

RIBA's 70th R.I. Home Show opens April 2

WHEN: Thursday, April 2nd,
through Sunday, April 5th

WHERE: Rhode Island
Convention Center, Providence

FOR INFORMATION & TO

EXHIBIT: Contact Bob Yoffe at
(800) 963-3395



The 70th annual Rhode Island Home Show, the Rhode Island Builders Association's biggest member marketing opportunity of the year, opens in just a few weeks, and the clock is ticking for those who want exhibit space.

As a member of the residential construction industry, whether you're a contractor, supplier, architect, lender or any other related profession or

provider, consider the attractions that will draw the 2020 crowds.

- From basement to attic, **The Connected Home Experience**, the show's interactive home technology showcase, will bring together all the domestic technology and utilities at visitors' fingertips.

- The popular **Energy Expo** returns for a 6th year. Visitors will learn

from the experts at National Grid about all the new rebates, new products, new technologies (including zero net energy homes) and new programs – including solar – that will help them live more comfortably, save energy, and most importantly, save money. Visitors also will be able to tour the

see HOME SHOW COUNTDOWN...page 8

Part 1 of 2

Residential contractor licensing: The pros and cons

The effects for homeowners are generally seen as positive, but the regulations can be confusing for contractors, varying wildly from state to state.

By Paul F. Eno *Editor*

Should Rhode Island license residential contractors? It's a question that's been in the air for decades and, with the recent consolidation of contractor registration and code action at the Dept. of Business Regulation, the question is front and center.

Mandatory continuing education for contractors has been in place here since 2015, and Rhode Island recently trotted out licensing for home inspectors, associate home inspectors, commercial roofers, well-drilling contractors, pump installers, residential water

filtration/treatment-system contractors, and residential water filtration/treatment installers.

So general contractor licensing wouldn't be a giant step. But what form would it take? Looking around the country, 37 states require some form of contractor licensing, as opposed to registration or certification, and the variety of regulations, and agencies that enforce them, is bewildering.

In Montana, for example, you only need a contractor license if you're doing work for the government. In other states, you need a license only if the job exceeds a certain dollar value; \$50,000 is a common trigger. In still other states, counties or municipalities issue licenses. The type of license sometimes depends on the kind of carpentry or other work a contractor will do.

Most members of the Rhode Island Builders Association, however, work only in New England. And the

see LICENSING...page 37

FEATURED PRODUCTS AND SERVICES

FOR MARCH

Middle Section

RIBA MEMBER BENEFIT GUIDE

Pull-Out Section at Center

RIBA expands contractor training

The Rhode Island Builders Association continues to expand continuing-education classes in its hugely popular Contractor Training and Development Program, free for members and their employees.

Pages 1, 4, 15, 16, 25-27

RIBA, two members win national honors

Awards for education, best developments in America come home to Rhode Island during IBS.

Page 6

Are you ready for a surprise inspection?

RIBA's safety officer gives you the tips you need to avoid fines.

Pages 9

Networking Night set for March 19

Generously sponsored by Andersen Corp., here's a chance to network with your fellow members and enjoy refreshments.

Page 10

Lead-certified contractors sought for work on 340 homes

By Paul F. Eno *Editor*

“We’re seeking additional contractors to participate in walk-throughs, bid on projects, and work with us to make homes lead-safe and healthy. Once we process and approve contractors’ applications, they’re in our pool and we will put them to work.”

That’s the news from Erica Pistorino, who recently became coordinator of RIHousing’s LeadSafe Homes Program.

RIHousing works in partnership with the Rhode Island Dept. of Health (DOH) to help property owners across the state address lead paint and other health hazards in their homes. An estimated 70 percent of the state’s housing stock was built before 1978, when lead was eliminated from paint. Lead exposure can cause lifelong health issues

and can be harmful to young children and pregnant women.

The agencies are partnering to get the word out about new federal funding targeted to properties in Pawtucket and Central Falls. The recently awarded grant from the U.S. Dept. of Housing and Urban Development (HUD) includes \$7.8 million for lead mitigation and \$600,000 for “healthy homes” work to help roughly 340 homes, according to Ms. Pistorino.

To support this work, RIHousing is actively recruiting licensed and insured contractors for its LeadSafe Homes program.

Contractor Benefits and How to Apply

“The LeadSafe Homes program offers a number of benefits to contractors, including steady work, guaranteed money, and short payment turnaround. We also offer financial incentives, including incentive payments for work finished ahead of schedule and achieving first-time lead clearance, and reimbursement for lead contractor training. We are exploring other financial benefits for contractors routinely participating in the LeadSafe Homes program” notes Ms. Pistorino.

Contractors work alongside RIHousing



Erica Pistorino

staff, who develop the project specifications and work plans, process payments, and coordinate scheduling with property owners and tenants.

Interested contractors should contact: Contact Ms. Pistorino, lead program coordinator at RIHousing, for more information, epistorino@rihousing.com or (401) 277-1511.

The Rhode Island Builder

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Rhode Island Builders Association
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Editor Paul F. Eno

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DEADLINE FOR THE APRIL ISSUE

All copy, ads and
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**RIBA welcomes
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who recently renewed!**

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George Calcagni
Domenico Picozzi

see MEMBERS...page 34

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LOOKING AHEAD!

♦ **March: Vocational English as a Second Language (VESL) - Basic Carpentry** - Recruiting continues for a class to begin TBD at the Central Falls Vocational Training Facility, 10 Higginson Avenue, right across from Fortune Metal. For details, contact Betty Bernal at (401) 500-9146 or bbernal@ribuilders.org, or register online at <https://ribuilders.org/vesl-training-program-details>.

♦ **March 5th: Continuing Education for Contractors - 2½ Credit Hours** - Topic is Marketing Your Small Business. *Details on page 15.*

♦ **March 5th: 4 Hour Lead Refresher Course** - *Details on page 26.*

♦ **March 6th: Continuing Education for Contractors - 2 Credit Hours** - Topic is Septic Systems/Onsite Wastewater Treatment Systems. *Details on page 15.*

♦ **March 17th: Continuing Education for Contractors - 2 Credit Hours** - Topic is Hiring Best Practices For Builders. *Details on page 15.*

♦ **March 17th: Continuing Education for Contractors - 2 Credit Hours** - Topic is Dealing with Challenging Employees. *Details on page 16.*

♦ **March 18th: 8 Hour Lead-Safe Remodeler/Renovator Course** - *Details on page 26.*

♦ **March 19th: Networking Night** - 4:30 to 7 p.m, sponsored by Andersen Corp. Rhode Island Builders Association Headquarters, East Providence. FREE for members and their guests. *Related story on page 10.*

♦ **March 23rd: Continuing Education for Contractors - 5 Credit Hours** - Topic is Residential Blueprint Reading. *Details on page 16.*

♦ **March 25th: RIBA Environmental Series.** Topic is OWTS Related Soil Erosion & Stabilization. This class also is good for 4 CEUs for RIDEM Class I, II and IV Licenses- taught by multiple speakers (Team EJP). *Details on page 26.*

♦ **March 26th: Continuing Education for Contractors - 5 Credit Hours** - Topic is Residential Estimating. *Details on page 16.*

♦ **March 27th: Continuing Education for Contractors - 2½ Credit Hours** - Topic Accounting and Cash Flow. *Details on page 16.*

♦ **March 27th: Continuing Education for Contractors - 1 Credit Hour** - Residential Energy Codes. *Details on page 25.*

♦ **March 31st: Continuing Education for Contractors - 5 Credit Hours** - Topic is Deck Codes and Construction. *Details on page 25.*

♦ **March 31st: Continuing Education for Contractors - 2 Credit Hours** - Topic is Creative Shingle Design. *Details on page 25.*

♦ **March 31st: Contractor Connect Event** - 5:30-7:30 p.m., 1149 Restaurant, 1149 Division St., Warwick. *Details on page 6.*

♦ **April 2nd-5th: 70th Annual Rhode Island Home Show, Featuring the Rhode Island Flower & Garden Show and The Energy Expo** - Rhode Island Convention Center, Providence. Call (401) 438-7400 or e-mail homeshow@ribuilders.org for more information. Exhibit space is still available. *Details on page 8.*

♦ **April 16th: Networking Night** - 4:30 to 7 p.m, sponsored by Stormtite. Rhode Island Builders Association Headquarters, East Providence. FREE for members and their guests. *Related story on page 10.*

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

♦ Indicates a RIBA-sponsored event.  Designates a course eligible for Rhode Island and/or Massachusetts continuing education credits. Contact RIBA for confirmation.

