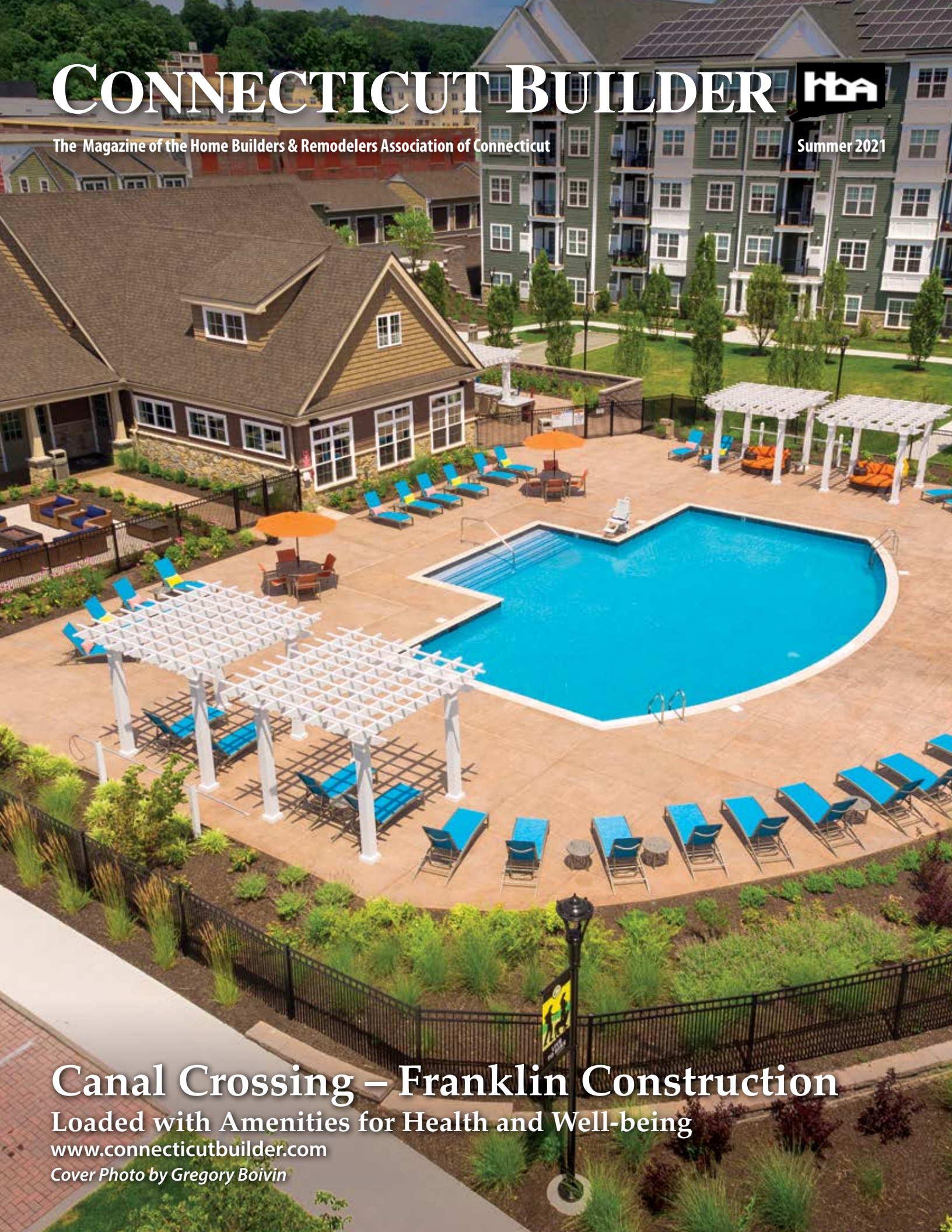


# CONNECTICUT BUILDER



The Magazine of the Home Builders & Remodelers Association of Connecticut

Summer 2021



## Canal Crossing – Franklin Construction

Loaded with Amenities for Health and Well-being

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

Cover Photo by Gregory Boivin





Let's create health and happiness in your home.



