and I look forward to sharing this vision with the people of East Greenwich and all of Rhode Island," said Jerry Zarrella Jr., principal, East Greenwich Cove Builders.

"With this project, we were able to capture the history and culture of East Greenwich and combine it with the social

development aspect of the pocket neighborhood; a first of its kind for the area."

### 'Pocket neighborhoods'

A design popular in the Pacific Northwest, the term "pocket neighborhood" was coined by architect and author Ross Chapin, who said "when a small group of people are together, conversation is spontaneous. This fact of our human nature is what pocket neighborhoods are built around."

The Castle Street Cottages on Rope Walk Hill have not gone unnoticed by Mr. Chapin.

"(The Castle Street Cottages neighborhood) is a terrific location," he said. "Jerry has done a fantastic job and is well set up for the future. This is a cherry."

The Castle Street Cottages on Rope Walk hosted a "Grand Reveal" open house on November 23<sup>rd</sup> and 24<sup>th</sup>.

For more information, photos, and to schedule a tour of the Castle Street Cottages, please visit [www.castlestreetcottages.com](http://www.castlestreetcottages.com).



Get the classes  
you and your  
employees need,  
free of tuition  
charges!

Join RIBA today!

Contact Elise Geddes

401-438-7400 or [egeddes@ribuilders.org](mailto:egeddes@ribuilders.org)



## ***HOUSING...from page 1***

Rhode Island view children and families as a liability just about everywhere in the planning process," Mr. Marcantonio continued. "The zoning often demands housing that isn't market driven, but it protects the town from those unwanted residents and the perceived financial burdens of children. That has caused many of the housing problems we see today."

Another panelist, Peter Forman, president and CEO of the South Shore (Massachusetts) Chamber of Commerce, agreed.

"We represent 25 communities between Boston and Cape Cod, and the biggest challenge to business growth for us is that aging demographic. This has put us in a housing-advocacy role, with housing as an economic-development strategy," Mr. Forman said.

"As John mentioned, we're building too much of the product that zoning allows and not enough of the product the market demands," he added.

His comment drew applause for the audience of over 200 at the Rhode Island Convention Center.

"It means we're missing out on multi-family, and the smaller, compact cluster developments that two key groups want: the young professionals who've been priced out of Boston, and downsizing baby boomers," Mr. Forman stated. "Both want similar products, and we have been underbuilding that for about 40 years, mostly as an anti-growth and conservation strategy. Now it's turned around to bite us."

### ***R.I. should be booming***

Mr. Marcantonio stressed that, if the current anti-family planning strategy in Rhode Island towns was effective, the state would be booming.

"If that kind of local planning worked, Rhode Island should be in a wonderful financial position. States like North Carolina and Texas, where children are welcome, should be in a terrible financial position. The opposite is true," Mr. Marcantonio said.

"The plan isn't working, and the residential construction industry is ready to build the housing that's needed. Municipalities just have to allow it."

He said, however, that officials are beginning to understand that new policies

are called for.

"I talk to many local officials who are realizing that their communities are aging out. They have few or no young people coming in. What does that do to a local economy in the long run?" he added.

"I think (Gov. Gina Raimondo) hit the nail on the head in her welcoming remarks here at the Housing Forum today. We're at a critical point with the housing crisis. If we don't do something about the problem now, it will only get worse," Mr. Marcantonio said.

"The housing problem isn't an industry problem anymore. It's now a community problem, a state problem, a human problem. And I think that realization is resonating among official and policy makers on all levels."

Along with Mr. Marcantonio and Mr. Forman, the panel included Ashley Kuzmanko-Medeiros of Connect Greater Newport.

"We have interviewed over 200 businesses over the last year, and what always comes to the top is housing," Ms. Kuzmanko-Medeiros said.

"In Newport and Bristol Counties, we have the highest median housing price, and our workforce can't afford to live there. It's a real economic challenge for greater Newport."

Panelist Cicely Dove of Crossroads Rhode Island, which serves homeless families, also emphasized the need for more inventory that people can afford.

"We need safe, affordable housing, and more housing is the only solution."

She added that her office is seeing more homeless people who have incomes but can't afford places to live, with some 70 percent of these "doubled up" on housing and in other precarious situations.

Other panelists were Angela Bannerman Ankoma of the United Way of Rhode Island and Ryan Antrop of Residential Properties, who both stressed lack of affordable housing as the problem.

"On a daily basis, because of lack of supply, we experience people not being able to afford properties, or overspending on them, just to get a roof over their heads," Mr. Antrop said.

The Housing Forum was sponsored by Rhode Island Commerce and Rhode Island Housing.

## ***EDUCATION...from page 1***

RIBA aims to support its members and the industry in a bigger way," said RIBA Executive Officer John Marcantonio.

"With more subjects and more instructors, RIBA has doubled the size of the education program, and now is the time for non-members to become more aware of this great benefit," Mr. Marcantonio added.

"The emphasis is not only on providing classes to fulfill continuing education credits, but on improving the skills and business savvy of contractors," he continued.

"The subjects were chosen from what members have asked for, including how to market your business, the construction process, scheduling and much more."

The complimentary classes are those that count toward the continuing education requirements contractors need.

"The complimentary classes are a perfect opportunity for RIBA members to invite non-member colleagues to see what their trade association has to offer," Mr. Marcantonio suggested.

"Overall, RIBA exists to serve and improve the entire residential construction industry. So, Education Month is one way to open our doors to all and show them the tremendous resources available here," he added.

"January is a great time for contractors to take advantage of this, while outdoor construction tends to be slower. And for RIBA members, this will be a taste of the expanded, and free, educational opportunities available to them during the whole year."

