

# CONNECTICUT BUILDER



The Magazine of the Home Builders & Remodelers Association of Connecticut

Fall 2018  
Interactive Digital Edition



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**Dibico Inc.**

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## Connecticut Builder

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From the desk of Peter J. Fusaro

## It's HOBI AWARDS SILVER ANNIVERSARY!

The HOBI Awards celebrates a major milestone this year – 25 years!



A big thank you to Joanne Carroll for producing and hosting this amazing event since its inception in 1993, and to her daughter, Kerry Carroll Schroeder, for assisting her.

Thank you to HBRA Director of Administration & Events, Joanne Hoerrner, who for the last eleven years has managed HOBI sponsorships; produced the program book; and shown grace and skill in seating 700 - 800 attendees at the HOBI Awards Dinner.

The HOBI Awards has grown to be the biggest, most successful builder awards program in the country, and the term HOBI (Home Building Industry), is recognized as a badge of building excellence by housing industry professionals, homeowners and media throughout Connecticut.

Builders, remodelers and suppliers proudly show off their prestigious HOBI Awards on company websites and in social media, and homeowners and realtors request copies of the certificates to help sell their homes.

"We won 'Community of the Year' in 1996, and it brought prestige and credibility to our young company and to our first community, Cornerstone at Farmington."

– Chris Nelson, Landworks Development/  
Nelson Construction

"The Custom Home of the Year award is an honor. To be in the room with so much talent and passion is humbling."

– Chris Pagliaro, PBS Architects/  
Ryan Fletcher, Fletcher Development

### Connecticut developer, Greg Ugalde TO BE Sworn in as 2019 NAHB Chairman

This year's International Builders Show on February 19-21 in Las Vegas, will be incredibly special for Connecticut, as our own Greg Ugalde, T&M Building Company, will be sworn in as Chairman of the National Association of Home Builders (NAHB). In his prestigious new role as leader of the country's home building industry, Greg will be bringing our issues to his meetings with President Trump, Congress, cabinet members and regulatory officials, and giving Connecticut and every HBRAC member direct influence in Washington.

Let's all turn out in record number at IBS to support Greg, as he is sworn in as NAHB Chairman. Please plan to come to Greg's celebration party on Thursday February 21, 2019 at the Hard Rock Café starting at 8:30 PM! RSVP to 860 563-4212 or [sheila@hbracentral.com](mailto:sheila@hbracentral.com).

I hope you will be among the approximately 60,000 attendees from across the globe who will attend IBS and KBIS February 19-21 to see the latest in home products and services; and to learn what's new and exciting from housing and marketing experts, who will conduct hundreds of seminars over the three day show.

In October, the 2018 Connecticut State Building Code took effect, which means permits issued after October 1, 2018 will have to comply with the new code. To learn more about the effect of the new code changes, check with your local HBRA to see when training will be available. Information is also available on NAHB Advocacy app under "codes and standards".

Many thanks to our Executive Committee, Board of Directors, Committee chairs and staff, as our team worked through an updated Strategic Plan, Committees & Councils, budgets, bylaws and Bill Ethier's retirement transition.

(continued)



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From the desk of Peter J. Fusaro *(continued)*

### Welcome to our new HBRA CEO, Jim Perras!

Please see State Association News in this issue for an article on Jim, his impressive bio, and the initiatives he has already begun.

Also in this issue: highlights from another successful *Fiano Family Golf Classic*; as well as feature articles on *The 'Housing as a Service' Revolution*, *How Technology Is Changing Homes*, and the trends to *Design Build* and to *Sports Amenities in Luxury Custom Homes*, plus much more.

As my term concludes in January 2019, I will be handing the torch to the capable hands of Chris Nelson, our incoming Chairman of the Board & President. I wish Chris success, and look forward to serving on his leadership and transition team.

Moving forward, it is my sincere hope that we as a state association, along with our local associations, continue to find new

and innovative ways to partner to enhance our membership recruitment efforts. It is incumbent upon all of us to do our part to spread the message about the value of membership. As the old adage goes, "There is power in numbers." And as our membership grows, so too will our ability to influence officials and policymakers, thereby ensuring that the concerns and needs of our membership are heard loud and clear in the halls of government.

It's been an honor to serve as your 2017-2018 Chairman of the Board & President.

All the best,  
Peter J. Fusaro  
CGP, CGB, CAPS, GMB, MCGP  
Chairman & President HBRA of CT ■



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# HOBİ Winning Builders Show Us What's Hot in Luxury Housing



In Connecticut, there are luxury hot spots in every county. In Litchfield County, the towns of Washington & Lakeville are second homes to celebrities and multi-millionaires, while the Farmington Valley and South Glastonbury in Hartford County, Woodbridge and the Madison shoreline in New Haven County, Stonington and Mason's Island in New London, and the towns of southern Fairfield County, are all sought after locations for the most affluent buyers.





However, the size and cost of a building lot in Hartford County differs dramatically from one in Fairfield County, as does the taste of each area's homebuyers. What defines luxury is hyperlocal, and even in a small state like Connecticut, location dictates price point, home style and buyer profile.

### Luxury housing in Fairfield County

The residents of Westport, New Canaan, Weston, Wilton, Darien and Greenwich spend the most per capita of any area in Connecticut, and this year's HOBI winners illustrate what's HOT in this wealthiest area of the state.

#### What's in...

##### 1. Smaller properties

Today's luxury buyer demands exceptional quality, but does not have to have thousands of square feet to show it off. They want just the right size, with thoughtful use of space, and they would rather have a small lot with breathtaking views. See Bluewater custom home at left and above right.

This year's Best Custom Home 3,000-4,000 sf by Bluewater Home Builders sits on a .19 acre spit of land and measures only 3,275 sf, but it's stunning shingle style design by architect, Tanner White, and amazing views of Long Island Sound from every window, are just what today's luxury homebuyer is after!

##### 2. Modern interior design

What began several years ago as transitional interior design and appointments, has morphed into full blown modern, as evidenced by the preference for black powder coated window and door frames, floating open tread staircases, linear fireplaces, low profile drywall detailing and black and white color schemes, as in this sleek minimalist modern living room in the "Outstanding Contemporary Spec Home" by Milton Development pictured at right.



Milton LR

(continued)



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## HOBİ Winning Builders Show Us What's Hot in Luxury Housing

(continued)

### 3. Spectacular kitchens

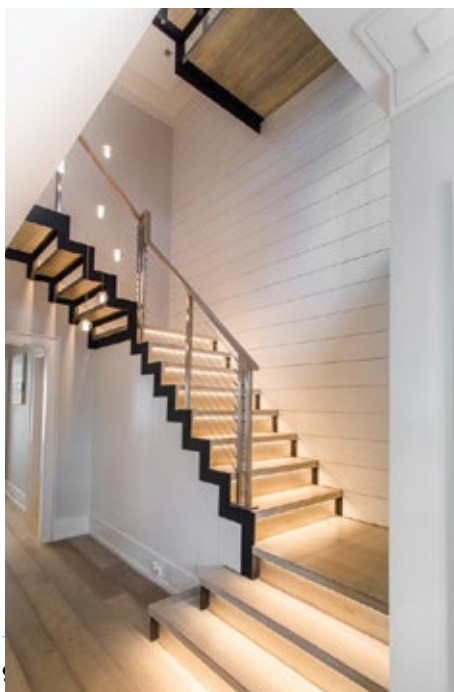
Regardless of whether a luxury buyer cooks, a spacious kitchen with the highest quality finishes and state-of-the-art commercial-grade appliances is a must! The kitchen is the crown jewel of the home, and in the luxury sphere, it must stand out!

This HOBİ winner by SBP Homes does just that! A dramatic 11 ft. high ceiling is accentuated with full height cabinetry with clear glass fronts framed in stainless steel. A massive island with 2" thick low maintenance white milk glass top over cerused oak cabinets is equipped with stainless steel toe kick and recycling center. The kitchen is equipped with a Sub Zero refrigerator freezer, wine column, beverage drawers and appliance garage, along with a 60" Wolf range topped by a show stopper range hood - three Faber stainless steel cylinders that ventilate while creating a spectacular focal point.



### 4. Uniquely special

Today's high-end buyers want a home filled with custom finishes and features that reflect their personality and taste, like this stunning open tread staircase in Redwood Construction's Best New Old Custom Home that turns function into art!



Whether it's custom-designed furniture or items incorporated into a home's design, affluent homeowners don't want what everyone else has — so look for hand-crafted and specialty-sourced pieces,

like this floating wine closet in Fletcher Development's Best Custom Home 4000-5000 SF.

Luxury homeowners want their home to tell a story when guests walk through it.

(continued)



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## HOBİ Winning Builders Show Us What's Hot in Luxury Housing

(continued)

### 5. Amenities

Today's luxury buyers want easy access to beaches, and amenities like pools, gyms, spas and outdoor rooms incorporated into their homes. In addition to a basketball and squash court, this amazing custom home by Dibico Construction is equipped with a gym, indoor pool and spa.

The most popular HOBİ Award categories this year were Outdoor Feature, Outdoor Room & Outdoor Living Environment, and we had some OUTSTANDING examples of each.

J&J Custom Builders used a steel I-beam to support this terrace with outdoor fireplace and kitchen, and Joe Filanowski created an infinity pool with 30 ft long 3" thick glass window and fire feature for this custom waterfront home.



(continued)

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## HOBBI Winning Builders Show Us What's Hot in Luxury Housing

(continued)



Milton Development built an eye-catching stucco waterfront home on Compo Beach in Westport with first and second floor decks and a roof deck overlooking the beach and Long Island Sound.



In Greenwich, Dibico Construction's spectacular 38,000 sf custom home features cascading terraces and multiple outdoor rooms, indoor and outdoor pools, as well as this fabulous pool house with floor to ceiling glass and infinity edge pool and spa.



And in Darien, Cole Harris created a one-of-a-kind outdoor environment for a pair of \$7 million+ spec homes, including 7 perennial and rain gardens, a preserved 96" diameter beech tree, terraces, pools and boat docks on Brush Island.

### Sports Amenities

Fairfield County builders are constructing gyms, basketball courts, ice hockey rinks and baseball batting cages for their custom home clients!

Last year, the luxury custom homes of HOBBI winning builders featured a variety of sports amenities to develop the skills of child athletes and entertain their parents. A 26 foot high basketball court in the lower level of a Greenwich home by SBP Homes was complemented by a home gym with sauna, bunk room and lounge area. In another Greenwich Sports House, SBP built a golf simulation room, squash court and batting cage.

This year, the trend continues with Dibico Construction's Best Accessory Building – a partially underground sports complex with full outdoor hockey rink.







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## HOBI Winning Builders Show Us What's Hot in Luxury Housing

(continued)

While tennis courts and swimming pools have long been popular in high-end homes, more custom clients are demanding gyms, rinks and courts to help advance their child-athlete's aspirations. Parents say their backyard training facilities cut down on driving young athletes around, and give them the extra opportunity for development.

Demand for at-home practice facilities has created a lucrative niche for brands like UltraBaseSystems in St. Petersburg, Fla. which offers permeable, interlocking panels for a shock-absorbing base under turf, and Sports Court of Connecticut which specializes in basketball courts and gymnasium flooring.

### 6. Tech-savvy homes

Today, there's-an-app-for-everything, and the home is no exception. Modern luxury buyers want their home equipped with the latest technology to control everything from utilities, appliances, security, window shades and entertainment systems — all from the comfort of their phone.