Take RIBA classes online at RIBAEducates.com

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

Online courses include Scaffold Safety, Workplace Safety, Confined Spaces, Ladder Safety and more, each worth one credit hour of state-mandated continuing education. Just as with RIBA's 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, or call (401) 438-7400.



Timothy A. Stasiunas

President's Message

RIBA membership is a value second to none!

Membership in the Rhode Island Builders Association is a value second to none! Remember the old saying: Membership doesn't cost, it

pays. That statement is truer than you can imagine.

I, like most of us who join groups, do so for a specific reason. It may be a requirement of our job, or the field or trade we work in. When I first joined RIBA, it was for the group health insurance the association was able to offer. No matter why you join, the benefits of belonging to RIBA will become more and more evident as time goes on. That's not true with all organizations.

As I became more involved with RIBA, I found that I got a lot more than just health insurance. Back then, RIBA already had the Home Show, and tackled legislative issues as well as regulatory ones on behalf of the residential construction industry. The association also sponsored great events like the clambake, golf outing and networking.

Today, those benefits have expanded dramatically, and have been joined by many others. Frankly, it's all because of you, our members – your talent, dedication to the industry, and willingness to get involved.

The Rhode Island Home Show is bigger than ever, and it continues to change and grow with the times. This is an opportunity for member businesses to get great exposure to the entire marketplace, all under one roof. As you know, RIBA has acquired the Rhode Island Garden and Flower Show as a separate attraction within the Home Show, and it's wildly popular. Our staff and volunteers continue to unveil new attractions that have made the Home Show one of Rhode Island's premier home-improvement events.

RIBA has continued to expand what was, at one time, a small offering of industry-related training, initially to satisfy insurance requirements. Today, our association dominates the educational space for workforce development, from VESL (Vocational English as a Second Language) basic carpentry to prepare students for getting into the trades; with workforce development for carpentry, electrical and plumbing; and continued support for the career and

technical education (CTE) programs in our schools as a pipeline into the industry for skilled labor.

A continuing partnership with Gov. Gina Raimondo's Real Jobs Rhode Island program has resulted not only in these programs but in a just-launched Contractor Training and Development program, with an explosion of new on-site and online courses that count toward continuing-education requirements and that improve skills and business savvy.

RIBA continues to have seminars that benefit our organization. Advertising opportunities are always available in our award-winning monthly magazine, the annual RIBA Directory and Buyers Guide, through event sponsorships, and on our soon-to-debut monthly podcast, The Rhode Island Builders Buzz!

Referrals remain a constant, and when a homeowner calls the RIBA office, you can count on our great staff to get the word out for our members.

One of the most important tasks performed by RIBA is in legislative advocacy. We continue to push forward on the legislative and regulatory issues that are most important to the building industry. Together as an organization, we reach out to other groups who also can benefit and help our businesses grow and prosper.

On the regulatory side, RIBA has a long history of trying to monitor and help develop rules and regulations that make sense for the building industry. Over the years, we've fought back to temper some of the overzealous regulations that have strangled, and continue to strangle, our state's ability to grow and provide adequate housing for its citizens.

Finally, BIG (The Builders Insurance Group) continues to grow and expand its full-service insurance offerings to deliver good, valuable products to our members and the public in all categories.

All these accomplishments are made with the commitment from our members. If you're not involved now, I encourage you to play an active role in RIBA. I assure you'll be glad you did. And encourage your non-member colleagues to join and get involved. Start by bringing them to one of RIBA's monthly networking events (see page 4).

Remember: Membership doesn't cost, it pays!



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RIBA, two members win big



RIBA won two awards, while two member companies won recognition for 2019 projects, all at the International Builders Show in Las Vegas in January. From left are Salvador Fernandez Kury and Jerry Zarrella Jr. of East Greenwich Cove Builders, and Sheila and Jeffrey Sweenor of Sweenor Builders Inc. At right: HBI Vice President Tracy McMaster, RIBA State Rep. Bob Baldwin, and HBI President Ed Brady.

By Paul F. Eno *Editor*

It was multiple honors all around for Rhode Island at the International Builders Show (IBS) in Las Vegas, Nevada, in January. Two members of the Rhode Island Builders Association each won prestigious awards from the National Association of Home Builders (NAHB), while RIBA itself received two recognitions from the Home Builders Institute (HBI), the educational arm of NAHB.

Sweenor Builders Inc., based in Wakefield, captured two awards for best-in-class projects at the 2019 Best in American Living™ Awards (BALA).

see WINNERS...page 37

RIICA donates to Build PAC



Visiting the Rhode Island Builders Association's Board of Directors meeting on February 4th, Rhode Island Independent Contractors and Associates (RIICA) President Mathew Olson, left, is greeted by RIBA President Timothy A. Stasiunas. Mr. Olson presented a check for RIBA's Build PAC, since RIICA has no government affairs program of its own and feels that RIBA represents the interests of the whole industry.

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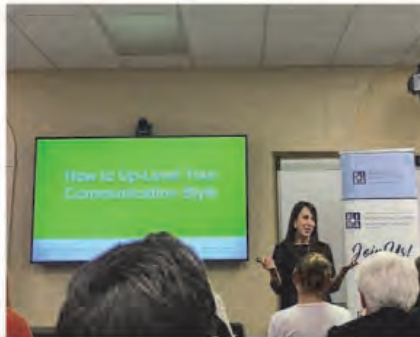
www.RIHousing.com/LeadSafe_Homes

or contact **Erica Pistorino**

epistorino@rihousing.com | 401-457-1511



Professional Women in Building : PWB NEWS



In January the PWB and NAWIC RI held a successful professional development joint meeting at RIBA headquarters! We filled the room for our guest speaker, Carrie Majewski of the Women in Leadership Nexus. She presented How to Level-Up Your Communication Style.

Upcoming Events

April 2-5 70th Annual R.I. Home Show at the R.I. Convention Center



April 21 – 6-8pm Smithfield Supply – 1 Austin Ave, Greenville, R.I.

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>



...from page 1

nearby Energy Innovation Hub.

- Whether visitors are refreshing a walkway or driveway, wishing for an intimate patio, or dreaming of a luxurious living area in the back yard, The Outdoor Living Oasis will provide all the information, design ideas and products they need.

- For the fourth year in a row, the Rhode Island Flower Show returns as part of the R.I. Home Show in The Garden Experience. This attraction will bring together over 48 contemporary and traditional designs for the delight and inspiration of visitors, along with the popular floral design competition that includes educational exhibits and botanical arts.

- And much more, including hundreds of exhibitors with products and services, a Home Décor Store, seminars and demonstrations. As in past years, all the show's special features are built in collaboration with hundreds of career and technical education (CTE) students from around the state.

"RIBA's Home Show has come a long way in 70 years," said RIBA Executive Officer John Marcantonio. "As the owner and primary sponsor of the show, our association is pleased to continue to offer this amazing marketing resource to its member and the public."

Mr. Marcantonio emphasized that many members' businesses have "started from and grown from this event."

"While exhibit space is expected to sell out, members should take advantage of this unique marketing opportunity."

In fact, 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 setup days before the Home Show 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.

Find out more at RIBAhomeshow.com.



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Member News

From the RIBA Safety Service

How to handle a surprise inspection

By Paul F. Eno *Editor*

What can you expect during a surprise jobsite safety inspection? Be prepared at all times, says Scott Asprey, the Rhode Island Builders Association's safety officer.

"Regarding safety visits from OSHA, the state or any other agency, any inspector, this information is pertinent," Mr. Asprey states. Here's his checklist.



Scott Asprey

- As soon as inspectors arrive, the person responsible for the jobsite, the supervisor, the manager, project manager or superintendent, must be notified. That person should:

- Immediately ask for the inspectors' identification;
- Find out the purpose of the inspection. Will it be for the entire job or just for a subcontractor or subcontractors?
- Escort the inspectors at all times.
- During the walk-around inspection, the inspectors are permitted to take notes and photographs, but must comply with safety and health rules required on the job site.
- Six employees may be interviewed, or written statements may be requested.
- Jobsite inspections are usually not done by an individual safety officer, and a company representative should take notes and photographs of all the inspectors' activities while on the jobsite.
- At the end of the inspection, there should be a closing conference so the inspectors can review any violations observed and refer to any applicable standards that have been violated.
- Finally, instructions on any required follow-up procedures should be reviewed.

"During the inspection, be cooperative, Mr. Asprey advises. "Don't be sarcastic, and answer questions truthfully. Don't speculate, and don't volunteer information. Just answer the questions you're asked."

He also advises not to admit guilt for any alleged violation the inspectors point out.