There are certain spaces in our homes where we actually create health and happiness. Rooms where water flows and light shines. Enjoy hundreds of bath, kitchen and lighting products in room settings that help you envision them in your home. Experience working displays that allow you to choose with confidence. Frank Webb Home's friendly experts delight in helping you make these spaces your own.

**HARTFORD • MERIDEN • WATERBURY • WATERFORD • STAMFORD**

*Custom home builders, architects & designers, visit [frankwebb.com/professionals](http://frankwebb.com/professionals)*

Frank Webb  
**Home**®

BATH • KITCHEN • LIGHTING

[frankwebb.com](http://frankwebb.com)

# CONNECTICUT BUILDER

The Magazine of the Home Builders & Remodelers Association of Connecticut

<b>President's Message</b> by Eric Santini, Jr. ....	3
<b>CEO Message</b> by Jim Perras .....	7
<b>COVER STORY</b> .....	8



**On the cover** – Canal Crossing is flush with amenities. Its residents have countless opportunities to engage in fitness and wellness activities and join in community with their fellow neighbors.

## Features

► <b>BELDEN PLACE WESTPORT MULTI-FAMILY</b> .....	13
► <b>MULTI-FAMILY AMENITIES</b> .....	15
by Rob Cassidy, Utopia Contributing editor	
► <b>BERKSHIRE HATHAWAY HOME SERVICES MULTI-FAMILY MARKET UPDATE</b> .....	17
► <b>WILL IT BE THE ROARING 20'S FOR MULTI-FAMILY IN CONNECTICUT</b> .....	21
by Attorney Joe Williams, Shipman & Goodwin LLP	
► <b>WHY NOW MAY BE THE TIME TO BUILD YOUR FIRST MULTI-FAMILY RENTAL DEVELOPMENT</b> .....	25
by Chris Nelson, Nelson Construction	
► <b>SUPPLY CHAIN ISSUE WITH INNOVATIVE SOLUTION</b> .....	29
by David Trachten, Viking Kitchen Cabinets	
► <b>THE MISSING MIDDLE: A SOLUTION FOR ADDING MORE HOUSING</b> .....	33
by Danushka Nanayakkara-Skillington	
► <b>THE BOTTOM LINE: REAL CHANGE, CT'S REVISED LAND USE LAWS</b> .....	35
by Attorneys Tim Hollister, Andrea Gomes and Leah Rubega	
► <b>LUMBER MARKET UPDATE</b> .....	39
by Frank Sanford, Sanford & Hawley	
► <b>WHAT MATERIALS DOES CET ACCEPT?</b> .....	37
► <b>HBRA CENTRAL CT PARADE OF HOMES</b> .....	40
► <b>HBRA OF CT NEWS – DEVELOPERS FORUM ICF EVENT</b> .....	45
► <b>NAHB NEWS: HUD MOVES TO REINSTATE AFFIRMATIVELY FURTHERING FAIR HOUSING RULE</b> .....	48
► <b>HBA NORTHWEST CT NEWS</b> .....	49
► <b>HBRA OF CENTRAL CT NEWS</b> .....	52
► <b>HBRA OF FAIRFIELD COUNTY NEWS</b> .....	59

## Connecticut Builder

By the Homebuilder & Remodelers Association of CT (HBRAC)  
 435 Chapel Road, Suite B., South Windsor, CT 06074  
 Tel 860 500 7796 · jhoerrner@hbact.org  
 Published: Summer, Fall, Winter/Spring · Copyright: Summer 2021  
 Design: Mark Rich · Printing: Service Press



## The Affordable Closet Experts

Custom designed simple to elegant closets. We offer a full line of materials that range from melamine laminate to stained wood with your choice of finish. Our professional closet designers will be happy to give you a free in-home consultation.

Our state-of-the-art manufacturing facilities enable us to keep our quality high and our prices low.