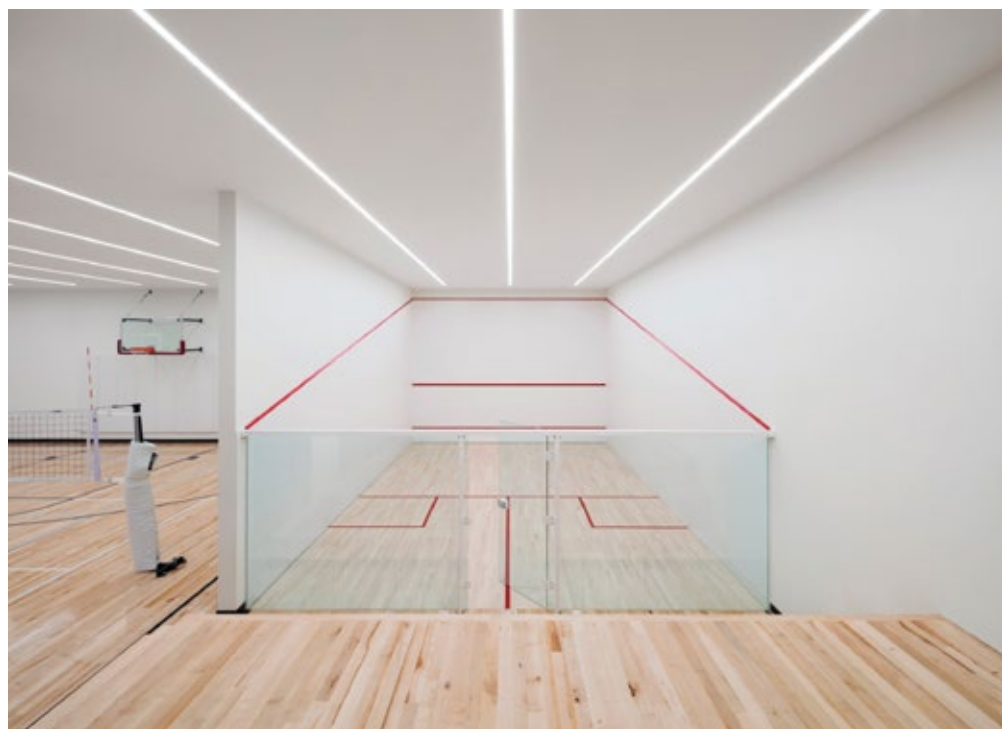
See article on “How Technology is Changing the Way People Buy & Live in Homes” in this issue.

### With luxury real estate, details matter.

Today's high-end buyers are attuned to quality at every level, and they look closely at walls, ceilings, woodwork, stair treads, railings and finishes. They also pay attention to things like the quality of the kitchen cabinets, soft close drawers, pantry size, closets and storage throughout the home. These are some of the criteria HOBI judges take into consideration each year in choosing award winners! ■



Dibico hockey rink at Greenwich sports building



Dibico basketball & squash courts in Greenwich home.



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## Norwalk's Newest, Pinterest-Ready Community Wins HOBI Awards



The exterior architecture references colonial-era New England, while the living spaces have a modern vibe and a Wow factor that won three HOBI Awards this year.

The interior details of Windover, the new hamlet of eight homes by Silver Heights Development, could have been lifted from a Pinterest inspiration board: vaulted ceilings, quartz counters and smoked mirror backsplashes. The dishwasher and fridge are built into the cabinetry and the inside of the oven is a royal blue. White oak floors are of “character grade,” embracing their knots and imperfections.

“In the current market, luxury buyers, are fixated on finishes more than ever,” said Denise Walsh, of William Raveis Real Estate, who is marketing the homes. “Their choices are derived by what they see on Houzz, on Pinterest and on other style websites.”

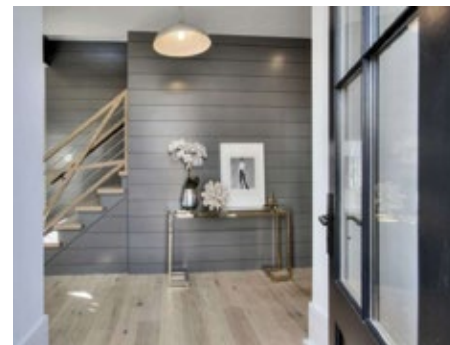
To cater to that need, the homes come with a finish-focused perk: a designer concierge service with Allie Wood Design Studio that helps pick out the color scheme and fixtures that best suit each buyer’s taste.

“Part of what these buyers are paying for is that architectural and designer expertise,” Walsh said.



The foyer of one of the saltboxes is paneled in gray shiplap. Once the domain of barns and historic homes, shiplap rocketed to popularity after being heavily featured in the television show “Fixer Upper,” and has become one of the most sought after features for both new construction and remodeled homes.

At Windover Common, the talented firm, Beinfeld Architecture, known for its evocative New England exterior design and imaginative, modern living spaces, created four saltboxes with asymmetrical sloping roofs of rough-hewn wood. The remaining four homes are shingled



On the first floor is an open living room and kitchen, with a separate HOBI winning butler’s pantry.

reminiscent of the Circa 1796 home across the street from the development.

The modern hamlet of eight homes are clustered around what is to become a “village green,” with the surrounding grounds containing meadows, a pond, and outdoor areas private to each home. Two of the homes had offers their first day on the market, and all but three were sold or deposit at \$1,35 million. Walsh believes the homes are in demand because they meet a need for relatively small, luxury, detached single family homes. ■

# denise walsh & partners

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# Selling New Construction in Today's Market

By Denise Walsh



As the wife of a retired builder, a Realtor and a buyer/seller over the years, I've had the advantage of being on all sides of the selling proposition.

From builder decisions, selections, accounting and project management responsibilities; to the promotion, marketing and sales responsibility of an agent; to the expectations of buyers purchasing new construction, whether from a paper listing, spec, semi-custom builds or new communities – the glue that binds us together is marketing.

Now, more than ever, it's difficult to gain, keep and cultivate buyer attention. Understanding and employing today's marketing trends can make a considerable difference in the growth, productivity and profit of your business.

## Market Changes: Buyers – their expectations & how to reach them

There have been huge changes in the types of buyers in Connecticut, their expectations, and their increasing devotion to fixture and finish related websites like Houzz and Pinterest. These factors, along with digital marketing/search vehicles like Zillow and Realtor.com have created a large shift to the expectation for immediate information, visual aids, and new types of communication and collaboration.

At the cross roads of higher building costs and buyer distrust, there is an undeniable need for new builder & real estate agent tools to build value, establish

trust, and generate and capture leads. The two biggest questions: What are the best tools and who manages them to avoid a marketing bottleneck?

Some large scale developers have absorbed the cost and time management by hiring experts for each component of branding, product marketing and visual creation for their companies and communities. For others, hiring an agent as a long-term marketing collaborator for projects, branding, managing visual creation

and lead management frees up time and takes advantage of reliable in-market experience. Either way, builders and agents will need to keep up to stay relevant.

## Emerging new construction marketing trends

### Collaborations

► Builder collaborations with designers and architects are being embraced by buyers, and assist builders in moving forward with emerging trends and styles. These collaborations increase the buyer pool; can elevate builder image; present co-marketing opportunities and garner additional recognition. (i.e. Beinfeld Architects and Silver Heights Development for the Windover project in Norwalk. ) They also assist in developing or enhancing levels of trust.



(continued)

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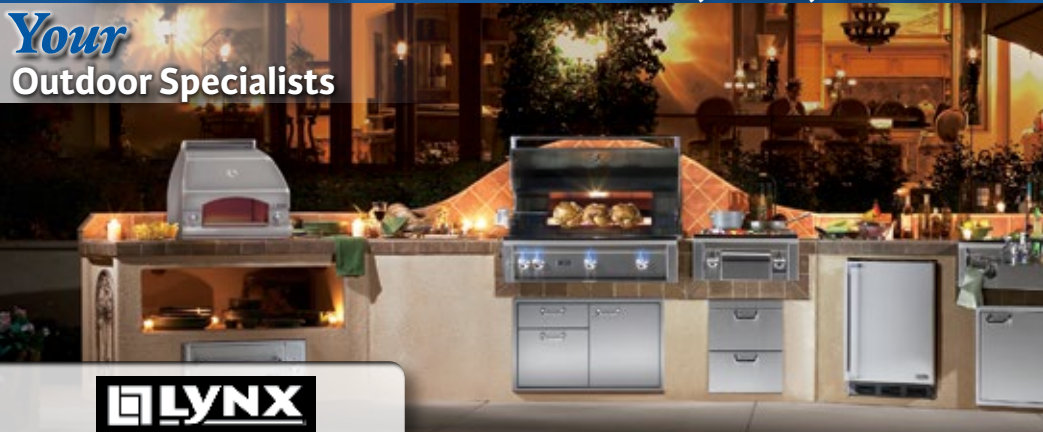
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## Selling New Construction in Today's Market

(continued)

- Collaboration with tile, plumbing and lighting vendors to create collections, on-site displays and images, as well as social media posts, enhances the buyer's engagement in pre-construction projects. HBRA members are some of the best collaborators in this respect. (i.e. Tile America with Danielle Bijanada of Love Where You Live Homes for the Village at Southport project in Fairfield).
- Real estate agents specializing in new construction now offer branding, social media, staging, signage, videos, books and data base management for BUILDER BRANDING as part of their ongoing collaboration.

### On-site

- Staging is probably one of the most important on-site changes in the industry over the last few years. Staging not only helps those buyers who are spatially or visionally challenged, but of utmost importance, it lays the foundation for the most professional and engaging photos, and lends a more fully immersive experience for the buyer.
- For completed homes or models: Hold "Live Pinterest" or other agent/buyer events that call out and emphasize your fixtures, finishes and craftsmanship to encourage greater participation. Every agent that sees and appreciates your work is an addition to your "sales force". Moreover, buyers are hungry for immersive, visual experiences and retain only 10% of what they hear but 60% of what they see.
- Social Media updates taken directly on site are more impactful for highlighting details, progress and sales.



- Sales Collateral including brochures are important even for pre-construction. Professionally printed with your bio, plans, survey, sample finishes, past projects, etc. These takeaways can include QR or Snap codes to websites. Signage, business cards, poster board/easels (I know it sounds retro) and brochures are still the least expensive for return on investment for the best buyer impression. Branded apparel, door mats, and materials complete the professional image.
- There is still no substitute for the builder/buyer in person meeting. The buyer feels doted on and becomes more engaged in the process. Buyers have a plethora of information at the tips of their fingers, so increasingly the trend is an expectation

of full sets of specs, brand names, warranty information, and if relevant, allowances.

- Buyers are increasingly looking for opportunities to customize. This trend, while time consuming and often at a cost, pays back with repeat and referral business.
- Lastly, the job site condition speaks volumes in the buyers mind. Especially in a community of new homes. More and more often, buyers feel free to walk on site without appointments. The subs should know to turn off the radio, clean up and/or take a break

from the loud saw, etc, especially during a showing. It's very impactful on the buyer's on site experience. Your job site is your showroom.



(continued)



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## Selling New Construction in Today's Market

(continued)

### Digital

- **Lifestyle videos** – millennial and empty nesters are likely moving to a different area or to a different lifestyle. Show them the advantages of the area and the lifestyle/amenities your home/community offers. (86 % of home shoppers learn more about a community through online videos). These are especially important if there is not finished product available yet.
- **Professional photos** – 95% View the photo first, with significantly less time on the following photos, and 20% not even bothering to read the written descriptions. Homes with professional photos sell 32% faster. Don't forget upon completion of pre-sold or custom homes to take professional photos for your website, social media and future palettes. Builder related searches on tablets grew 362 % year over year. Twilight photos, drone aerials, and virtually enhanced or staged photos are newer options that have gained popularity. Almost every form of marketing, digital and social media, is driven by the quality of the photos. Hence the rise in staging to create the best finished photo products and video that can be shared.
- **Websites** – Who are you, what have you built? Prove you are relevant with a builder website that validates you as the right builder/developer with a reputable history and include a call to action as well as a form to gather potential buyer data...Give enough to intrigue them, but not enough for them to make a decision without a builder/site visit. Project or community websites are equally important and are often available through your agent. (90% of



buyers searched the web for properties with an increase of 253% on real estate related searches 2013 to 2017).