"Take notes and measurements, and photos of the inspection. And, whenever possible, see that any violations are fixed immediately."

"It's the "nickel and dime stuff," the minor injuries, that are the biggest safety problem on residential construction sites, driving

see INSPECTION...page 36



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MARVIN 

Thanks to Versatex®!

February Networking Night draws crowd, next event set for March 19

WHEN: Thursday, March 19th, 4:30 to 7 p.m.
WHERE: Rhode Island Builders Association headquarters, 450 Veterans Memorial Pkwy. #301, East Providence 02914
SPONSOR: Andersen Corp.
COST: FREE for members and their guests
FOR INFORMATION & TO REGISTER: Contact Elise Geddes at egeddes@ribuilders.org, or call (401) 438-7400.

The good times continue to roll at the Rhode Island Builders Association's monthly networking events!

Members and guests enjoyed each other's company, and the information that sponsor Versatex® conveyed during the February 13th Networking Night at RIBA headquarters. Those who stopped by enjoyed refreshments, chatting with members and potential members, and learning about on Versatex® Trimboard and accessories.

For those of you who haven't attended one of our monthly networking events, why not stop by?

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, March 19th, at RIBA headquarters! Stop by to see Andersen doors and windows, meet representative Don Hamel, a great RIBA supporter, and see how his company's products can make your life easier.

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.



It's, from left, past RIBA President Steve Gianlorenzo; with Nick Adekomaya, Brian and Deborah Donnelly of Restoration Water Damage Experts; and Darren Beckler of Mulholland Audio-Video.



Checking out Versatex products with Kris Fornuto, center, are Rich Audet of Scituate Lumber, left, and Steve Fitzgerald of Fitzgerald Building and Remodeling on February 13th.



Steven Carlino Jr., right, meets up with RIBA Professional Development Manager Bob Salvas.



Here are, from left, Jerry Zarrella Jr., with Diane and Shawn Fagan of Fagan Door.



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Member Profile: Jhonny Leyva of Heroica Construction

A father-son bond turns a painting company into a major GC

By Paul F. Eno *Editor*

It's amazing where a conversation can take you.

One day in 2007, Jhonny Leyva said to his dad, Yonny: "Let's go out on our own."

That conversation was the beginning of Heroica Construction, today a general contractor handling multi-family complexes, hotels, commercial, industrial and institutional work.

Jhonny, a native of Colombia who grew up in Central Falls, had graduated from Bryant University in 2006 with a degree in business and marketing. His dad was working for a painting company.

"Because of my father's work background, we actually started out as Heroica's Painting Inc., with a Rhode Island client base, in March of '07," Jhonny recalls.

Things really took off for Heroica in 2009, when he bought the company from his dad.

"So, I pretty much took over in '09, but my dad, with his painting and carpentry background, stayed on as foreman and general superintendent."

It's not like Jhonny took over Heroica with a minimal background in the construction trades. Yonny had put him to work early on.

"Through high school, especially summers, my dad would have me caulking and cleaning on jobsites. I remember going to hotels in Connecticut with my mom and my brother to help him out, and his company would pay me as a laborer," Jhonny says.

Today, Heroica Construction has 25 employees, six of whom work in the office in Providence. Currently, there are a few extra staffers because Heroica is working on a special project at the Chestnut Commons apartments in Providence.

Heroica works over much of southern New England, including Worcester, Boston and Hartford. Projects are over 90 percent commercial, and there have been some interesting experiences



Jhonny Leyva

over the years.

"I had a project at the Foxwoods Resort Casino, and we were on a very tight deadline," Jhonny remembers. "It was in the offices there, and we were doing double and triple shifts. I actually had to stay overnight, and I slept there for three days. It was very demanding, but we got it done!"

Heroica's residential work is mostly with multi-family developments. And the company is self-sufficient in many ways.

"We're self-performing general contractors," Jhonny says. "We do our own rough and finish carpentry, our own doors and hardware. And we certainly do our own painting, just like when we started out."

Heroica first joined the Rhode Island Builders Association in 2010. A few years later, Jhonny became very active. Today, he serves on RIBA's Board of Directors and is a familiar face at RIBA events.

Jhonny takes advantage of RIBA's tuition-free education for members and their employees.

"For me, it's very much about education," he says. "But I also want to see more of a legislative push for increased housing in Rhode Island. So, education and legislative advocacy are my main interests as a member of RIBA."

Jhonny also has a great interest in workforce development, and he's one of the most active RIBA members on that front. In fact, he donated time and labor to help get the association's new Central Falls Vocational Training Center up and running for its January opening (*related story on page 30*).

"We need employees in the field. I have eight working at Chestnut Commons, and I could really use another three. RIBA is in the forefront on job training, but we can't train them fast enough for me! We need not only carpenters but great carpenters, great finish guys."

So how does Jhonny see his company's future?

"I want to be one of the powerhouse general contractors in the state, and in Massachusetts, too, because we're doing more work in that direction."

At the same time, Jhonny sees Heroica remaining a strong family business.

"We're family-run, and that's a good culture we want to keep, no matter how big we might get!"

Find out more at Heroicaconstruction.com.

Heroica Construction

President: Jhonny Leyva

RIBA member since: 2010

Focus: Commercial Building, Remodeling

Founded: 2007

Based: Providence, Rhode Island



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Court reins in building ban in Narragansett

By Paul F. Eno *Editor*

In some quick work by Rhode Island Builders Association members Michael Kelly and Joelle Rocha of Kelly, Souza, Rocha & Parmenter, P.C., the Kent County Superior Court on January 31st enjoined the Town of Narragansett from implementing the most egregious parts of a 60-day ban on building and development.

The injunction restricts implementation of "An Emergency Ordinance of the Town of Narragansett Providing for a Moratorium on Building and Development, Under the Provisions of Section 2-1-9 of the Town Charter," passed by the Town Council on January 21st.

The town's position was that rental housing was being occupied by too many tenants, dormitory-style.

In a conference at the Kent County courthouse on January 31st, lawyers for both sides agreed to a consent order that greatly limited the authority of the development moratorium.

The order exempts from the moratorium any new construction or remodeling of homes with four or fewer bedrooms.


The order also exempts buildings in R-40 and R-80 zones.

The ordinance was prompted by long-time resident complaints that summer residents were renting their homes off-season to excessive numbers of tenants, notably students from the nearby University of Rhode Island.

Lawyers for both sides agreed that the agreement is temporary, and that further litigation on the issue might be in the offing, along with ordinance changes by the Town



Joelle Rocha

Council. Watch *The Rhode Island Builder* for more on this issue as it develops. 

ZEOS funding awarded for building of zero net energy homes

A request for proposals (RFP) for the Zero Energy for the Ocean State (ZEOS) Demonstration Project was released in 2019 to develop highly energy-efficient housing for low- and moderate-income Rhode Islanders.

The Zero Energy for the ZEOS Project is the result of a public-private partnership between RIHousing, the Office of Energy Resources (OER) and National Grid to explore innovative, replicable solutions to utilize cost-saving, clean-energy technologies in homes.

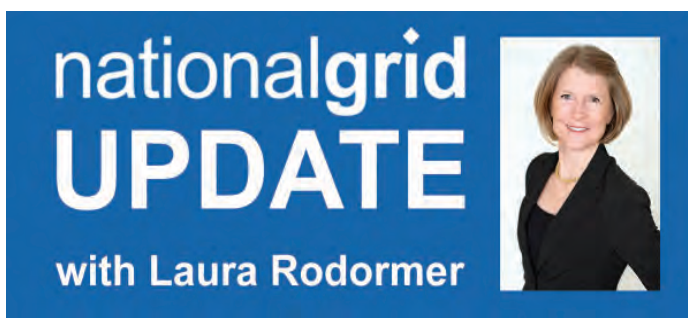
Find the RFP at RIhousing.com/wp-content/uploads/Zero_Energy_for_the_Ocean_State_RFP_July_2019.pdf

"RIHousing is committed to developing housing that Rhode Islanders can afford," said Executive Director Carol Ventura. "Energy-efficient features in these homes will result in reduced occupancy costs for residents, thereby increasing their disposable income to meet other needs in their lives."

RIHousing and OER have committed a total of \$675,000 in funding to three developers who will produce a range of building types in rural, suburban and urban parts of the state.

All three recipients of ZEOS Project funds will develop stock plans to ensure replicability of their zero-energy designs. The projects are (alphabetically):

- Caldwell and Johnson Inc.: To construct a single-story duplex rental for seniors 55+ in North Kingstown. The development includes two, one-bedroom, one-bath units. Caldwell and Johnson,



a longtime member of the Rhode Island Builders Association, has built this model previously and is committed to providing much needed affordable housing for seniors in the North Kingstown area.