- Home office & mudroom areas
- Entertainment centers
- Bookcases
- Pantries
- Garage systems
- Accessories

**QUALITY FIRST**



**THE ROYAL CLOSET**  
 QUALITY STAINED WOOD & MELAMINE SYSTEMS  
 Free In-Home Consultation  
**203-847-4179**  
 Visit our showroom: 6-B Muller Park  
 Norwalk, CT 06851



## ADVERTISERS INDEX

Aitoro Appliance .....	32
Bender Plumbing .....	12
Berkshire Hathaway .....	4
CAFD .....	16
Calcagni Real Estate .....	34
Call Before You Dig .....	2
CET .....	20
Clarke Distributors .....	56
Connecticut Lighting .....	42
County TV & Appliance .....	14
DiMatteo ACBI Insurance .....	22
Elevator Service Co. ....	18
Finetco .....	54
Frank Webb Home .....	IFC
HBRACT HOBI Awards .....	30
HBRA Parade of Homes .....	40
HBRA Retirement Program .....	60
Gault .....	23
Hinckley Allen .....	5
Hocon Gas .....	36
Interstate Lumber .....	24
Marvin/Rings End .....	IBC
New England Web Services .....	50
Kemper Associates .....	22
Liberty Bank .....	46
New England Silica .....	58
PC Richards .....	44
Riverhead Building Supply .....	26
Roberts Agency .....	43
Royal Closet .....	1
Sanford and Hawley .....	BC
Shipman & Goodwin .....	33
Superior Hearth & Spa .....	38
Tile America .....	23
Torrco Design Centers .....	6
Total Comfort .....	2
Viking Kitchens .....	28



# CALL before you DIG

Call Toll Free In Conn.

**1-800-922-4455**

CALL TWO DAYS IN ADVANCE  
TO LOCATE BURIED UTILITY  
PIPE AND CABLE

## AIR CONDITIONING

HUMIDIFICATION • HEATING  
AIR CONDITIONING • AIR CLEANING  
RESIDENTIAL COMFORT SPECIALISTS

Quality  
Pride  
Integrity

**FREE  
ESTIMATES**

**TOTAL  
COMFORT**  
HEATING AIR CONDITIONING

STAMFORD 967-8181  
WESTPORT 222-7373

**791-2141**

44 Kenosia Ave., Danbury

**Kevin, John & Brian McCormack**  
LICENSED & INSURED CONTRACTOR, CT. LIC. #308094

INDEPENDANT DEALER  
**LENNOX®**

FAMILY OWNED & OPERATED • OVER 40 YEARS EXPERIENCE



## A message from the president



Finding the words to describe the events of the past year and a half is a challenge to say the least. The good news is that the light at the end of this dark long tunnel grows brighter by the day and finding the new “normal” is finally within our grasp. Our industry has emerged from these difficult times as resilient as ever. Unlike many industries, ours not only continued through the pandemic but thrived. The value of home ownership has a new meaning as a home becomes not just where we live and raise a family, but where we work, homeschool our children and play. Depending on how employers incorporate the positives of allowing partial or full remote work into the post-pandemic workplace has the potential to further boost Connecticut home building industry into the future.

Despite the sustained considerable demand for housing and remodeling our challenges remain significant. Lumber prices have persisted at historically high levels and supply chains for most of the other materials we use to build and remodel our homes are significantly damaged causing delays, frequent price increases and oftentimes, unavailability of product. While NAHB works diligently on our part to urge Congress to act on escalating lumber prices, inflationary pressures are widespread throughout the global economy. The antidote for this stark reality is that America must get back to work. Prior to the pandemic, productivity hummed while inflation remained low. With the widespread availability of our the COVID vaccines coupled with ever-loosening CDC restrictions, we must get people back to work so that we can restore the supply chain that is the lifeblood of our economy. It is my hope that our leaders in Washington and Hartford understand this and will take the necessary steps in the coming months to get this motor running again. A sustained cycle of inflation is destined to lead to a lengthy recession.

Like most cataclysmic events in our history, there are lessons to be learned. These events oftentimes expose weaknesses that demand our attention. For our industry, the prioritization of workforce development has never been more relevant. The home building industry in Connecticut has one of the oldest workforces in the country. The inability to replenish this workforce with the next generation of talented men and women could prove to have long lasting ramifications for our industry. One of the key pieces of our strategic plan is to combat this trend by working with technical schools, educating government officials, and identifying opportunities with educators to ensure that our youth can attain the skills needed to become the next generation of workers in our various fields. We have created an ad hoc committee to analyze the landscape, search for ways that we can address this longstanding issue and incorporate a plan that would allow for a sustainable workforce for our industry into the future. We will be reporting on our progress in the coming months.