- **Digital Product Presence** – there are great rewards for those who offer palettes of colors, selections, visual and physical samples. Dropbox Showcase is a great way to easily share your latest projects, palettes for a new home, etc. Especially important for pre-construction or communities.
- **Social Media** – Ephemeral content may be short-lived content but with 10 billion daily video views, Snapchat is a marketing platform that is hard to ignore. Another example is Instagram – perfect for a quick update as home / community progresses or to show off a finish. Facebook Live is another real time option with live streaming. With 3.2 billion photos being shared every day, visual content is important. Pinterest and Houzz continue to drive the finish-fixated buyers list of “wants” and is an excellent collaboration tool for builders and buyers during construction. Both are also branding and public relations tools for builders, the trades, vendors and agents.
- **The faster, the better** – buyers are impatient for information, so sharing information on your home, community

or brand should be readily available, with links or emailable PDFs. Having a PDF or “flipbook” digital copy of your brochures allows for immediate view by the buyer, whether they are looking on a phone, tablet, laptop or (gasp!) a computer.

- **Watch as VR (virtual reality)**, AI (artificial intelligence) and image recognition edge their way into the industry!

---

*Denise Walsh was recognized with a 2018 HOBI Award as Salesperson of the Year. She is a realtor with William Raveis Real Estate, specializing in NEW CONSTRUCTION in Fairfield County, and she has been recognized in the top 3 agents company wide. For twenty years, Denise Walsh & Partners, a team of six dedicated agents, has worked with builders on single family and condominium developments, custom and spec homes, raw land and tear downs. She and her team are currently marketing two HOBI winning communities – the Village at Southport for Love Where You Live Homes and Windover for Silver Heights Development. ■*

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# The Housing as a Service Revolution Has Begun...

As more Americans stay put, home builders are taking on a new role – home maintenance

As we addressed in a Part 1 article in the summer issue, American mobility trends show a long downward trajectory in the rate people move. In fact, 89% of Americans are not moving from their present home or rental apartment.

What's clear is that a key ingredient of what causes people to want to move has lost momentum, and continues to lose traction.

For young adult millennial home buyers – a first-time purchase of what we call an “entry-level” home is more than that. In fact, in a significant number of cases – perhaps more than two out of five – a first-time buyer's entry-level home is also a first-time move-up, second-time move-up, and a 55+ home, all in one fell swoop.

Census Bureau's American Housing Survey, 44% of homeowners still live in the first home they purchased. We believe this figure is far higher than what a sample of housing professional estimates would produce.

- ▶ In fact, 44% of the homes you're selling to Millennials may be the home they retire in and spend 55+ years in. So, land position, design, flexibility, and durability re-map themselves as priorities, values, and non-negotiables.
- ▶ Secondly, we know remodeling is fast becoming the “new-home” option for many from the latest Leading Indicator of Remodeling Activity release by the Joint Center for Housing Studies at Harvard.

“Despite continuing challenges of low for-sale housing inventories and contractor labor availability, 2018 could post the strongest gains for home remodeling in more than a decade,” said Abbe Will, a research associate in the Remodeling Futures Program at the Joint Center.

- ▶ Homeowner expenditures on improvements and repairs will rise 7.5% in 2018 from last year to approach \$340 billion, according to the Leading Indicator of Remodeling Activity (LIRA).
- ▶ The critical take-away, however, is probably the one that will cause a reflexive dismissal. It's this:

If you look at a first-purchase new home on a piece of property as an opportunity to have a lasting, highly-profitable relationship, not only with the buyer, but with the resident who'll need services, upgrades, additions, replacements, remodels, etc. on that home, perhaps through an entire adult life, you're in a different, more resilient business.

You've got all the data on people making the biggest financial decision of their lives. Why not continue to leverage it into helping them make their lives what they want in the home they love?

Here are two Connecticut builders who are doing just that.

## Wright Homeworks

- ▶ Wright HomeWorks is a dedicated division within Wright Building Company. Its focus is primarily on high-end additions, home renovations, and repair work.
- ▶ **Home Renovations, Repairs & Additions**  
The HomeWorks team provides an exceptional attention to detail regardless of project size. You can call them anytime for a quick repair, preventative maintenance or a complete renovation or addition.
- ▶ **Estate Management**  
HomeWorks starts by assigning a Home Care Manager who will be your personal contact for all of your upkeep and maintenance needs. Plans include all coordination, scheduling and supervision of skilled workmen who will be servicing the property.

## Dibico Construction

Dibico Home Management entered the HOBBI Awards this year with their innovative direct delivery marketing program, *the gift of time!* A poem lightheartedly addressing the headaches involved in maintaining a home is delivered in a white box with a clock in it and the message:

“Let Dibico Home Management give you back the one thing money can't buy . . time!”

Dibico's website promotes “an entire menu of concierge services.” They define Home Management this way: “Like any significant asset, a luxury home needs to be more than simply maintained – it needs to be managed. Routine home maintenance can increase your home's value up to 2% annually and cut energy costs by up to 10%.”

They go on to say, “Dibico Home Management is the program we created in response to demand from our custom home clients. They didn't want a parade of different vendors. They wanted one company they could trust with everything and anything to do with their home. With Dibico you have a personal project manager. Not an account rep, or a handy-man, but an experienced builder whose sole responsibility is to ensure that the beauty and integrity of your home is protected.” ■

## How Technology Is Changing the Way People Buy & Live in Homes

Smart technology for the home is developing at warp speed. . . and knowing the difference between expensive and affordable products is key. Smart home technology is not just at the luxury level anymore.

### Smart Tech Safety & Security Features

Beyond a basic home alarm system — what about water and leak detection? Using sensors, the house can send an alert to the homeowner's phone that water is collecting in the basement, or that there's been a spill or overflow in the kitchen or bathroom. Similarly, a wireless connection to a smart device will reveal if they've left the garage doors open or forgot to lock the back door. A function called geo-sensing lets the house know where the owner is, so if he or she is not on the premises and left the lights on, the house can send an alert, and ask if it should turn them off.

### Kitchen & Bath Tech Trends

There are luxurious upgrade technologies like smart-glass mirrors with integrated TV projection in the bathroom. In addition to media, smart mirrors can be touch- or voice-controlled, turning them into a virtual desk top screen. Currently, the #1 request in home technology is audio and visual technology, followed by lighting.



At KBIS, there were all kinds of connected appliances on display, and everything seems to have Alexa built into it. Some smart refrigerators are equipped with an interior camera, so if you're at the supermarket and you forgot what you have or what you need, you can look inside the fridge via a phone app. You can get alerts if the unit needs service, or if you need to replace the filter. Some have screens that can be connected via Wi-Fi to check email, see who's at the front door.

"Technology is solving the challenge of everyday inconveniences with the integration of smart home products," says Elio Vetrini, who with his father, Vinnie, owns County TV & Appliance in Stamford.

**Smart Lighting** - One of the most important trends is smart lighting. An attractive keypad allows you to control



"In addition to smart kitchen appliances, we supply smart home technology that allows a person to monitor their front door, thermostats, music and much more – all from a central or remote location. Products such as Ring, Nest, Control4, and SONOS just to name a few, are giving people the opportunity to achieve their goals by helping to enhance an individual's lifestyle. As a retailer, we are giving people the ability to command their appliances with a swipe of a finger."

– Elio Vetrini,  
County TV & Appliance



your lights, and some keypads can be connected to a smart watch, so you can control lighting or other home systems right from your wrist.

### Builder Chris Wright on Home Technology

In a recent NKBA webinar series, builder, Chris Wright of WrightWorks LLC in Westport, CT, discussed the integration of current and emerging technologies for the home.

“My values as a business owner have evolved over time,” Wright observed. “I started as a passionate craftsman, and I thought that all I needed was for my craftsmanship to speak for itself. Then I hooked up with a great designer and realized how my craft looks better in good design, and my craft makes good design look better. Similarly, professional-level technology integration becomes more important. It takes great design, great craft and great technology integration as well, to make a great finished product.”

### The importance of a Team

According to Chris Wright, every home has some sort of integration, and to do it right, you need a home technology specialist involved early. “I don’t have to be the tech expert, I have to be the facilitator. I can recommend someone who knows technology and system integration, and that makes everyone happier. Clients will spend on technology in addition to aesthetics.”

Innerspace Electronics is a 30 year old integrated control systems provider and winner of a HOBI Award this year for Best Home Technology.

“We have had the opportunity to implement new Smart Technology for many years,” said company owner, Barry Reiner. “We specialize in control systems that provide audio, video, lighting controls, lighting design, lighting fixtures that replicate natural light, motorized



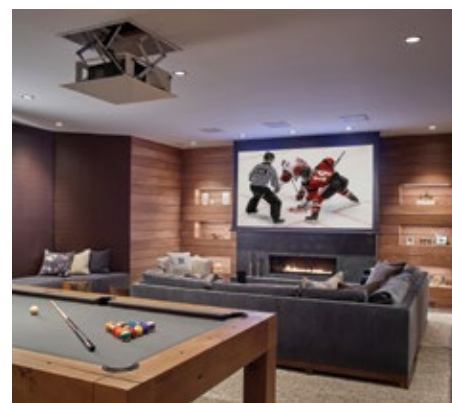
The rooms pictured are in HOBI winning homes built by SBP Homes with home technology by Innerspace Electronics.

window treatments, motorized exterior bug screens, secure networks and many other residential Smart Technology features.”

Barry went on to explain, “We work with clients, custom builders, architects and interior designers to thoroughly design and draft all of the aspects required to produce a capable wired home that will stand the test of time and provide the infrastructure so that new technologies can be added in the future. It is important for us to be engaged early in the process so that we can design and draft these systems, making the bidding process and coordination with other trades more efficient and accurate. Technologies on the horizon include voice control, with natural speech patterns, and Artificial Intelligence (AI) that will monitor clients patterns to make decisions on how these systems perform.”

### Talking with Clients

Begin by asking your clients how they will use the space. Do they want to know if they left the garage door open? Do they want to adjust the temperature? Heat? Lighting? Stream music?



“Distributed audio is the bare minimum now,” said builder, Chris Wright. “Prepare in advance to be able to deliver lots of options. Everything wants to be connected to Wi-Fi. Security is important, as are app-controlled heating and cooling.

“It’s the same as early smart phones,” he continued. “At first I thought it was ridiculous to have a phone in a camera... what did I need that for? Now it’s a standard, and an expectation. And the cameras are getting better. Clients will spend more as they realize the usefulness of the technology.”

It's not a matter of necessity. Technology is all about the experience and the convenience! ■

# Great Builders and Great Windows Go Together



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## Builder News

### Hartford County Builders Frustrated at Connecticut Economy and Weak Single Family Housing Demand



Santini Homes specializes in town-house rental development, but company president, Eric Santini says Connecticut's sluggish economy and weak demand for single family housing, slashed his family's single family production this year to one unsold spec in Ellington. In an effort to sell the 3,745-square-foot, five-bedroom, 4½-bath \$699,500 home, he has added 500 square feet of living space and other amenities without increasing the price.

Santini is not alone in sweating out a for sale housing slump that, coupled with rising tariff-related costs for imported lumber and other building materials, higher municipal permit fees, and a labor shortage in certain housing trades, has drastically cut new housing starts.

While the number of permits issued during the first half of 2018 (1,922) is ahead of last year's pace, it is well behind benchmarks set in 2016 and 2015.

Southington home builder Tony Denorfia, AA Denorfia Building & Development, has the capacity to build 24 homes annually, but this year, as in recent years past, the company will build 14 pre-sold houses priced from \$440,000 to \$600,000.