- Church Community Housing Corp. (CCHC): To construct eight single-family homes in Jamestown and Aquidneck Island. Seven of the homes will be new construction and one includes the rehabilitation of an existing building. CCHC will also develop a building manual that will be easily replicable by small homebuilders.

- One Neighborhood Builders: To construct five, small single-family, solar-powered homes in the Olneyville neighborhood of Providence. Homes will be constructed as part of a training program with Providence-based, not-for-profit Building Futures and

see *ZEOS...* page 36

The Rhode Island Builders Association continues the Contractor Training Program in March, expanding its educational offerings for members and their employees! Also, for the month of March, all R.I. residential contractors are eligible to take the in-person classes noted below for FREE, subject to enrollment in the Contractor Development Program, sponsored by Real Jobs Rhode Island, the Dept. of Labor & Training, and the Residential Workforce Partnership. Call for details and to register: (401) 438-7400.

Continuing Education

Courses headlined in **RED** on The RIBA Contractor Training 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.

2½ Credit Hours:

Marketing Your Small Business

March 5th

WHEN: Thursday, March 5th, 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. Non-members, call for pricing options.

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 is designed to teach the basic understanding of marketing a small business. It includes an understanding of presence, one-to-one communication and word of mouth/referrals. Join instructor Bob Salvas!



2 Credit Hours:

Hiring Best Practices for Builders

March 17th

WHEN: Tuesday, March 17th, 8 to 10 a.m.

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

COST: FREE for members and their employees. Non-members, call for pricing options.

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 Gary Convertino to learn an "A to Z" approach to helping you, as a business owner, navigate the hiring of an employee.

Hiring the right people can make or break a construction company! Learn how to do it correctly.



2 Credit Hours:

Septic Systems - Onsite Wastewater

Treatment Systems

March 6th

WHEN: Friday, March 6th, 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. Non-members, call for pricing options.

DEADLINE TO REGISTER: One day before class

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

Along with two credit hours for the Contractors' Registration and Licensing Board (CRLB) requirements, this class, taught by Tom D'Angelo and Tim Stasiunas of the Rhode Island Builders Association's Environmental Committee, will be good for one CEU for CI-I, II and IV Licenses for the Dept. Of Environmental Management (DEM).

The course is designed to teach a basic understanding of OWTS systems, their setback requirements, system designs and engineering requirements for residential purposes.



***RIBA reserves the right
to limit the number of attendees from
a single company
at courses taught on-site.***

***For information, contact Elise Geddes,
egeddes@ribuilders.org, or call (401)
438-7400.***



RIBA Contractor Training

2 Credit Hours:

Dealing with Challenging Employees

March 17th

WHEN: Tuesday, March 17th, 2 to 4 p.m.

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

COST: FREE for members and their employees. Non-members, call for pricing options.

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 program provides a very specific process developed to reverse the "power advantage" from a manipulator/challenging employee back to the manager/owner.

Jeff Deckman is the instructor.



5 Credit Hours:

Residential Estimating

March 26th

WHEN: Thursday, March 26th, 8 a.m. 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. Non-members, call for pricing options.

DEADLINE TO REGISTER: One day before class

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

Taught by instructor Carlos Lora, this course will be an extension of the Residential Blueprint Reading class from March 23rd.

The course will cover basic construction math and how it is used to estimate the labor and material costs of a residential construction project.

Knowledge of blueprint reading is strongly advised.



5 Credit Hours:

Residential Blueprint Reading

March 23rd

WHEN: Thursday, March 5th, 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. Non-members, call for pricing options.

DEADLINE TO REGISTER: One day before class

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

Taught by instructor Carlos Lora, this course will provide students with an introduction to the area of residential blueprint reading, construction documents/calculations, and project specifications.

During this course, students will learn to read the legend, details, specifications, and to properly use a scale ruler and find different trade sections of blueprints/drawings in order to perform work required.



2½ Credit Hours:

Accounting and Cash Flow

March 27th

WHEN: Friday, March 27th, 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. Non-members, call for pricing options.

DEADLINE TO REGISTER: One day before class

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

The course will help you as a contractor understand the basics of accounting and how to manage cash flow, a critical skill for anyone who hopes to operate a successful business.

The instructor is David Lucier.



As an added benefit to RIBA's Education Program, our instructors are happy to speak with class attendees by phone, after class, if they have additional questions or issues to discuss.

For information, contact Elise Geddes, egeddes@ribuilders.org, or call (401) 438-7400.

Featured Products and Services for March 2020



*A Rhode Island Builder Magazine
Special Section*



Boral TruExterior™ Trim

Superior Workability

Boral TruExterior® Trim is creating an entirely new category of reliable exterior trim that offers phenomenal performance, remarkable workability, and a lasting look without the limitations that plague other exterior trim products. Plus it can be installed using proven woodworking tools and methods.

- Easy to install
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- Competitively priced compared to other products in the marketplace

Applications

Designed to be used in non-structural applications, Boral TruExterior® Trim is suited for ground contact, which makes it ideal for exterior trim applications such as:

Corners, soffits, fascia, batten strips, frieze boards, rake boards, garage door casings, window surrounds, door trim and other non-structural exterior trim applications

Boral TruExterior™ Siding's sustainable properties are a result of the use of recycled polymers and highly refined recovered coal combustion products, which are endorsed by the US Green Building Council (USGBC) in the production of construction materials.

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www.elmorselumber.com

Quick Facts

- Can be painted any color with exterior grade latex paint
- Easy to cut, rout, drill and fasten
- Can be installed using wood-working tools and methods
- Exceptional durability
- Resistant to rotting, cracking, splitting, and is virtually free from termites
- Maintains a high level of dimensional stability during periods of moisture and temperature change
- Suitable for ground contact



PRO PLUG® SYSTEM for Boral TruExterior Trim



- No Cam-Out Mechanism to prevent stripped screws
- Available in both Epoxy Coated Carbon steel and Stainless Steel
- Plugs are made from Boral TruExterior Trim so the color and grain match perfectly.

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.



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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!

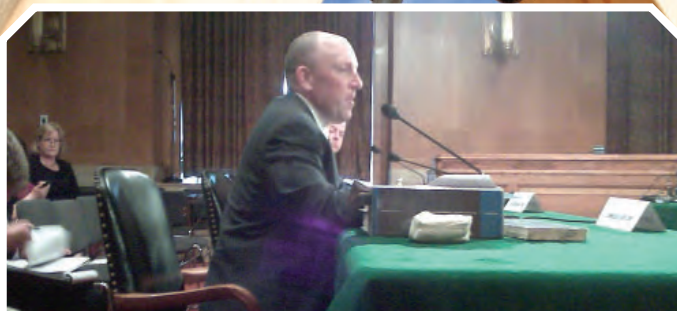
I also need your help with a larger cause. Please share this

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 nabh.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



Have the Luck of the Irish
with these great products
and services for March!

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KOMA® Building Products feature the unique CELUKA extrusion process, which yields the most exacting tolerance and the densest surface of any PVC building product. Because of its hard shell, KOMA can take a beating on the jobsite and still look clean and crisp once installed. It's impervious to moisture and insects and it won't swell, rot, split or delaminate even under harsh New England weather conditions.



KOMA products look, feel and work just like wood, and because they're factory sanded, they don't have a typical PVC sheen to them. You can expect tenacious paint adhesion when applying a high quality, 100 percent acrylic latex paint in the field.

In fact, CELUKA by KOMA is the hardest pre-finished building product on the market. Made in the USA, its matte finish lasts a lifetime.

It's also available in sheet and bead board!

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

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

www.finetco.net • Page 16

At Fagan Door: Is Your Garage Smart?

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By way of a free smart phone app, homeowners can now self-monitor the status of their garage door.

The homeowner can set their own personal rules to receive real-time notifications every time their door is opened, or when it's been opened for too long.

A quick tap on the app, and they can close the door from anywhere. An audible alarm will warn anyone near the garage door when activated to close from the app.

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fagandoor.com • Page 22

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1 Credit Hour:

Residential Energy Codes

March 27th

WHEN: Friday, March 27th, 12 to 2 p.m.

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

COST: FREE for members and their employees. Non-members, call for pricing options.

DEADLINE TO REGISTER: One day before class

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

Taught by instructor Jeremy Dagold, this class on HVAC and Indoor Air Quality from CLEAResult will inform industry professionals of what they need to know about HVAC and the energy code, and center on opportunities for improvement. The class will delve deeply into the issue of ductwork and its impact on health, safety and energy savings, as well as best practices and right sizing for mechanical systems. Lunch is provided.