We would like to thank everyone who attended the Larry Fiano Family Golf Classic. The funds raised at this event fund the NAHB BUILD-PAC which supports pro-housing candidates for office from across the country. In turn, the split back that we receive from NAHB for our efforts helps support our lobbying efforts in Hartford. Rest assured that your personal contribution towards the NAHB BUILD-PAC goes a long way towards supporting the industry that you work in. A special thank you to our new BUILD PAC Trustee Ken Boynton and of course the golf committee which does a great job of making this one of the most successful fundraising events in the entire country every year.

Our Annual HOBI Awards dinner promises to be the most competitive and fun event that our Association has ever had! I am excited to be a HOBI judge for the first time and to get the privilege of witnessing firsthand the best our industry had to offer this past year. I wish our worthy applicants the best of luck and hope to see everyone at the Awards dinner on November 17th.

*(continued)*





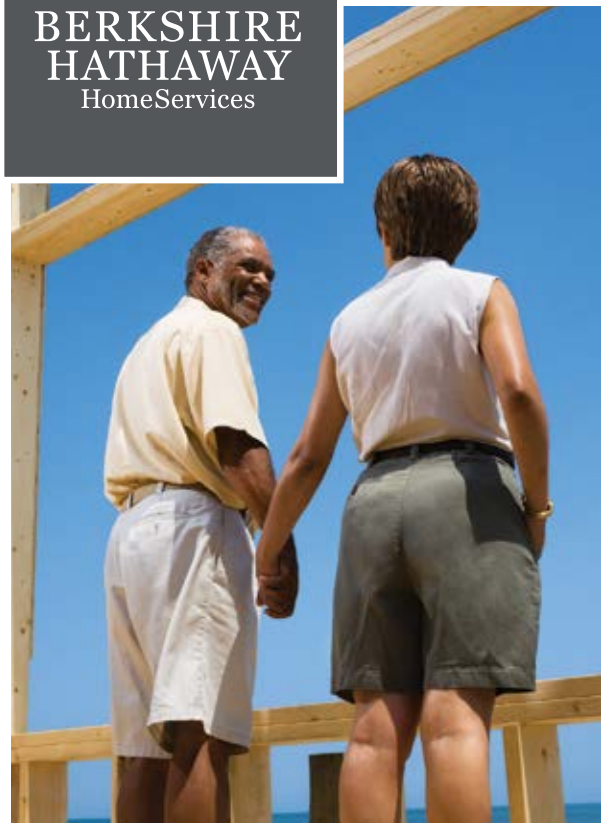
**Dream Homes, they can't  
always be searched for.  
But they can be found**

in the minds, in the plans, in the hands  
of an experienced builder who makes  
dreams come alive.

Build your real estate dreams with our  
new development expertise.

**Berkshire Hathaway HomeServices  
For You. For Life.**

Photo courtesy of Copper Brook Homes, Granby, CT



**FOR MORE INFORMATION CONTACT:**

Gregg B. Wagner, Senior Vice President, Vice President New Homes and Land  
Mobile: 203.979.2652 | Email: gwagner@bhhsne.com



## A message from the president

(continued)

While I will let our Chief Executive Officer and in-house lobbyist Jim Perras update you on the impact to our industry from the bills passed in the last session in his CEO Address, I would like to take this opportunity to commend him for his dedication and communication during a challenging session. Without access to the LOB, Jim's efforts with legislators, administrators and staff were forced to be virtual this session. Jim kept our Government Affairs committee updated in real time on proposed bills that had the potential to affect us. In addition, he successfully utilized Voter Voice to notify members to contact their legislators regarding legislation that was on our radar. Jim did a great job of representing our industry this year and we look forward to having him on our team for years to come.