As more Millennials choose to stay with their parents, focus on building their careers and pay off student-loan debt, the old pathways to homeownership have atrophied.

To take up the slack, Hartford County builders like Santini, Denorfia and incoming state HBRA President, Chris Nelson, keep building apartments. Denorfia is constructing the 45-unit, first-phase of his company's Winding River Apartments in Southington. Eric and Kevin Santini are busy finishing a fresh batch of rental townhouses in their Deer Valley North development in Ellington; and Chris Nelson is completing Highcroft, Landworks Development's second successful one and two bedroom luxury apartment development in Simsbury.

Even if housing demand shot up tomorrow, the town building and zoning approval process would take months before builders could begin site development, including installing utilities and paving roads.

Central CT HBRA CEO, Eric Person estimates that 25 cents of each dollar of a newly built home is tied up in satisfying local, state and federal regulations and building-safety codes.

### Canal Crossing – Best Mid-Rise Rental Community & Best Amenity



Canal Crossing will have 393 apartment units when the community is completed. Millennials between 22 and 35 years old make up about 75% of the residents.

In addition to an outdoor pool and clubhouse, Canal Crossing is Dog-Friendly. The community won 2018 HOBI Awards for Best Rental Community, as well as Best Community Amenity for its dog park.

In a recent survey conducted by Harris Poll, it was found that for 33 percent of Millennials, a dog friendly home is one of the main motivators in their buying decision. A yard for a dog to run and play is a better fit for many would-be dog parents.

*(continued)*



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## Builder News

### T&M Building Co. Groundbreaking for Glastonbury Glen

On June 27, the groundbreaking was held for Glastonbury Glen, T&M Building's new development of 18 single family homes on a 15.5-acre site off Orchard Street in Glastonbury. Over 60% of the land is being preserved as open space.

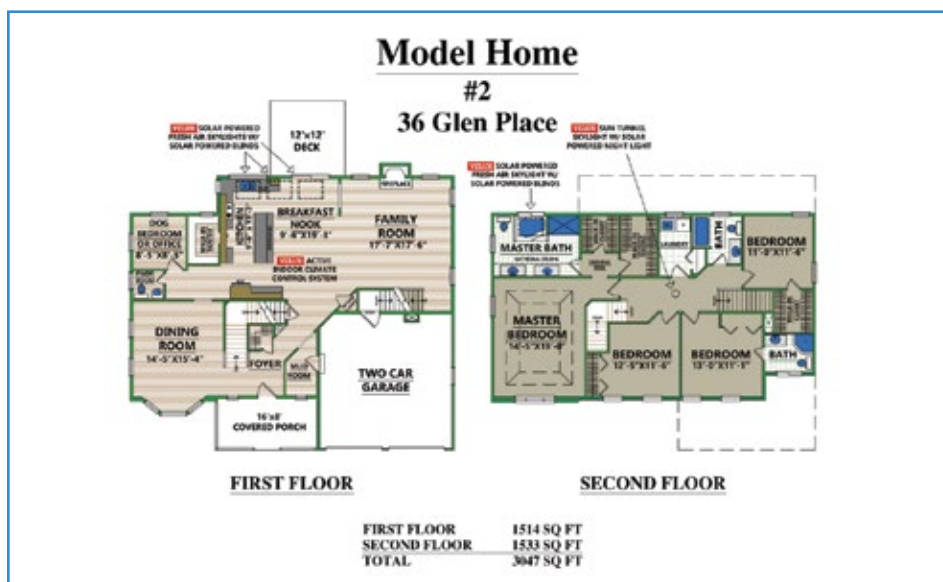
The groundbreaking took place where T&M Building Co., Inc. is about to begin construction on the development's model home, a 3,047 square foot "Senator Farmhouse." This four-bedroom home features an open floor plan with extended kitchen area and three oversized skylights, an 8-foot island, and a walk-in pantry.

### Rhode Island Developer Begins \$200 Million Avon Village Center Project

On July 31st, Carpinato Group, of Johnston, R.I., received unanimous approval from Avon's planning and zoning commission to begin construction on the first of 11 buildings totaling about 300,000 square feet on 61 acres of Avon Village Center's 96 acres near the intersection of Albany Turnpike/Route 44 and Hopmeadow Road/Route 10.

Avon Village Center will eventually encompass 170,000 square feet of retail; 17,000 square feet of office; and approximately 114,000 square feet of residential.

Carpinato Vice President Joseph Pierik said he's optimistic they will be in the ground by October 1st.



Included in that first phase, is a 90-unit apartment community that will feature a range of unit sizes and rents. Also, office space will be above some portions of the ground-floor retail and restaurant spaces. Avon Village Center is an extension of some two decades of planning by Ensign-Bickford Corp., a historic Avon employer that sold the acreage to Carpinato in 2011. Ensign-Bickford is not a project partner.

"The economic development implications for Avon and this region are huge. This project will allow area residents to find things that they previously had to drive some distance to get.

In addition, the restaurants, recreational and performance venues will be a big boost to the area."

- Hiram Peck, Avon Town Planner

(continued)

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## Builder News

# Randy Salvatore Predicts Successful Project for Downtown Hartford

'I Don't Have Any False Starts' says the New Canaan developer who won a HOBI Award for his skillful renovation of Hartford's historic Goodwin Hotel



After years of delay, the city is moving ahead with plans to convert a series of vacant lots north of downtown into apartments, retail space and parking structures.

New Canaan developer, Randy Salvatore, envisions 800 housing units and 60,000 square feet of retail space – including a grocery store – on the parcels circling Hartford's minor league ballpark. Construction on the \$200 million project could begin as early as next year.

"We saw the potential for mixed-use development creating vibrancy that is connected to downtown but has enough scale to create a community unto itself. I also believe there's been a massive urbanization that has happened across the country and Hartford is in the earlier innings of that urbanization.

We will start one apartment building, and then as that building is finished, we'd start the next one so there is a constant delivery of apartments over the next five or six years. The advantage is that you build momentum within the development and you create a scale type of environment and a community as it starts to near completion. And then you become a destination development."

## Amenities in the Downtown North development

Randy explained, "Live/work spaces are really critical. Pet resources are really important. Rooftop terraces, rooftop gardens – sustainable features – are really important. We will do a lot with landscape features, because you want to marry the inside and the outside of these apartments. Obviously, we will have the normal communal spaces that any development like this would have."

**Entertainment options** – "perhaps a cinema in the building, perhaps some other sporting types of things. I'm trying to create amenities that will bring people together and create a community."



A rendering of the proposed development for Hartford's Downtown North neighborhood. (Handout/RMS Companies)

**The ballpark is an unusual amenity. How do you see it fitting in the project?**

"What we envision is having a really fantastic rooftop terrace so that people can celebrate while the games are going on, on a nightly basis, and barbecue and have other congregating areas out there. But just the fact that you can walk across the street to a baseball game is a huge amenity.

**Projects in Hartford sometimes generate a buzz and then cool off. How do you expect to keep the momentum going on Downtown North?**

In our original proposal ... we had our first phase breaking ground on May 1, 2019. I still believe that is possible if the city is interested. So far the feedback we have gotten from the people we've talked to ... is that there is excitement to move forward on this. This was a vision for the whole project. The ballpark was the first phase; the other phases were to come after that. We can go as fast as the city is willing to go and that will create the momentum.

**What do you say to skeptics of the Downtown North project?**

"My track record in the past, I think, is evidence of ability to execute. I don't have any false starts. If we're going to do something, we go ahead and we do it. When you talk about Hartford, there are people who said the Goodwin didn't make any sense to do. People said, "Why are you ... refurbishing a hotel in Hartford?" Well, we did it and it has been successful. We have a great restaurateur there now. I think there is proof in the pudding."

(continued)

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## Builder News

### Toll Brothers Benefits from Low Housing Inventory & Strong Affluent Buyer Activity

Toll Brothers exceeded previous expert predictions for the quarter. The average price of its homes grew more than seven percent year-over-year. On the stock market, the company's shares increased more than 11 percent, but is down 20 percent annually. Toll Brothers executive chairman Robert Toll said in a statement that the company anticipates more growth for the new home market in the coming years, citing trade-up, empty nester, and millennial buyer groups.

Shares of home builders have tumbled this year on higher costs for labor and materials, particularly lumber, and as a rise in mortgage rates has discouraged some buyers. Lumber prices surged to an all-time high in May, driven by a trade dispute with Canada, wildfires and limited rail capacity, before pulling back this summer. Mortgage rates, meanwhile, have also hovered near multiyear highs, a shift from a period of ultracheap loans to a higher-rate environment that could squeeze first-time buyers.

Both new and existing-home sales have slumped this year — worrisome trends for investors who consider housing a crucial indicator of overall economic health.

### Minnesota Supreme Court Sides with Developer on Impact Fees

A new ruling from the Minnesota Supreme Court sided with a local developer arguing that he should not be financially responsible for future road improvements for a planned housing development.

David Siegel, executive director of trade group Housing First Minnesota, says, “This is a landmark decision ... This is an example of how difficult it is to fight city hall.” The Star Tribune reports that the decision may relieve concerns about affordability for both homebuyers and builders, as fees to pay for infrastructure are typically levied by municipalities before development can begin.

Housing First Minnesota represents more than 1,200 housing professionals and suppliers, and views municipal fees as an issue of paramount importance. Siegel explains that some fees are necessary, but account for 25 to 30 percent of the cost of a new home, impeding affordability efforts, “The challenge is balancing the cost of development with the cost of homeownership.”

Martin Harstad submitted plans in 2015 to build about 180 homes in a Woodbury development called Bailey Park. He filed the suit in January 2016 and put the plans on hold after city officials said they wanted an additional \$1.3 million in fees — about \$7,000 per house — to help fund future improvements in other parts of the city. Jason Egerstrom, a spokesman for Woodbury, said the city is evaluating the impact of last week's decision. “We look forward to working with the building and development community to provide high-quality neighborhoods, while ensuring development costs will not be borne solely by the city's taxpayers,” he said.

### Design-build to deliver almost half of US projects by 2021

New research from consulting firm Fails Management Institute (FMI) indicates that the design-build (DB) delivery method, where an owner contracts with a single entity to perform both design and construction, is quickly gaining traction in the industry. According to the June 2018 “Design-Build Utilization” report, Design Build will represent nearly half, or 44%, of construction spending put in place across many market segments by 2021.

#### No longer the “alternative”

Design-build has become an attractive option to homeowners wanting to tighten up budgets and/or timelines, according to the study. Many homebuilders offer a design build option to custom clients, either with their own in house design or in partnership with an architect or designer.

### Will 55+ Adults Buy New or Remodel?

Overall, more Americans are staying put longer than they used to, and older Americans are a big part of that trend, as tenure in homes people own has been on a steady post-Great Recession rise since 2009. What's more, Tax Cuts may dampen enthusiasm among 55+ers from moving into new homes, especially if their property and local tax exposure goes up and their mortgage interest deductibility cap goes down.

## Lumber Market Update

by Frank Sanford, Sanford & Hawley, Inc.  
Quality Building Materials Since 1884



Over the past four months lumber and panel prices peaked in early June, rallied briefly during the month of August and then continued to decline into September.

### What has happened?

Since May, Douglas Fir is down 19%, while KDSFP is down 21%. Douglas Fir plywood is down 7% and OSB is down 18%. KDSFP is currently at a slightly larger discount of 7% to Douglas Fir, this is still a smaller than normal discount.

### Why has this happened?

Supply finally caught up to demand, or did demand drop to meet supply? Or more likely a little of both happened.

### British Columbia

The annual allowable cut and hence production is still dropping in BC and is exacerbated by this year's record setting forest fires. Although interruptions to timber supply this summer have been less than last years.

### Forest Fires

This year's forest fire season has been less disruptive than last years. Salvage logging is going on in some areas. Fires in the U.S. have not been quite as large as last years, although in British Columbia they set another record after last year's record setting fires.