2 Credit Hours:

Creative Shingle Design

March 31st

WHEN: Tuesday, March 31st, 2 to 4 p.m.

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

COST: FREE for members and their employees. Non-members, call for pricing options.

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 with instructor Mike Guertin will show you how to design, cut and layer shingle courses into simple and complex images.



For RIBA
membership information
contact Elise Geddes
401-438-7400
or egeddes@ribuilders.org

5 Credit Hours:

Deck Codes and Construction

March 31st

WHEN: Tuesday, March 31st, 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. Non-members, call for pricing options.

DEADLINE TO REGISTER: One day before class

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

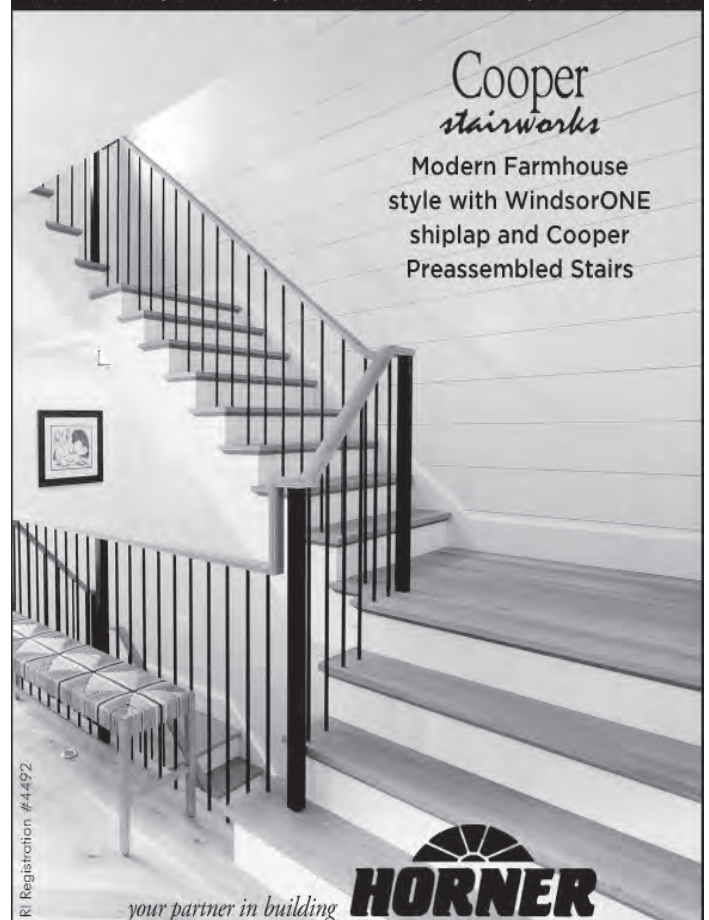
This course with instructor Mike Guertin will cover: "Deck Construction Codes: Sorting Out Codes and Solutions."

Deck codes have had more changes in the past four code cycles than any other portion of the residential code; and building officials take decks more seriously than ever before.

Learn what you need to design and build code-compliant decks using prescriptive measures and alternative details.



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Additional Classes Offered by RIBA this Month

Deadline to register is one day before class.
For more information and to register: Contact Bob Salvas
at bsalvas@ribuilders.org, or call (401) 438-7400.

4-Hour Lead Refresher March 5th

WHEN: Thursday, March 5th, 8 to noon
WHERE: Rhode Island Builders Association, 450 Veterans Memorial Pky #301, East Providence 02914
COST: \$125 tuition, \$10 materials fee. No tuition for RIBA members.

This four-hour class is a refresher course for contractors who have their lead renovator/remodeler certification, and it is coming up for renewal. We will review lead hazard controls and update attendees with any changes to regulations.



Lead-Safe Remodeler/Renovator March 18th

WHEN: Wednesday, March 18th, 8 a.m. to 4 p.m.
WHERE: Rhode Island Builders Association, 450 Veterans Memorial Pky #301, East Providence 02914
COST: \$125 tuition, \$25 materials fee. No tuition for RIBA members.

This course is required to obtain or renew a Lead Safe Remodeler/Renovator certification, necessary for work in all pre-1978 buildings in Rhode Island. This course covers RRP requirements in Rhode Island and Massachusetts, and the EPA rules. A written exam is given at the end of the course. Lunch is provided.



OWTS Environmental Series March 25th

WHEN: Wednesday, March 25th, 8 a.m. to 3:30 p.m.
WHERE: Rhode Island Builders Association, 450 Veterans Memorial Pky #301, East Providence 02914
COST: \$75 tuition. No tuition for RIBA members.
FOR INFORMATION AND TO REGISTER: Contact Bob Salvas at bsalvas@ribuilders.org, or call (401) 438-7400.

OWTS Environmental Series- This is an advanced course to teach understanding of onsite wastewater treatment systems (OWTS) including OWTS-related soil erosion and stabilization, poly tank installation, pump selection, etc (lunch provided).



Members hail new classes for contractors

By Paul F. Eno *Editor*

"The Contractor Training and Development Program has just completed its first official month of classes, and we've seen well over 100 people come to our training center and leave with valuable information. Every one of them is excited for this opportunity."

That's the report from Robert Salvas, the Rhode Island Builders Association's professional development manager, as RIBA's vastly expanded development classes for contractors entered its second month.

Nine new classes were introduced in February. Taught at the Rhode Island Contractor Training Center at RIBA's East Providence headquarters, these included Conflict Resolution in Construction, Exterior Wall Siding, Understanding Quickbooks® On-line, Roof Framing & Systems, Understanding Your Construction Business Model, Contract Law, Deck Codes in Construction, Trade Contractors Managing and Scheduling, and Advanced Framing.

Ten classes are planned for March (*See pages 4 and 22*). Mr. Salvas cited a vital need for the Contractor Training and Development Program (CTDP), especially since all classes count toward the continuing education requirements contractors need.

"According to the IBM Marketing Cloud, 90 percent of the information in the world has been generated in just the last two years," he stated. "Yet, there are people in business who aren't getting the information they need and can count on."

That's where the program's specific subject matter, along with experienced instructors, come in.

"Someone who really knows their subject matter cuts through the clutter and gives you the information that really helps, information you need to know," Mr. Salvas added.

"I haven't heard one person complain about spending two to five hours in a classroom. Maybe because the alternative is to spend endless time on the computer trying to find answers to your questions, then making sure it's from a trusted source!"

Welcoming all contractors

RIBA on-site and online classes are always free for members and their employees but the new trainings are also available to the entire industry. To learn more about class offerings and how to get you and your employees in the program, please contact Mr. Salvas at RIBA. *See end of story.*

"Part of our mission is to educate and develop contractor skill sets. With this new, expanded program, RIBA aims to support its members and the industry in a bigger way," said RIBA Executive Officer John Marcantonio.

see *TRAINING...next page*

www.ribuilders.org

TRAINING...from previous page

Kim Pereira, director of construction and project management for the Pawtucket Central Falls Development Corp., applauded this.

"I've been to many different trainings, and these are refreshing, relevant and interesting. I'm meeting other, like-minded and interesting peers I hope to connect with outside the classroom," Ms. Pereira said.

Kristina Guadagni of Testa Property Services LLC echoed the enthusiasm.

"As a brand new contractor, these classes have been invaluable. I am the 'back office' partner in our organization, but I've gotten a lot out of even subjects that are 'outside my wheelhouse,' like windows and doors, and flooring and wall systems," Ms. Guadagni said.

"Especially useful for me are the business-related subjects, like accounting, marketing and contracts. It's a great opportunity to meet others in the business, and to realize that even seasoned professionals have things to learn. I can't wait to see what's next in the coming months!"

Kumar Jambunathan of North Smithfield-based CREATE-IVE

Construction sees a great deal of added value in the program.

"As a Rhode Island-based builder, I think a lot of 'out of state' people see Rhode Island contractors as 'lower quality' due to the negligible barrier to entry. Education and continued training requirements in this state are nowhere near what even neighboring states such as Massachusetts have," Mr. Jambunathan said.

"When I heard about RIBA, I was excited about the classes offered through the Contractor Training and Development Program. Some of these classes have been led by people I know and respect from industry publications who are undoubtedly qualified. What I didn't anticipate

was the collaborative environment that these classes seem to foster. In just a few short classes, I've met many of the attendees and will continue to network with them outside of the program. In short, I believe the program that Bob Salvas is driving will continue to foster a great community among builders, while raising the bar."