For details on RIBA classes and to register, contact Bob Salvas at (401) 438-7400 or [bsalvas@ribuilders.org](mailto:bsalvas@ribuilders.org), or visit [RIBA-educates.org](http://RIBA-educates.org).

For information on membership, contact Elise Geddes at (401) 438-7400 or [egeddes@ribuilders.org](mailto:egeddes@ribuilders.org).




**For RIBA**  
**membership information**  
**contact Elise Geddes**  
**401-438-7400**  
**or [egeddes@ribuilders.org](mailto:egeddes@ribuilders.org)**

**SHAWMUT METAL PRODUCTS**

TEL: 508.379.0803 INFO@SHAWMUTMETAL.COM CONTACT US TODAY!

STEEL SALES • FABRICATION • INSTALLATION




LOCATED JUST 1 MILE OFF OF RT. 195 (EXIT 2) ON RT. 6  
1914 G.A.R. HIGHWAY SWANSEA, MA 02777 VISIT US AT: WWW.SHAWMUTMETAL.COM

## For Rent

Wide open, 50' x 100'  
building with 20' high ceilings.  
Plenty of parking.  
Great space for  
warehouse or shop for contractor.

Please call  
401-499-8814 for info



**LC**  
**LIBERTY CEDAR**  
Specialty Wood Products

ROOFING • SIDING  
DECKING • TRIM  
TIMBERS • PATTERNS  
FLOORING  
PERGOLAS

325 Liberty Lane • West Kingston, RI 02892  
800.88CEDAR/401.789.6626 • Fax 401.789.0320

LIBERTYCEDAR.COM

## THE LEADING WATER TREATMENT SPECIALISTS



- WELL DRILLING
- WATER TREATMENT SYSTEMS
- WELL AND BOOSTER PUMPS
- PRESSURE TANKS
- SERVICE & INSTALLATION
- WATER TESTING
- 24 HOUR EMERGENCY SERVICE

800-767-8731  
www.aquascience.net

**AquaSCIENCE**  
est. 1985  
WD/PI License #73

301 NOOSENECK HILL RD, WYOMING, RI 02898

**Wood & Wire**  
FENCE CO INC

FOR QUICK SERVICE CALL  
TOLL FREE

BEST PRICE  
IN TOWN!

1-866-RENT-A-BOX  
(1-866-736-8226)

R.I. # 401-727-0806  
FAX # 401-722-9916  
www.PortableBox.com

CONTRACTORS:  
Temporary fence  
is also available



20 feet long or 40 feet long  
M.B.E./S.O.M.B.A. Certified  
HAZMAT Certified

S.I. Reg. #1894

## L. SWEET LUMBER

— EST. 1885 —

QUALITY LUMBER & BUILDING MATERIALS  
PROFESSIONAL SERVICES

FRAMING, PLYWOOD, ENGINEERED	WINDOWS & DOORS	ON-TIME DELIVERY
ROOFING, SIDING, DECKING	MOULDING & MILLWORK	EXPERIENCED STAFF
DRYWALL, INSULATION, CEILING	SOFTWOODS & HARDWOODS	CUSTOM MILLING
STEEL, FIRE-RATED, MASONRY	HARDWARE, TOOLS, COATINGS	SPECIAL ORDERS

401-521-3800



LSweetLumber.com  
PROVIDENCE, R.I.

**AMERICA'S GREEN INSULATOR**

Delivering solutions that save money  
and help conserve our environment.

INSULATION  
FIREPLACES  
AIR SEALING  
FOUNDATION WATERPROOFING

SHELVING  
GUTTERS  
ENERGY AUDITS



**ANCHOR INSULATION**  
"America's Green Insulator"

www.anchorinsulation.com 888-438-9612

RI 18227

Please patronize our advertisers,  
and tell them you saw their ads in

*The Rhode Island* **builder**

Award-Winning Monthly Magazine of The Rhode Island Builders Association

www.ribuilders.org



# We earn our stripes. Every day.

Quality we're number one...  
Service we're second to none.



**Open Saturdays**

ALL MAJOR CREDIT CARDS ACCEPTED

VISA

MasterCard

Discover

Residential  
& Commercial

## CONSOLIDATED CONCRETE

Since 1957



**Call for pricing and delivery options!**

## Best on the Block

Using the highest-quality concrete, Consolidated Concrete makes all of its one- and two-ton retaining-wall and landscaping blocks on-site in a variety of styles, with custom sizes available on request. Blocks are completely level to ensure the utmost stability when stacked, most with interlocking connections for easy assembly, increased strength and a secure fit. Our blocks have counter-sunk lifter hooks and are paintable and stainable to suit your building and landscaping needs.

EAST PROVIDENCE

COVENTRY

MASSACHUSETTS

**401-438-4700**

**401-828-4700**

**508-673-4700**

[www.ConsolidatedConcrete.com](http://www.ConsolidatedConcrete.com)

SERVICING  
RHODE ISLAND  
&  
SOUTHEASTERN  
MASSACHUSETTS  
SINCE  
**1957**



Rhode Island Builders Association  
450 Veterans Memorial Parkway, #301  
East Providence, RI 02914

PRSRT STD  
U.S. POSTAGE  
PAID  
NEWPORT, RI  
Permit No. 286

JANUARY

# Members Save Millions

*Put Your NAHB Membership  
to Work Now.*

Money-saving discounts that benefit  
you, your business and your family

[nahb.org/Savings](http://nahb.org/Savings)



## SAVINGS



LONG LIVE HAPPY HOMES™