### Hurricanes

This year's hurricane season has also been less disruptive as I write this. While Hurricane Florence has caused major floods in the Carolina's which will cause short term interruption to lumber and panel manufacturing in the region, this will also cause a short term drop in construction in the area. The relatively low winds from the storm have not caused much damage to timberland, thus long term supplies will not be disrupted.

### Transportation

Transportation shortages have eased a bit this year. These will crop up again in periods of heavy demand and/or extreme weather.

### Imports

Lumber imports continued to increase, primarily in European Spruce species. While these are generally very nice in appearance, strength varies significantly from species to species and all are weaker than domestic and Canadian KDSFP. Be sure to refer to the appropriate span tables if you use these. Imports of framing lumber are still insignificant compared to the volumes from Canada. Tariffs are beginning to hit imports from China. These are principally finished plywood and cabinets.

### Lumber Cartels

To the best of my knowledge there are no lumber cartels operating in Canada where they are legal. Cartels are illegal in the U.S. The Canadians did have a powerful lumber cartel operating in the 1970's and 1980's when much lumber was shipped by water from Vancouver to east coast ports including New Haven and Bridgeport. Three Canadian shippers controlled the production of their member mills, shipped lumber to the east coast and controlled its distribution through wholesalers. Wholesalers were given a weekly quote to sell, if they didn't sell it, next weeks quota was reduced. Thus supplies at the dock were always tight no matter how much lumber was actually there. I recall getting prices on a Friday from these wholesalers and being told "these prices are good until 5pm today only, if you wait till Monday prices will be higher." It was rumored that the three shippers had lunch on Thursday and set prices for the following week.

### Conclusion

You can ignore my conclusion given that last issue's conclusion was way off. At this time we are heading into a slower time of year. Prices are likely to fall and then stabilize as we approach the end of the year. ■



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## The Future of Housing: Technology Dominates New Construction

With huge numbers of new construction, today's market of new homes looks radically different than ever before

By John Tarducci, MIRM, Senior Vice President, New Development Services, William Raveis Real Estate, Mortgage & Insurance



**S**elling homes is the best it's been in over a decade, with eager buyers ready to spend told dollar to secure the home of their future.

This hungry market has led to growth in housing prices that is, at its best, a boon for sellers, and, at its worst, completely unsustainable.

In recent quarters, housing prices have risen significantly faster than wages—meaning eventually the majority of buyers will simply be priced out of the market. This will drive down sales, which will drive down prices.

We've already seen this phenomenon start in New England—with Unit Sales starting off the year down in most states. This is mirrored in buyer behavior; according to the National Association of Home Builders (NAHB), the average buyer has been actively searching for a home for more than three months. For most of these buyers, they simply cannot find homes with the features they want, or they cannot find a home at a price point they can afford.

Interestingly, NAHB's survey found that the one option not on the table for these buyers was giving up; only 16 percent said that that was their next option. For first-time homebuyers, low levels of existing inventory mean new construction could very likely represent the future of homebuying. This proposition represents significant perks for buyers over purchasing existing homes: personalization, efficiency and built-in technology to name a few. Some builders are prewiring homes for Wi-Fi compatibility, while others are going so far as to build digital assistants into homes.

Looking forward to what trends will drive new home construction in the next two decades, Porch.com analyzed Census data to see what home may look like in 2036. To start, they look at common characteristics of homes built in 2016, the main findings were that the average house was 2600 square feet and sold for an average of \$198,000. Of those homes, 44 percent had three bedrooms, 93 percent had central air conditioning, 65 percent had a porch and 70 percent had a washer and dryer on the first floor.

Based on these findings, and forecasting from past housing trends, Porch.com's analysts predict that in 2036, the majority of homes build will have four bedrooms, 100 percent of homes will

### Connecticut Monthly Housing Permits by Type January To June – Year over Year: 2016, 2017 and 2018

Total Units	1-Unit	2-Units	3-4 Units	5+ Units
145	100	0	3	42
412	105	4	3	300
531	219	2	0	310
299	147	6	0	146
350	153	8	7	182
468	219	30	9	210
<b>2,205</b>	<b>943</b>	<b>50</b>	<b>22</b>	<b>1,190</b>
<b>100.0%</b>	<b>40.0%</b>	<b>1.5%</b>	<b>2.0%</b>	<b>57.0%</b>

Total Units	1-Unit	2-Units	3-4 Units	5+ Units
290	161	0	0	129
157	100	8	0	49
326	146	14	4	162
208	150	16	0	42
303	158	4	6	135
324	200	2	6	116
<b>1,608</b>	<b>915</b>	<b>44</b>	<b>16</b>	<b>633</b>
<b>100.0%</b>	<b>52.7%</b>	<b>2.9%</b>	<b>0.5%</b>	<b>44.0%</b>

Total Units	1-Unit	2-Units	3-4 Units	5+ Units
297	109	6	4	178
452	115	18	3	316
285	147	4	4	130
263	164	6	3	90
329	178	2	18	131
296	196	4	6	90
<b>1,922</b>	<b>909</b>	<b>40</b>	<b>38</b>	<b>935</b>
<b>100.0%</b>	<b>47.3%</b>	<b>2.1%</b>	<b>2.0%</b>	<b>48.7%</b>

### January to March Year-To-Date Comparison

2016	2017	2018	% Change	
Total Units	2,205	1,608	1,922	19.5%
1-Unit	943	915	909	-0.7%
2-Units	50	44	40	-9.0%
3-4 Units	22	16	38	137.5%
5+ Units	1,190	633	935	47.7%
<b>Total</b>	<b>2,205</b>	<b>1,608</b>	<b>1,922</b>	<b>19.5%</b>



have central air conditioning, 68.5 percent will have no fireplace, 42.5 percent will have two full bathrooms, 60.5 percent will have a washer and dryer on the second floor or higher. By 2036, the average square footage of homes will be 2,985 and the average list price will be \$259,023.

These forecasts represent only a small piece of changes to new home construction—by 2036, there could be a host of other changes that occur. State and local governments could mandate certain levels of energy efficiency, making solar panels a norm on new construction. Or, consumers could come to expect connected homes—where technology automates everything from lighting to air temperature to convection oven controls. Ultimately, the market for new construction is constantly evolving, and where it goes in the next twenty years will be significantly influenced by the integration of technology into all aspects of daily life.

### Single Family Unit Sales Decline in First Half of 2018

Single-Family Home Sales decreased 3.1 percent year-over-year ranging from a New London County at 6 percent decline in New London County and 4.3 percent decline in Fairfield and Middlesex counties, Windham County at - 3.6 percent, New Haven County at - 3.3 percent to Hartford County at - 2 percent. Sales in Tolland County increased 1.1 percent, while Litchfield County increased 0.2 percent.

Average Sales Price for single-family homes in Connecticut increased 1 percent and Average List Price increased 1.1 percent, while Months of Supply fell 4.6 percent and Price Per Square Foot increased 3.9 percent.

### Conclusion

In conclusion, supply continues to present an issue for today's market. While there is no shortage of buyers ready to engage in the market, there is a shortage of homes that are within their budget and have the amenities they're after. This presents a huge opportunity for new construction: for builders with the eye on trends, building homes that meet buyers evolving needs will make construction starts successful. From increased square footage, to technology upgrades and amenities like central air and ground-level laundry rooms, builders would do well to listen to what today's buyers want. ■

## Small Houses Appreciate Faster Than Larger Ones

Small more affordable homes are not only in demand, their prices tend to rise quicker than those of their larger counterparts, according to a new report from NerdWallet, which looked at Realtor.com data for home sales in 20 of the country's largest cities over three years.

Meeting that demand is another story! According to real estate website Trulia, entry-level homes make up 27% of its online home searches but only 21% of listings, whereas higher-priced homes accounted for 44% of searches and 55% of listings. In Connecticut, that percentage is much higher!

Homeownership data supports the notion that home-buying activity among newcomers to the market is in a holding pattern — despite plenty of demand. More than a few factors have been attributed to this trend: shortages of lots and labor; a stringent regulatory environment; and a recent uptick in mortgage rates..

Still many of the country's largest builders are offering new product lines that feature smaller footprints and fewer features to attract price-sensitive, entry-level buyers, with D.R. Horton, Meritage Homes, Toll Brothers and Ashton Woods among them. ■



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## Business Product News

### Bender Opens 21,000 SF State-of-the-Art Showroom in New Haven Mill River District

Since 1946, Bender has grown to six showrooms & 200 employees throughout the state

In an era of big-box stores, Bender Plumbing Supply of New Haven — now known simply as Bender — is a thriving fourth-generation family-owned business specializing in plumbing, lighting, cabinetry, HVAC, decorative tile and stone. Bender is also a leader in the Connecticut home building industry and a strong supporter of the HBRA, many of whose members are loyal Bender customers.

In July, Bender celebrated the Grand Opening of their spectacular new 21,000 sf showroom at 335 East Street in New Haven, and Mayor Toni Harp attended the ribbon cutting. Nina Bender hosts an enchanting You Tube video tour of the new showroom at [www.benderplumbing.com/locations/new-haven](http://www.benderplumbing.com/locations/new-haven) for CT Style.



When it came time for the company to upgrade its New Haven site in the Mill River District, space constraints and limited renovation options presented a fortuitous opportunity for Bender and the city to work together in showcasing modern home ideas in a century-old building.

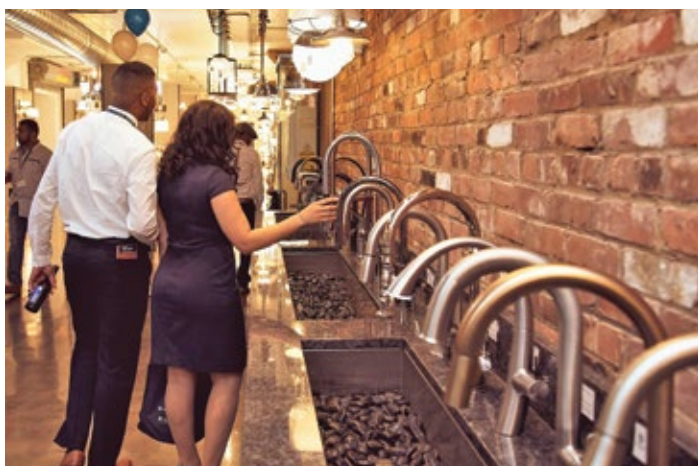
#### Public private collaboration

The city was in the midst of an economic revitalization of the Mill River light-industrial district, and business retention and new business development were crucial to this initiative, so when Bender approached the city about building a new showroom, and said the company was committed to investing millions of dollars, the two entities collaborated.

"When you look at a kitchen or light fixture, you say, 'What's it going to cost me?'"

So we make it easy for our customers, with price tags throughout the store. Downstairs there are tons of vignettes with working showers and showerheads. You get to touch it and feel it and try it out to see if you like it."

- Nina Bender



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## Business Product News

## Bender Opens 21,000 SF State-of-the-Art Showroom

(continued)

## City Incentives

Under their Façade Improvement Grant program, the city reimbursed Bender for a substantial share of the improvements that it made to the outside of the building. New Haven's Property Tax Assessment Deferral Program, meanwhile, provided another incentive for Bender. It freezes property tax assessments on rehabbed properties to their pre-rehabilitation values, phasing them in over time. For its part in invigorating the city economy, Bender has doubled the 28 employees at the New Haven site before its expansion. Approximately 30 percent of these employees are New Haven residents.

"Bender has found a niche where they compete very well," said Steve Fontana, one of the city's deputy directors of economic development. Fontana believes that Bender sets itself apart from

competitors with quality, service and name recognition, working directly with builders and contractors and nurturing long-term relationships.

"Our philosophy is to keep growing, and improving the customer experience for our builders and the public."