For details on RIBA classes and to register, contact Mr. Salvas at (401) 438-7400 or bsalvas@ribuilders.org, or visit RIBAeducates.org. For information on membership, contact Elise Geddes at (401) 438-7400 or egeddes@ribuilders.org.



Instructor Mike Guertin teaches a deck code class at the RIBA Training Center on February 14th.



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A subsidiary of the Rhode Island Builders Association

Carol Ventura

Executive Director, RIHousing

Carol Ventura was named to her current post in September 2019. A native Rhode Islander, she has 30 years of experience in housing advocacy and economic development. Ms. Ventura joined Rhode Island Housing (RIH) in August of 2001 as the policy programs manager and was appointed assistant director of the policy division in 2002. In May 2005, she became director of development, then deputy director in June 2014. Before joining RIH, she worked as the executive director of a community development organization in northern Rhode Island. Ms. Ventura holds a master of business administration from Bryant University and a bachelor of science degree from Bryant College.



THE BUILDER: As Rhode Island Housing's (RIH's) new executive director, what's your vision for RIH and the work that it does?

VENTURA: First, let me say that, as a lifelong Rhode Islander, I'm thrilled to lead this agency. I've been with RIH for 20 years, so I was able to just step into the executive director's role. It's like a dream come true to be able to move us forward into the next decade.

My vision is to continue to work with the great community partners and industry leaders we have in Rhode Island, and to continue to do the really terrific work we've done as an agency over the years.

You know, we have people who don't like to say "housing crisis," but we certainly need more housing in Rhode Island for a range of incomes. So, I'm excited to take that challenge on, and to work with the great partners that we have, including the Rhode Island Builders Association.

THE BUILDER: What initiatives does RIH have planned for 2020 and beyond?

VENTURA: I work with a board of commissioners and I have a great leadership team here. They have lots of ideas on what direction we should take, and some of the new programs we should launch to build on what we already do.

Some of the initiatives right now working closely with the state to develop a statewide housing plan. We haven't had a housing plan in a very, very long time. So that will guide us on the needs of people in Rhode Island, and really frame the programs we should be financing.

We have a partnership with the Office of Energy Resources (OER) and National Grid to create "net zero" houses. If you live in Rhode Island, I don't have to tell you what it costs to heat your home. So, to the extent that we can build smarter and more

energy-efficient homes, I think Rhode Islanders will be able to afford more in their mortgages, and to be more competitive in terms of buying a home in Rhode Island. So, we're looking forward to the results of that program.

THE BUILDER: RIBA has advocated a statewide housing plan for a long time. Can you tell us more about how that plan is shaping up?

VENTURA: I can tell you that we're collecting a lot of data. We're looking at the needs of the people in the state across a range of incomes. There are very low-income people struggling to find apartments, all the way up to workforce housing. We need housing for the people Gov. Gina Raimondo is creating jobs for in Rhode Island.

These people don't have a lot of housing options right now. So, it's really about how we can best deploy our resources to where

the needs are. As part of our planning, we've had an extensive citizen-participation initiative, and we'll continue to have that.

We're wrapping up and pulling together all the resources, all of the research and public feedback we've received. And there'll be another opportunity for folks to look at the plan and to comment on the results and where it leads us moving into the future.

THE BUILDER: Will this plan address what the builders consider overregulation and no-growth attitudes in some municipalities?

VENTURA: No, it's not that kind of plan. It's built around what we need for housing. It doesn't get to some of the impediments to building housing in Rhode Island, or to preserving or renovating housing in the state, which I think you're talking about when it comes to building permits and getting development applications through zoning and planning.

THE BUILDER: How do you see the housing market right now, especially in terms of the affordable-housing shortage?

VENTURA: For a long time, the talk was about finding housing for homeless people. We heard a lot about that over the past decade. Now we're talking about housing for everyone in Rhode Island, so the need is across the board. In fact, our housing production in Rhode Island hasn't kept pace with the needs of our residents.

We need to focus not only on housing for the lowest-income people, but also on those who are moving to Rhode Island to fill jobs. If we have a shortage of something, it raises prices, right? So, when we don't have enough housing, housing costs, including

see *INTERVIEW...next page*

INTERVIEW...from previous page

rents, go up.

We don't have enough starter homes for young people who want to buy into home ownership, so it's a shortage across the board.

We did a rent survey in 2019 that showed the average price for a two-bedroom apartment in Rhode Island is more than \$1,600 a month! That's staggering when you think about a young family whose breadwinner is a teacher or a first-year rookie on the police force. That's what we're facing.

So, we need more production, and we need to preserve what we have.

THE BUILDER: So, what do you think of the governor's housing-related proposals for the fiscal year 2021 budget?

VENTURA: Isn't that exciting? We've got a \$25 million housing bond, and we know how successful we can be with bond dollars. We've created more than 3,000 apartments with the bonds we've had in the past. So, having that immediate infusion of cash into housing production is terrific.

Secondly, and maybe more importantly, is the dedicated funding stream, which equals predictability. Developers can know there's going to be a resource that they can plan on as they bring on developments through permitting and zoning on a local level; that if they have a gap, there's going to be a resource they can use to fill that gap and get their projects built.

I think the structural initiative the governor has proposed around reinvention of the Housing Resources Commission is also important.

THE BUILDER: How can contractors establish a relationship with RIH? Do they have to be not-for-profit?

VENTURA: No, they definitely don't have to be not-for-profit. We work with many for-profit developers. And we're pleased about that.

You know, we finance the development and preservation of about 1,000 homes in any given year, and that translates into

about \$130 million that's put back into the Rhode Island economy through construction and related items that go along with creating apartments and homes.

We're always looking for opportunities to partner with more developers and contractors. There are actually forums where we bring in contractors to meet with our development team, and we talk about opportunities for new developers to work on our construction and preservation projects.

Any kind of development, construction or rehabilitation of buildings results in jobs. In Rhode Island, you see the cranes in the air. You drive downtown, you see people working. And that's a terrific thing for our economy and housing finances.

THE BUILDER: What can you tell us about the recent award of more than \$12 million in funding for lead mitigation in Pawtucket and Central Falls?

VENTURA: We were very pleased to be one of only a few agencies that received an award under this highly targeted grant. Sen. Jack Reed has been a major proponent of eliminating lead in homes so that no child is poisoned. It's very preventable. And Rhode Island has a lot of older housing stock.

So, we're very excited to deploy about \$8.4 million in federal money, matched by some of our own state dollars and some Healthy Housing money.

We've partnered with our colleagues in Pawtucket and Central Falls, and we plan to start deploying these resources over the summer.

THE BUILDER: What's your overall message to residential contractors in general and the Rhode Island Builders Association in particular?

VENTURA: Thank you for your partnership! In fact, we are relying on RIBA as the key trainers for some of our staff, to provide the lead training they need.

We want to continue the strong partnership, and to have RIBA's continued support for our initiatives and projects.



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Employers, potential employees in first meet-up at RIBA job training center

By Paul F. Eno *Editor*

The students came from many different age groups and backgrounds to study basic carpentry. One had been in a career for 10 years, and another was a high school senior. Still another teared up as she described what the class meant to her and to her future.

It was February 6th, and it was the first “meet and greet” for 11 students of the first Vocational English as a Second Language (VESL) class to be held at the Rhode Island Builders Association’s new Central Falls Vocational Training Center (CFVTC) and nine of their potential future employers. In the background were a shed and a roof frame the class had built together.

Nearly ready for graduation from VESL, the students, all conversant in English, will have spent two and a half hours a day, four days a week, for 18 weeks to complete the program. In that time, they have not only learned basic carpentry, construction math and blueprint reading, but have earned their OSHA-10 certifications as well.

At the meet and greet, RIBA Workforce Development Program administrators and/or instructors Cheryl Boyd, Louis Cotoia Jr., Betty Bernal, Chen Chhork and William Bucci were joined by RIBA member employers James Deslandes of Deslandes Construction, Carol O’Donnell of CRM Modular Homes, David A. Caldwell Jr. of Caldwell and Johnson Inc., Jhonny Leyva of Heroica Construction, Alexander Mitchell of Meridian Custom Homes Inc., Helder Ferreira of Pawtucket-Central Falls Development Corp., Felix Vasquez of Liberty Roofing Co., Ronald J. Caniglia of Stand Corp. (also chairman of RIBA’s Workforce Development Committee), and RIBA President Timothy A. Stasiunas.

Employers introduced themselves one by one, explained what their companies do and what they are looking for in new employees.

“Lou Cotoia just told us about what you’ve learned, about your excellent attendance, your commitment to work, and that you show up on time. That sends a message to employers that you are the kind of employees we want,” Mr. Caniglia said.

Students then took turns introducing themselves, reviewing their own interests and goals in the residential construction industry, and commenting on the VESL basic carpentry program.

“Thank you for the great opportunity we have here. I hope this program keeps going so many people can learn from it like I did,” said Giaconda Heureaux. “I used to hate math. But now I know why I need to learn about fractions, and now I get it!”

Giaconda, whose brother, Deyvenson, is also a student in the class, is interested in carpentry and painting, but “I’m open minded and I want to learn more. I like to work! You might not know how important this is for us – to get a better job and not be stuck! I know you (the employers) started from the bottom too!”

Her comments drew applause.

Michael Shepard of Overhead Door Garage Headquarters, a

see VESL...page 36



Preparing for the first “meet and greet” to be held at the Rhode Island Builders Association’s new Central Falls Vocational Training Center on February 6th, Program Coordinator Louis Cotoia Jr., at right, tells participants that the residential construction industry is always changing, and that employers and employees alike are “learning every single day.”



RIBA Diversity and Outreach Coordinator Betty Bernal and Felix Vasquez of Liberty Roofing Co., standing, chat with four VESL program participants.



Jhonny Leyva of Heroica Construction, left, and past RIBA President David A. Caldwell of Caldwell and Johnson Inc. both attended the meet and greet to talk with some potential new employees.

Report from the International Builders Show

Housing affordability, workforce development are top NAHB priorities for 2020

By Paul F. Eno *Editor*

Easing the shortage of affordable housing and the shortage of skilled labor for the residential construction industry are top priorities for the National Association of Home Builders (NAHB) this year.

That's the report that the Rhode Island Builders Association's state representative, Robert J. Baldwin, brought back from the International Builders Show (IBS) and NAHB annual convention, held in Las Vegas January 21st-23rd.

"As for the IBS itself, it's a combined trade show with NAHB and the National Kitchen & Bath Association. There was over a million square feet of exhibit space,

and there were up to 95,000 people in attendance," Mr. Baldwin said.

"Two of our members, and RIBA itself, won awards," he added. *Photo on page 1, story on page 6.*

"Concerning the awards our association received for furthering the cause of workforce development, we are waist, head and shoulders above everybody else in that arena."

Regulatory news

"In a matter of concern to all of us: OSHA is going to start regulating tree cutters. That's a big deal," Mr. Baldwin stated. "That will involve anyone who clears land or cuts trees in the course of building."

While the IBS was taking place, President Donald Trump signed an executive order redefining the "Waters of the United States" (WOTUS) regulations.

"That was a major win for us. Now, unless it's a navigable waterway, it's no longer in federal jurisdiction," Mr. Baldwin explained.

"In another matter that's important for us, the green building standard has now been officially defined by the federal government."

Other hot topics were reform of general service enterprises (GSEs) like Fannie Mae, falling lumber prices because of the new U.S., Canada, Mexico trade pact, and an increase in building permits nationally. RIBA



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NAHB hails changes to WOTUS rule

National Association of Home Builders

The International Builders' Show in Las Vegas was the scene for a historic announcement by Environmental Protection Agency (EPA) Administrator Andrew Wheeler on January 23rd.

Mr. Wheeler unveiled a final, new Waters of the United States (WOTUS) regulation that resolves years of uncertainty over where federal jurisdiction begins and ends.

"The Navigable Waters Protection Rule is a big win for states, municipalities, builders and developers, landowners and the American public," Mr. Wheeler said in remarks to the National Association of Home Builders (NAHB) Leadership Council.

"It will make it easier to understand where the Clean Water Act applies and, as importantly, where it does not."

The EPA chief also noted the new water rule is good for the economy and the

environment.

"It will help business owners spend less money and time making decisions about whether their waters are 'waters of the United States' and more time running their businesses and strengthening the nation's economy," Mr. Wheeler said.

"Our Navigable Waters Protection Rule will continue to ensure America's water protections — among the best in the world — remain strong, while giving states and tribes the flexibility and certainty to manage their waters in ways that best protect their natural resources and local communities."

Outgoing NAHB Chairman Greg Ugalde hailed the statement.

"NAHB commends EPA Administrator Wheeler for finalizing a new definition for the WOTUS rule that will boost housing affordability by clarifying the limits of federal jurisdiction over certain 'waterbodies,'" Mr. Ugalde said.

"By excluding most man-made ditches and isolated ponds on private property from federal jurisdiction, the new rule will correct the vast overreach of prior rules, restore common sense to the regulatory process, reduce project costs and maintain environmental protection of our nation's waterways."

The final WOTUS rule addresses many of the serious concerns NAHB had over the Obama-era regulation enacted in 2015 by the EPA and U.S. Army Corps of Engineers (the Corps) that included unprecedented expansion of federal jurisdiction that Congress did not intend or authorize. The 2015 rule regulated man-made ditches, isolated ponds and other temporary features that form in response to rainfall and exhibit few wetlands characteristics — all of which are a far cry from the "navigable waters" targeted by the Clean Water Act.

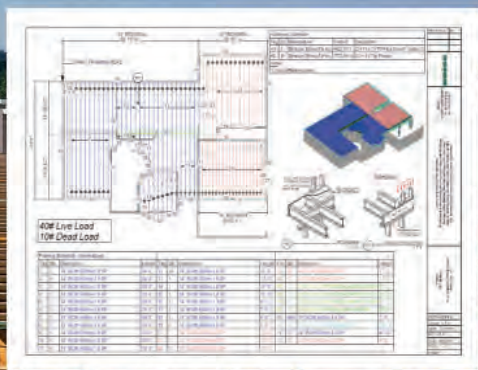
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Push launches for new affordable rental housing

Using \$44 million in direct aid and tax-credits, 11 projects will create more than 580 new rental units in Massachusetts, including 443 units of affordable to low- and very-low income households.

That was the announcement on February 4th as Gov. Charlie Baker, Lt. Governor Karyn Polito, Housing and Economic Development Secretary Mike Kennealy joined other officials in East Boston to talk affordable housing.

The Dept. of Housing and Community Development (DHCD)

awarded \$44.7 million in direct funding and allocated \$16 million in state and federal Low Income Housing Tax Credits (LIHTC). Additionally, DHCD has reserved 37 Massachusetts Rental Voucher Program (MRVP) project-based vouchers (PBVs) and 68 Housing Choice Section 8 PBVs to support long-term affordability.

Project-based vouchers enable DHCD to further leverage state and federal resources to fund affordable-housing development and to ensure long-term affordability. The awards went to:

- Stone, an adaptive re-use project in Auburn. The former Mary D. Stone School will offer 55 units for seniors, including 45 affordable units for seniors with incomes below 60 percent of area median income (AMI).

- Bartlett Station Building A in Boston is the second phase of a major new construction project for families on a transit-oriented site.

- Bowdoin Street in Boston will offer 41-units, all of which will be affordable to low-income households earning less than 60 percent of AMI.

- Grace Apartments in East Boston will provide 42 units for seniors, all of which will be affordable to seniors earning less than 60 percent of AMI.

- Creative Class Lofts is a historic mixed-income project to be built in downtown Fall River. Fifty-five units will result from the project.

- Essex Street is a substantial rehabilitation/new construction project located in downtown Lawrence, to offer 39 total units.

- Glen Brook Way Apartments is a new construction project for families in Medway. When completed, the project will offer 48-units.

- Cliftex Phase II is a historic re-use project in New Bedford.

- Golda Meir Expansion is a new construction project for seniors to be built in Newton. Golda Meir Expansion will feature 68 new units for seniors, including 50 units restricted for seniors earning less than 60 percent of AMI

- Haywood House is also a new construction project for seniors in Newton. When completed, Haywood House will offer 55-units for seniors, of which 32 will be affordable to seniors earning less than 60 percent of AMI.

- North Commons at Village Hill is a new construction project to be built on the site of the long-closed Northampton State Hospital. It will offer 73 total units.

"Today's housing crisis has the potential to inhibit our economy and put more families under financial strain, and that is why we have elevated the issue in the Commonwealth's new economic development plan," said Housing and Economic Development Secretary Kennealy.

Find out more at [Mass.gov/news/baker-polito-administration-announces-awards-to-support-development-of-new-affordable-rental](https://www.mass.gov/news/baker-polito-administration-announces-awards-to-support-development-of-new-affordable-rental).

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](https://www.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](https://www.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](https://www.MassHousing.com).



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see RENEWALS...next page



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ZEOS...from page 14

in partnership with the Rhode Island School of Design and the City of Providence.

One Neighborhood Builders also is a RIBA member.