- David Bender

"When I took over the business from my father, we had six employees and one location," said Bender. "Now we have six locations and a team of 200 employees who are tremendously skilled, hard-working and have a passion to succeed."

## View New Sophisticated Kitchen at Clarke South Norwalk

Clarke in South Norwalk continually offers designers and homeowners new reasons to visit the award-winning Sub-Zero/Wolf/Cove showroom. Known as the place in Fairfield County to visit for kitchen design inspiration and valuable knowledge about the latest kitchen technology, Clarke has just unveiled a sophisticated take on fine furniture and a functional home workspace. The stunning newly remodeled space helps discerning homeowners imagine new ways to integrate a kitchen into the living area in their home.



appliances in ways that inspire both designers and homeowners." In fact, the beautiful cabinets, countertops and rich finishes used in this project show off 8 different Sub-Zero and Wolf appliances in a small space.

The new space artfully combines buffed, high-gloss walnut, antique mercury mirrors, brass, and antique silver metal finishes. While not large, the design exemplifies the idea that a kitchen can be successfully integrated into the living area of any home. To do this, the team

chose to design the cabinetry using furniture details that defined each work center of the kitchen as a furniture piece.

A stunning, custom-brushed brass island countertop, paired with distinct furniture and Sub-Zero and Wolf appliances create a very special space, inspiring designers and their clients to think out of the box about connecting a kitchen with the space beyond.

(continued)



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## Business Product News

## View New Sophisticated Kitchen at Clarke South Norwalk

*(continued)***Exquisite Finishes and Details Make the Difference**

Within each bank of cabinets, each cabinet is separated by a buffed high-gloss walnut vertical leg. The high-gloss leg was stained and then glazed using a second color and features a soft curved foot at its base. Using the glaze color found in the wood grain of the walnut legs, the cabinet doors and drawers feature a hand-painted satin brush stroke paint application. This technique was used to add texture while softening the look of the high gloss finish. At the toe space of each section a horizontal element also featuring the buffed stained walnut adds definition to the furniture concept while completing the furniture concept.

The Sub-Zero Refrigerator and Freezer, as well as built-in Wolf Coffee System and Wolf Microwave ovens are incorporated in a tall wall block. Below the coffee system a pull-out countertop is provided as a work surface, while the microwave is close at hand for reheating. The refrigerator and freezer are clad in matching panels designed to look like a furniture armoire. The face panels feature curved mullions mounted to antique mirrors with a row of what looks like four pull-out drawers below. These simulated drawer heads are adorned with a classic furniture ring pull. This hardware ring is repeated in several areas throughout the design tying the home workspace together.

“The free-standing island with its 2-1/2” thick custom brushed brass countertop is a favorite for visitors,” said Barallon. “It is totally unexpected and visually connects with everything in the space.” The island is designed and built as a chest of ten drawers



similar to a low-boy side board. The chest is totally finished in the buffed high-gloss walnut finish and stands well above the floor on four vertical legs. At the base of the chest, instead of a storage shelf, the graceful heavy mullion detail, found on the face of the refrigerator and freezer, is repeated. At the intersection of these curved mullions, a diamond-shaped joining block is finished in a gun metal metallic paint.

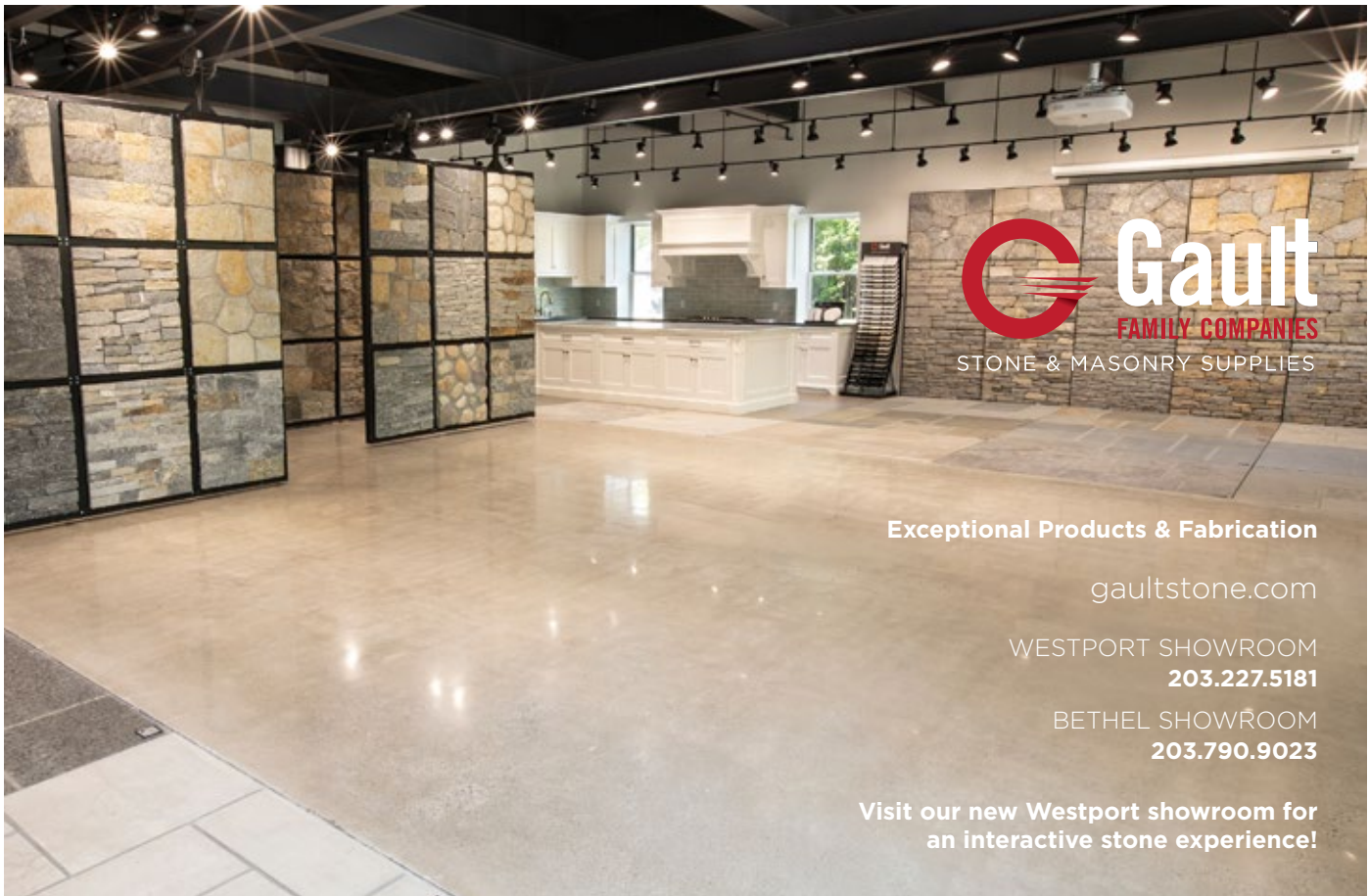
Other furniture appointments include arched mullions and antique mercury mirrors. Both brass and antique silver metal finishes have been added as “jewelry pieces.” Using a neutral palette, each wall was first surfaced with a textured 12” x 24” stone porcelain tile installed in a brick pattern. This subtle application was specifically selected as a backdrop allowing the furniture pieces to be featured.

Tahiti Quartzite was chosen for the cook top and sink section countertops, and an effort was made to use no wall cabinets, but rather use illuminated floating shelves that provide both easy access storage of dishes and glassware, as well as display space you would find in a living room at home. All elements combine for a stunning transitional design that could be emulated in a small urban space or expanded upon in a gracious, expansive home.

**You’re Invited to Be Inspired!**

Both designers and homeowners are invited to stop by Clarke’s SoNo showroom to browse this new kitchen (and more than a dozen others) or visit [clarkeliving.com](http://clarkeliving.com) to make an appointment for a personal tour of the showroom and an opportunity to discuss your upcoming project.

*(continued)*



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## Business Product News

(continued)



### F.W. Webb Opens Frank Webb Home Meriden Showroom



The working displays at Frank Webb Home allow homeowners to see how water flows or cascades from various faucets and feel the water pressure delivered by many styles of showerheads.

**F**.W. Webb Company, the largest plumbing and heating supplier in the Northeast, has just opened a new showroom in Meriden, Connecticut, bringing their bath, kitchen and lighting showroom total to 40 locations. This 4,200-square-foot Frank Webb Home is the fifth showroom in Connecticut, with others in Hartford, Waterbury, Waterford and Stamford.

“Homeowners and designers will find an inspiring collection of the finest bath fixtures from the industry’s top brands,” said Frank Webb Home Director of Showrooms Dan Lorenz. “We offer bath, kitchen and lightings solutions in an array of price points and work to offer the latest trends that homeowners are looking for when planning a new home or remodel.”

According to the Frank Webb Home showroom staff, customers are currently looking for freestanding soaking tubs, custom shower options and distinct styles in bathroom furniture. The new Meriden showroom also offers a wide selection of Accessible Living products, which provide comfort and safety for every member of

the family, and often allow aging members of the family to stay in their own home. Hand-held shower systems, hands-free faucets and walk-in showers are among the many options.

The working displays at Frank Webb Home allow homeowners to see how water flows or cascades from various faucets and feel the water pressure delivered by many styles of showerheads. “This is tremendously helpful for homeowners,” added Lorenz. “It’s impossible to fully understand the shower experience from a photo alone. Our customers always appreciate experiencing the products before they purchase.”

In addition, the Meriden showroom staff is never on commission, which assures the customer’s needs are always the primary focus. These product experts work to coordinate selection and delivery with the contractors doing installation to ensure every project goes smoothly.

For more information about Frank Webb Home’s new Meriden showroom visit [frankwebb.com/meriden](http://frankwebb.com/meriden)



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## Business Product News

(continued)

### Affordable Attic Lift Maximizes Garage Storage

The one item on every buyer's wish list is 'storage.' According to a recent NAHB study, people of all ages have an increasing amount of stuff, and that is a prime reason for the trend to three car garages, and bigger garages.

But for many homeowners, the garage eventually becomes a glorified closet, with not even enough room for the cars! As a result, a whole garage organization industry has evolved to help people better organize their garages and get their cars and trucks back inside. GarageTek, a supplier of garage organization systems, grew from a few franchises in Connecticut, New York and New Jersey in the year 2000 to a network covering 60 U.S. markets plus the U.K., Australia and the Russian Federation today, according to its website. Yet there's only so much you can store on the walls.

#### The space above your head

"In many garages, the easiest clutter buster is right above your head," says Dave Berliner, president of SpaceLift™ Products. Berliner has created an affordable motorized lift to maximize garage



storage and make it easy to carry storage items to and from a garage attic.

For builders, this attic storage solution opens up a whole new space equal to or greater than the space below the garage.

The SpaceLift attic lift installs easily between attic floor joists, and sits within the attic directly over the hole, so it requires very little room. The computer-controlled lift pulls

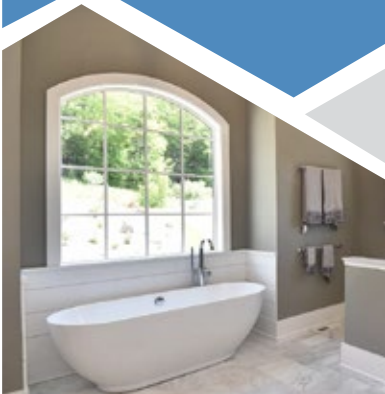
evenly at each of the platform's four corners leaving open all the space above. It also stops automatically for obstructions or if weight exceeds 200 pounds. Prices start at \$1,895 with free shipping and a two-year factory warranty. SpaceLift™ launched in 2009 and is now installed in hundreds of homes and garages nationwide, Berliner said. Products are assembled in Stratford, CT by Redco Home, a division of Redco Audio, a family-owned company, and the lifts are sold directly on the SpaceLift website, [www.SpaceLiftProducts.com](http://www.SpaceLiftProducts.com). ■



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# Managing and Controlling Opioid Use in the Construction Industry

By Kim DiMatteo, DiMatteo Group



I see my fair share of Workers Compensation claims from my construction clients. Even with the best safety plans, safety training, and preventative measures in place workers get hurt on the job, some of them severely, requiring weeks if not months of rehab. It's no secret that today's pharmacological go to for pain relief is a pill, many in the form of highly addictive opioids. The result has created an epidemic that is affecting not only our industry but communities and families.

According to the CDC (Centers for Disease Control and Prevention), on average 115 people die each day from an opioid overdose. Moreover, opioids account for 66% of all overdose deaths. Those statistics classify this as an epidemic, because it's not getting any better – in fact the numbers are anticipated to rise. Recently, the U.S. Government declared September 16 through September 22, as Prescription Opioid and Heroin Epidemic Awareness Week prompting the creation of programs, ceremonies, religious services, and other activities that raise awareness about the prescription opioid and heroin epidemic and to consider concrete follow up activities. The recognition of the epidemic is a move in the right direction, but a grass roots effort is what will make a difference.

The National Institute on Drug Abuse<sup>1</sup> noted that between 21 and 29 percent of patients who are prescribed opioids misuse them, 8 to 12 percent develop an opioid use disorder, and 4 to 6 percent who misuse prescription opioids transition to heroin.

The crisis is in the news almost daily with medical professionals under fire for over prescribing pain meds or prescribing opioids when something less powerful would do the trick. Don't get me wrong, I'm not here to bash the pharmaceutical industry or our amazing health providers. Opioids have their place in treating cancer patients, severe burn victims, and other trauma related injuries but not every back sprain needs oxycodone. According to the National Safety Council, research also shows that for types of pain related to common workplace-related injuries, including soft-tissue injuries and musculoskeletal problems, opioids are no more effective than non-opioid alternatives such as Tylenol, Advil, or generic ibuprofen.<sup>2</sup>

## It's hitting the Construction Industry Hard

According to a Boston Globe article<sup>3</sup>, the Massachusetts Department of Public Health found that nearly a quarter of overdose deaths in a five-year period occurred among people, mostly men, who work in construction. Farmers and fishermen also had higher-than-average rates of overdose deaths.

It makes sense when you look at the industry, number of musculoskeletal injuries, and the demanding jobs they do. Compounded with a culture of instant gratification and the quick fix for pain relief, many of these workers are heading back onto a job site while still taking pain medications.

What is the solution? How do we make sure our employees are getting the care they need, get them back on the job quickly after an injury, and keep safety our #1 priority?

### 1. It all starts with proactively educating your team.

Most people when faced with an injury and resultant pain will take whatever medicine is prescribed to them – without question. As part of your Safety Training, make post injury support a piece of the conversation. Make sure your employees deeply understand opioids and their side effects and more importantly the alternative approaches for pain management. Empower them to have conversations with their doctors about those alternatives. Many people become quickly tolerant to the drugs requiring higher and higher dosages to manage the same pain – this is what results in the addiction that is very hard to break. Part of that training should also include the Injury Reality Talk. Injuries are painful and they need to understand what pain management means and how alternative treatments such as Acupuncture, Yoga, Breathing & Tapping Techniques, Massage Therapy, and even Mindfulness will help reduce anxiety which in turn often reduces the pain. Many alternative programs won't result in ZERO pain, but they can make the pain more manageable. You can always bring in a health practitioner to do a workshop – include some alternative therapists in the mix!

**2. Fight pain with Proactive Wellness.** Chances are if you are more fit, you will heal quicker – not always, but the odds are in your favor. Wellness programs are nothing new, but they seem to be more popular in corporate office environments than in our construction industry. That's not to say it can't be done – it simply takes a culture of well-

*(continued)*

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## Managing and Controlling Opioid Use in the Construction Industry

(continued)

ness that begins at the top. Smoking, lack of exercise, and obesity will often hinder the body's natural ability to heal resulting in longer recovery times and often an increase in opioid use. When an employee adopts the mindset that his/her "body is a temple" they are more likely to adopt alternative pain relief measures or opt for an over the counter anti-inflammatory such as acetaminophen or ibuprofen versus an opioid. Make health and wellness a priority – offer gym memberships as part of your benefit plan, access to personal trainers, dieticians, and nutritionists.

### 3. Make sure your employees KNOW they are important.

When an employee is injured there is a lot to manage and that includes their emotional well-being. It is vitally important that you stay connected with your employees from the second they are injured to the time they get back to work and then some. A little goes a long way and having a very robust back to work program is the key to it all. Getting a worker back in a meaningful role even if it's a partial back to work program will be far better than having them home feeling sorry for themselves. You don't want to push them into a physical job they aren't ready for, nor have them doing something mind numbing such as stuffing envelopes. You may need to get creative in what that role looks like. Communicate, ask for feedback, and let them know their old job is there for them as soon as everyone, including their physician, says that they are ready.

### 4. Be part of the ENTIRE PROCESS. In the State of Connecticut, most employees have a choice when picking a physician post injury unless the employer has a Medical Care Plan approved by the Work Comp Chairman's office, then the employee's choice is limited to the doctors in that plan. The most immediate concern in cases of occupational injury or illness is the health and physical well-being of the employee. While the employer is responsible for designating a medical facility for the initial treatment of an injury/illness, it is always the employee who chooses the "attending physician."<sup>4</sup>

It's critical that these initial steps are smooth ones for your employee. Make sure they get immediate care, diagnosis, AND a treatment plan with a projected back to work date if possible.

**Communicate, Communicate, Communicate.** If you don't have someone on your staff that is assigned to do timely check-ins, then it goes back to the owner or 2nd in command. A simple "Just checking in to see how you are feeling" goes a long way in getting your employee back to work. Remind them of your safety & wellness training, alternative treatment options, and how you will support them through the process.

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Following the above guidelines won't erase the opioid crisis, but it has proven to reduce opioid use in the workplace post injury. The key is being pro-active with your information and setting the right expectations and above all communicating before, during, and after an injury. Unfortunately, our society and our industry have seen too many people become addicted to opioids innocently. Many of these tragedies can and should be avoided with proper education on the part of employers and physicians to their staff and patients.

Kim Marie DiMatteo CIC MWCA, DiMatteo Group 79 Bridgeport Ave Shelton CT 203-924-5429 ■

#### Sources:

<sup>1</sup> National Institute on Drug Abuse "Opioid Overdose Crisis" <https://www.drugabuse.gov/drugs-abuse/opioids/opioid-overdose-crisis>

<sup>2</sup> National Safety Council. "The Proactive Role Employers Can Take: Opioids in the Workplace"

<https://www.nsc.org/Portals/0/Documents/RxDrugOverdoseDocuments/RxKit/The-Proactive-Role-Employers-Can-Take-Opioids-in-the-Workplace.pdf>

<sup>3</sup> Felice J. Freyer, Globe Staff. August 8, 2018 Boston Globe "Pressure to work in pain.' A quarter of Mass. opioid deaths are in construction" <https://www.bostonglobe.com/2018/08/08/study-links-opioid-deaths-workplace-injuries/RL0MF2br6JHDDgyiPpMYfM/story.html>

<sup>4</sup> State of Connecticut Workers Compensation Committee "An Employee's Pocket Guide To Connecticut Workers' Compensation" <https://wcc.state.ct.us/download/acrobat/pocket-guide.pdf>



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## 16th Annual Fiano Family Golf Classic Another Great Success for BUILD PAC



The 16th Annual Fiano Family Golf Classic was held on a sunny Monday July 9th, and eighty-four golfers enjoyed playing the spectacular TPC River Highlands PGA Tour championship course in Cromwell. A reception and dinner under tent followed, and \$58,000 was raised for BUILD PAC.

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NAHB Chairman Randy Noel and 2019  
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## 16th Annual Fiano Family Golf Classic Another Great Success for BUILD PAC

(continued)

### Connecticut Leadership Breakfast is attended by top NAHB leaders

Each year, a Leadership Breakfast is held at T.P.C. River Highlands, and in attendance this year were both the current NAHB Chairman, Randy Noel, a custom builder from Louisiana, and the incoming NAHB Chairman, Connecticut developer, Greg Ugalde, president and chief legal officer of T&M Building Company. Also attending were CT Build PAC Golf Tournament founder and 42 year Gold Key contributor, Larry Fiano, as well as NAHB BuildPac Trustee, George La Cava and Golf Event Chairman, Bill Ferrigno, NAHB CT State Representative Nort Wheeler, and Alternate BUILD-PAC Trustee, Ken Boynton,

NAHB Lobbyist, Jim Tobin, BUILD-PAC Assistant V.P. Meghan Everngam and Lauren Goodwin of NAHB and HBRACCT CEO Jim Perras, along with leading Connecticut builders and associates throughout the state.

"Your NAHB dues amount to 55 cents per day, and this year NAHB generated 185,000 pages of testimony and legislation on our issues including lots, labor and lumber."

– Randy Noel

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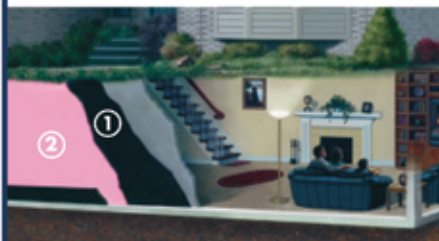
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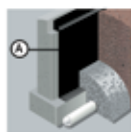
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## 16th Annual Fiano Family Golf Classic Another Great Success for BUILD PAC

(continued)

### Tournament Prize Winners



Men's CTPC Winner Chet Zocco with Build Pac Trustee George LaCava & Bob Hanbury



3rd Place Low Net winners Nick Petrizzi, Nort Wheeler, Greg Massad & David Preka



Men's Longest Drive winner Chris Fiano



2nd Place Net Winners Kevin Goff, Tim Freeland, Mark Lefsyk, and Jim O'Connor (Bob Hanbury center)



1st place Gross L-R Brian Rinehard, Tony & Matt Denorfria & Mark Lovley



3rd Place Total Gross Winners L-R Gerry, Christopher, Joseph & Mark Fiano



1st Place Low Net Winners Mark Milligan, Jerry Effren, Jackie Bertolone & Jeff Pierce

### Happy 94th Birthday Larry



Babe & Larry Fiano

## The HBRA of CT Has A New Leader

### Attorney Jim Perras joins the HBRA as our new CEO



After many months of exhaustive research and candidate interviews, the HBRA of CT CEO Succession Task Group chose Jim Perras to replace our former CEO and lobbyist, Bill Ethier upon his retirement on June 30th.

Jim Perras is an attorney with over 20 years of experience in state government and advocacy. He most recently held the position as 'Of Counsel' with the law firm of Wilson Elser, LLP where he represented a diverse clientele with complex issues before our state government.

**Political experience** - Jim has advised top legislative leaders and state agency heads, first as a Senior Executive Advisor to the former President Pro Tempore of the Senate and most recently as a Legislative and Administrative Advisor to the Commissioner of the Insurance Department. In addition to the time in which he served Senate leaders and insurance commissioners, he also represented the quasi-public Connecticut Resource Recovery Authority (now known as the Materials Innovation and Recycling Authority) before the legislature and the Department of Energy and Environmental Protection.

When with the Senate office, Jim advised the President Pro Tempore on matters ranging from grants and bonds to the assignment of political appointees to boards and commissions. He also worked closely with rank and file members in order to promote uniformity in external caucus communications. In addition, he ensured caucus compliance with state ethics regulations, among other responsibilities. While at the Connecticut Insurance Department, Jim worked closely with industry experts, associations, consumer advocacy groups and others to promote the successful passage of transformative insurance legislation including, Group-Wide Supervision, Standard Valuation Law (SVL) and Principle Based Reserving (PBR) and Enterprise Risk Management Reporting and more.