“Expanding access to cost-effective energy-efficiency measures is vital to Rhode Island’s clean energy future,” said OER Commissioner Carol Grant. “The state has made great strides to expand our energy efficiency programs to more people. The ZEOS Demonstration Project is one more way we are working to support renewable and green energy efforts.”

Developers will design and construct affordable, Zero Energy Buildings (ZEBs). ZEBs are defined as any energy-efficient building with zero net energy consumption, meaning the total amount of energy used by a building on an annual basis is roughly equal to the amount of renewable energy created on the site.

In addition to meeting ZEB standards, developers must also participate in National Grid’s Residential New Construction Program (Ngrid.com/save) and will work closely with program partners throughout the design, construction, and data collection phases.

“We’re excited with the level of innovation and commitment to energy efficient projects in the funding applications received,” said Chris Porter, director of customer energy management at National Grid. “Applicants will deploy a range of methods, including new and emerging technologies, thoughtful design, and sustainable

building materials to meet program goals while creating a pathway for scaling ZEBs in low- and moderate-income residential sectors as a means of reducing greenhouse gas emissions.”

For more information about National Grid’s support of Zero Energy Buildings, please call (888) 887-8841. 

WOTUS...from page 32

The 2015 WOTUS rule was subject to several legal challenges that halted its implementation nationwide. For example, in August 2019 the U.S. District Court for Georgia found that the substance of the 2015 rule violated the Clean Water Act. In September 2019, EPA and the Corps repealed it and reinstated a rule that was finalized in 1986. The 1986 rule also suffered from ambiguity and was challenging to implement at development sites.

The final rule announced at IBS in January replaces the 1986 rule and narrows the extent of federal jurisdiction by excluding isolated water bodies, “ephemeral” waters that only form in response to rain, and most ditches. This means that builders and developers should require fewer Clean Water Act permits. It will also allow many builders and developers to determine for themselves whether they will need federal permits for construction activities.

Moreover, the new WOTUS rule respects states’ rights and maintains the strong protections of the Clean Water Act by clarifying which level of government oversees which body of water.

“After today, my hope is that home builders and land developers across the country can refocus on building communities instead of meeting with lawyers,” Mr. Wheeler commented.

For more information, contact Evan Branosky at (800) 368-5242, ext. 8662. 

INSPECTION...from page 9


up insurance costs,” explains Mr. Asprey, a risk manager and compliance instructor with decades of experience.

RIBA Safety Service

As RIBA’s safety officer, he can conduct free inspections of member jobsites once a year as a member service. The Safety Service is meant to catch and eliminate jobsite hazards (including employee work habits) before they can cause an accident, and before an OSHA inspection can lead to issues for the contractor, including enormous fines that could cripple or bankrupt a business.

And don’t forget your subcontractors.


“If you’re the GC and one of your subs has an accident on your jobsite, you share responsibility, and you are citable,” stated Mr. Asprey.

For more information on RIBA’s new Safety Service, contact Elise Geddes at RIBA, (401) 438-7400 or egeddes@ribuilders.org. 

VESL...from page 30

previous VESL graduate, stopped by to meet and encourage the students.

“I was in your shoes six months ago,” Mr. Shepard told the students. “I know what it’s like to learn, work and be tired. But it’s worth it! What you learn here, take with you, and never give up!”

For more information on VESL basic carpentry classes and to register, visit <https://ribuilders.org/vesl-training-program-details>, or contact Ms. Bernal at (401) 500-9146 or bbernal@ribuilders.org. For complete information on RIBA’s contractor training programs, continuing education, and workforce-development training in general, contact Robert Salvas at RIBA: (401) 438-7400 or bsalvas@ribuilders.org. 



RIBA
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LICENSING...from page 1

majority of those just cover Rhode Island, Massachusetts and Connecticut. But even the rules and gaggle of agencies in those states can be confusing.

As in Rhode Island, Connecticut requires that “home improvement contractors” register, but only certain trades have to be licensed. Our neighbor to the west, however, distinguishes between “major contractors” and “minor contractors.” The latter can work in single-family homes and small, multi-family units. Major contractors can work on those and any other property. Regulations are administered by the Dept. of Consumer Protection.

Find details at Portal.ct.gov/DCP/Common-Elements/v3-pages/Information-for-Home-Improvement-Contractors.

Massachusetts requires both registration and licensing. Every “home improvement contractor” must be registered with the Office of Consumer Affairs and Business Regulation. Any contractor doing a construction or remodeling project in a one- or two-family home of less than 35,000 cubic feet of enclosed living space must also have a construction supervisor license (CSL) from the Office of Public Safety and Inspections.

For work in any space larger than 35,000 cubic feet, additional “construction control” regulations kick in.

So how is all this working out?

“I believe that licensing in Massachusetts provides homeowners with a certain degree of protection because only CSL holders and/or homeowners can pull a permit to perform certain work on homes, or build new homes,” Scott Palmer, executive officer of the Builders and Remodelers Association of Greater Boston, told *The Rhode Island Builder*.

“If I’m a homeowner and a contractor insists that I pull my own permits, I would view that as a yellow flag and would want to know why the contractor cannot or will not pull the permits,” Mr. Palmer added.

The requirement to renew the CSL every two years helps homeowners too, according to Mr. Palmer.

“In Massachusetts, there are tens of thousands of CSL holders, so it seems not to overburden the contractors.”

Find details at Mass.gov/topics/build-

ing-trades.

Among the many RIBA members based in Massachusetts is Jesse Maynard of Maynard Construction BRC Inc., headquartered in Attleboro.

“Being licensed is just a thing we have been used to forever in Massachusetts, and it only makes sense since we’re accustomed to it,” Mr. Maynard said.

“Although it takes more money and time

dedication to get and maintain the license, it helps ‘weed out’ some of the imitation contractors we sometimes have to compete against,” he added. “I think licensing helps level the playing field a bit and should ultimately increase the value of the product and the product itself for the work we do as contractors.”

In Part 2, we’ll look further into the licensing issue in Rhode Island.



WINNERS...from page 6

One recognized a Jamestown net zero project with the Platinum Award in the Green Entire Home Remodel category. A collaboration of multiple project stakeholders, including This Old House® and Providence-based Union Studio Architecture & Community Design, “reimagined” a nearly 100-year-old New England cottage into a comfortable and environmentally conscious net-zero home.

The second honor was a gold BALA Award, highest in the Specialty Room category, for Sweenor’s custom design/build and interior design of a private residential pool house in Narragansett.

President & CEO Jeffrey Sweenor accepted the awards on behalf of his team, with his wife Sheila, also a vice president at the firm, by his side.

“We are proud to again be recognized for the quality of our work at the national level,” Mr. Sweenor commented. “They would not be possible without the extraordinary talent and commitment of our team and project partners.”

This is the third year in a row that Sweenor Builders has been honored with NAHB awards. Find out more at <https://sweenorbuilders.com>.

Receiving three BALA awards: Community of the Year for 2019, Single-Family Community Under 100 Units, and Suburban Infill Community, was East Greenwich Cove Builders. The development: Castle Street Cottages on Rope Walk Hill, the first “pocket neighborhood” in Rhode Island and only the third in New England.

The latter two awards were announced in the January *Rhode Island Builder*, but the Community of the Year honor is the “whole enchilada” for the category, said East Greenwich Cove Builders Principal Jerry Zarella Jr.

Mr. Zarella sees pocket neighborhoods, especially those in desirable areas like East Greenwich, as a prime solution to the “missing middle” housing shortage.

“What I promoted was the cottage or bungalow court style. When you start looking at reports and studying trends on what buyers want, it’s all about diversifying housing options with smaller lots,” Mr. Zarella added.

“This next round of buyers are millennials. And then there’s a big market for people who are taking the big house: Boomers who are trading down, but they’re living longer. They’re all tech-savvy, they want all the flashy stuff, but the younger buyers have college debt. How do we give them what they want in a reasonable price range?”

As he studied the trends, Mr. Zarella and his team found that these buyers didn’t mind sacrificing the size of the home for quality and walkability.

By providing “shared amenities” along with the right size, Castle Street Cottages provided all that, according to Mr. Zarella, who has joined NAHB’s Land Use Policy Subcommittee. Find out more at <https://eastgreenwichcovebuilders.com>.

Meanwhile, RIBA itself was recognized with two awards from HBI. An Ambassador State Award was presented for RIBA’s “enormous level of support and collaboration with HBI in 2019.” In addition, RIBA was honored with an HBI Advocate Award for Industry and Academic Partnerships.

Both honors were accepted at IBS by RIBA State Representative Robert J. Baldwin, who said they result from the association’s unprecedented efforts for workforce development on all educational levels. *Related story on page 28.*



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