Jim has built strong and lasting relationships in all facets of Connecticut State Government. More importantly, he enjoys a reputation of trustworthiness built upon years of congenial collaboration and consensus building, all of which will serve the needs of our association well.

Jim has a B.A. in Political Science from the University of Connecticut and a J.D. from Western New England University School of Law. He lives in South Windsor, CT with his wife Kylene and five year old daughter Lisette.

---

## HBRA Joins New Legislative Coalition to Help Elect Pro Business Candidates to the CT General Assembly

On July 31st the HBRACCT Government Affairs Committee, HBREACC Political Affairs Committee and all local Presidents and Executive Officers were invited to attend a meeting to discuss the HBRACCT's involvement in the formation of a Pro-Business Independent Expenditure Political Action Committee (PAC). Those that participated, unanimously supported the initiative. Consequently, it was agreed that to proceed the Executive Committee should vote on whether to endorse HBRACCT's involvement in the creation and execution of an independent expenditure PAC.

The Executive Committee endorsed the proposal, which means that the HBRACCT will join the CT Business and Industry Association (CBIA), Small Business Association (NFIB), CT Restaurant Association (CRA), CT Food Association (CFA) and the CT Realtors Association (CTR) in forming an Independent Expenditure (PAC) to support pro-business General Assembly candidates. Each association will be asked to raise a minimum of \$10,000 in individual contributions from within its membership (no company or trade association checks). The associations will decide collectively and with equal say as to how to allocate PAC funds prior to the general election.



## Build A Better Connecticut Fundraiser Held

On Thursday September 13th members from across the state gathered at the Wallingford Country Club, as Fairfield County HBRA, Central CT HBRA, Eastern CT HBRA & North-west HBA locals joined forces to support the Senate Republican Leadership Committee in its effort to Build a Better Connecticut. Senator Craig Miner, Senator Tony Hwang and Senator Len Fasano attended, as well as incoming NAHB Chairman, Greg Ugalde, who addressed the crowd.



Incoming NAHB Chairman  
Greg Ugalde



Senator Craig Miner in pink shirt was among attendees



Government Affairs Chair Bob Wiedenmann & builder & event organizer  
Liz Verna introducing Senator Po Tempore Len Fasano at left.



L-R Senator Len Fasano, Senator Tony Hwang, Fairfield County HBRA President Anthony DeRosa, association CEO Jackie Bertolone and CT Realtors Assoc. President Michael Barbaro

Senate Republican President Pro Tempore Len Fasano addressed the group. "One party has controlled the Connecticut legislature for the last 40 years, and we need new leadership to facilitate a better business climate in our state," he emphasized.

"The status quo has left Connecticut behind the rest of the country. While MA has recovered 400% of the jobs lost in the last recession, Connecticut has only recovered 86%. Weak job growth, ballooning projected deficits and an outward migration of wealth have resulted in record lows for housing starts. Give us an opportunity to bring a healthier business climate to Connecticut."

Thank you, Liz Verna, for your leadership in making this event happen! ■

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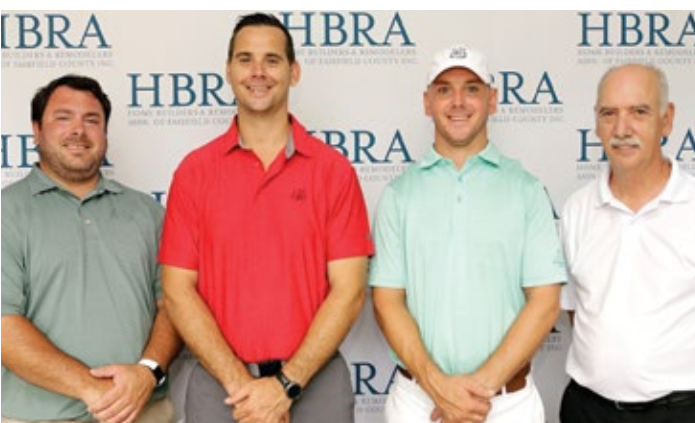
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## Fairfield County HBRA Golf Classic



(continued)



## Fairfield County Associate Members Karen Bradbury & Leia Ward Win 2018 HOBI Awards



Karen Bradbury of Closet & Storage Concepts in Norwalk won her second HOBI Award in a row. Last year, she won *Best Closet* for an exquisite master bedroom walk-in in a HOBI winning Darien custom home built by Hertz Construction.

This year Closet & Storage Concepts was recognized with a HOBI for *Best Interior Feature*. In addition to designing, manufacturing and installing all of the closets, mud room and pantry storage in a Fairfield home, CSC designed a beautiful multi-purpose wood wall with shelving, drawers and two concealed Murphy beds, which turn the striking den into a guest suite.

### Home Staging Is Showtime

Leia Ward, LTW Design, won a *Best Home Staging* HOBI Award for 17 Brush Island Road, a HOBI winning \$7.25 million waterfront spec home in Darien, which was design built by Cole Harris Homes.

Using clean lines, natural woods and texture to showcase the home's stunning architectural details, Leia skillfully staged the entire 7,900 sf home at \$22,700.

As the name signifies, home staging is all about theater – creating a dream for the buyer, and in Fairfield County, it's a must in today's market. In fact, a 2017 NAR survey found that 38 percent of the brokers in the country stage all of their listings, and most find that staging a home increases the selling price.





On September 5, we had an amazing evening at our annual clambake on Fairfield Beach!



Rebecca St. Germain & Sandy Effren



Builder Steve LoParco & interior designer Connie Cooper



Amber Wider & Angela Legg



Fairfield County HBRA CEO Jackie Bertolone & architect Emilia Ferri





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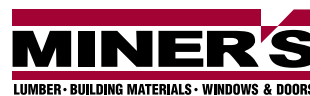
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## Past President's Night and Student Scholarship Dinner



L-R Eric Person, George LaCava, Eric Santini Jr., Eric Santini Sr., NAHB CEO Jerry Howard, Larry Fiano, Sheila Leach & incoming NAHB Chairman Greg Ugalde

The HBRA of Central Connecticut presented scholarships to ten students; recognized the service of their Past President's; and heard from gubernatorial candidate, Steve Obsitnik and CEO of the National Association of Home Builders, Jerry Howard.

National Association of Home Builders CEO, Jerry Howard addressed the membership and gave updates on NAHB's priority issues including reversing the tariffs on Canadian Softwood Lumber, helping to focus on developing careers in the construction trades, immigration as it relates to the labor crisis in construction, and reducing overreaching regulations that have added thousands of dollars to the cost of housing.



Candidate for Governor, Steve Obsitnik attended the meeting and outlined his vision for Connecticut as it's next Governor and took questions from the membership.

The HBRA's Charitable Foundation presented the scholarships in the second year of supporting children of members and employees who are pursuing further education. A Foundation Committee reviewed more than 20 applications from extremely qualified candidates.



HBRA Central CT scholarship recipients

## HBRA of Central Connecticut Hosted 60th Anniversary Golf Outing

On a beautiful early summer day, the HBRA of Central Connecticut hosted their annual golf outing with more than 220 golfers enjoying Wethersfield Country Club. To accommodate the large crowd, 92 golfers played in the morning and 132 played in the afternoon. National Long Drive Competitor, Eric Lunt, was part of the tournament, taking players drives more than 300 yards over a lake to raise funds for charities and the HBRA.

The HRBA would like to thank the Golf Committee Members who helped coordinated the event: Brad Chaffee, The Hartford Courant, Andre Letourneau, West Hartford Stairs & Cabinets, Inc., Mike Swanson, All Town Sanitation & Recycling, Glenn Wandy, Overhead Door Co. of Hartford, Brian Zippin, Contractors Home Appliance, Mark Zurzola, TagTeam Business Partners.



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## HBRA of Central Connecticut Hosted 60th Anniversary Golf Outing

(continued)



## Channel 3 Kids Camp Cabin Dedication



Chris Litchfield's parents and family in front of cabin

Last year, members of the HBRA of Central Connecticut and their Remodelers Council built a cabin at the Channel 3 Kids Camp in Andover. The cabin is another donation from the HBRA that goes back more than 60 years which include the Camp Directors house, multiple cabins for campers and counselors and a pavilion.

The HBRA cabin was dedicated in memory of Christopher Litchfield who helped build the cabin but was lost in a motorcycle accident just two days later. Chris' parents and family attended the event to honor their son and celebrate the impact he had on so many. ■

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## June 27th Building Officials Night



HBRAECT President David Preka addressing the meeting attendees

On June 27th the Home Builders & Remodelers Association of Eastern Connecticut had their Builder Blend (networking event) with local Building Officials. Buon Appetito Ristorante & Pizzeria in North Stonington was our host. Board Members and members had the opportunity to ask the local Building Officials questions. The evening was full of networking, good food, and fun.



L-R David Preka, President, Steve White, East Lyme Building Official, Kevin Quinn, Town of Groton Building Official, Kathy LaCombe, Preston Building Official, Peter Zvingilas, Past President of Building Officials & Carlton Smith, City of Groton Building Official



L-R Terry Wood and host Alex Marku ■

## UBS, longtime Westerly building supply business, is sold to Long Island-based Riverhead Building Supply



United Builders Supply, a bedrock of the region's business community since 1941, has been sold to Riverhead Building Supply Corp., a Long Island-based company with two other Rhode Island locations.

The deal calls for Riverhead Building Supply to acquire the assets of UBS, which is headquartered on Oak Street and also has stores in Richmond, Niantic, and Waterford CT.

Riverhead, a private company founded in 1948, is based in Calverton, N.Y.; its president, Edgar F. Goodale, 64, was a former director for the Suffolk County National Bank/Suffolk Bancorp, which was acquired last year by People's United Financial.

"This acquisition expands the geographic footprint of Riverhead Building Supply and will enable them to better serve the high-end, quality-oriented customers in and around the Westerly, Richmond, Niantic, and Waterford areas where United Builders has enjoyed a strong presence for years," the Long Island company said in its announcement.

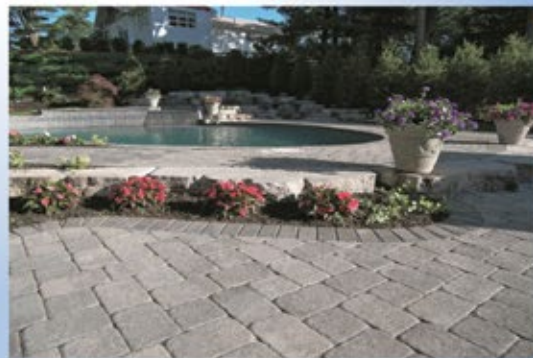
Michael Slosberg, president of UBS, said in the press release that the sale would be good for customers and employees: "Riverhead has built a reputation on quality and service. They recognize the importance of putting good people in front of a customer. That's been central to the success of UBS since the business was started by my father 77 years ago."

## HBRA NORTHWEST NEWS

### The HBA of Northwest CT has Connecticut's highest rebate/ member ratio for the NAHB rebate program.

The HBA of Northwest is very involved with BUILD PAC. In conjunction with the Fiano Family Golf Classic \$11,600 was raised from 14 individual contributors who are listed in alphabetical order here:

Anna Amoroso	Doreen Maher	Steven Temkin
Brenda Davis	William Prokop	Andrew Ugalde
Joseph Duva	Gordon Smith	Gregory Ugalde
Janice Grivois	Mary Anne Sok	Rose Yurgalevicz ■
Sheila Leach	Robert Stanhope	



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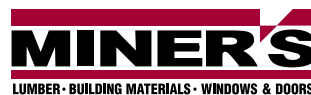
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