Our State HBRA is here to serve our members. If you feel that there are ways that we can better serve our membership, please let us know. As always, we encourage our entire membership to get involved on our committees, to attend our events and to participate in NAHB BUILD-PAC. It takes a village to represent our industry in Hartford and the more members we have involved, the stronger we are. Enjoy the rest of the summer!

Sincerely,

Eric A. Santini

President and Chairman of the Board

HBRA of Connecticut □

## Anticipating Needs. Eliminating Challenges.

Hinckley Allen's Land Use & Development team is nationally recognized for superior quality work and the ability to complete even the most complex transactions on-time and within budget. We assist clients in navigating a variety of issues related to zoning, planning, land use and environmental ordinances, statutes, and regulations that govern the development and use of real estate.

Joining our Land Use practice in our Hartford office, we welcome our two newest attorneys, Tim Hollister and Andrea Gomes.



**Tim Hollister**



**Dan Kleinman**



**Jeff Mirman**



**Andrea Gomes**



**Leah Rubega**



**Denny Hopper**  
Land Use Planner

Learn more about our experience at  
[hinckleyallen.com/land-use](http://hinckleyallen.com/land-use)  
 20 Church Street, Hartford, CT 06103  
 860-725-6200



**HINCKLEY  
ALLEN**

ALBANY | BOSTON | CHICAGO | HARTFORD | MANCHESTER | NEW YORK | PROVIDENCE

© 2021 Hinckley, Allen & Snyder LLP. All rights reserved. Attorney Advertising.



BRIZO®



**TORRICO**

**BATH & KITCHEN  
SHOWROOM**

DECORATIVE PLUMBING & LIGHTING | VANITIES | CABINET & DOOR HARDWARE

**RELAX. REJUVENATE. RENEW.**

*Since 1917 • [www.TorrcoDesignCenter.com](http://www.TorrcoDesignCenter.com) • 203.479.6935*

DANBURY • EAST WINDSOR • FAIRFIELD • NEW HAVEN • STAMFORD • WATERBURY

## From the desk of Jim Perras, CEO



The 2021 legislative session has come and gone. It was a session fraught with challenges, not the least of which was accessibility. Because of the pandemic, the capitol complex was closed to the public as the legislative process was conducted virtually. Gone were the opportunities to catch a legislator in the hallway for a casual conversation. The HBRA adapted in the face of these challenges by deploying new grassroots technology that afforded our members the ability to engage in the process quickly and easily. The HBRA also benefited from its longstanding relationship with our outside lobbyists, Gaffney Bennett, and Associates. Their trusted and talented team were integral in ensuring access to policymakers and up to the minute information for our advocacy team to make quick and informed decisions throughout the process.

So how did the residential construction industry fare up? Given the progressive inclinations of the Connecticut General Assembly, the goal of most business-related advocates in the state of Connecticut has been to keep our heads down and hope to make it through the gauntlet of the legislative session relatively unscathed. By that measure, the HBRA and the residential construction industry fared well. The HBRA succeeded in fending off several bills that if signed into law would have negatively impacted our industry, including but not limited to:

- ▶ A new climate change mitigation municipal conveyance tax
- ▶ New energy efficiency inspections by DEEP
- ▶ Statewide property tax
- ▶ Stretch codes for multi-family construction
- ▶ New mansion Tax
- ▶ Additional building permit fees to fund the retrofitting of affordable housing
- ▶ Several new landlord restrictions and requirements

In addition to these defensive wins, the HBRA, along with its coalition members, sought and won the passage of significant land use reform including a major rewrite of the Zoning Enabling Act (8-2) which we had been working on for several

years. Among other things, the bill, which has already been signed into law, limits a town's ability to apply consultant fees for larger residential projects. The bill also limits a town's ability to apply minimum parking requirements and requires accessory dwelling units as-of-right, however, these sections do include opt out provisions a town can employ with a public hearing and vote of its legislative body.

While we are thrilled with the success, there are many that feel the final land use reform legislation did not go far enough. Many housing advocates and legislators were left unsatisfied by the final bill. As such we suspect that land use reform will continue to be a prominent part of the public discourse. The HBRA is currently developing a multifaceted approach to ensure that the HBRA perspective continues to be instrumental in shaping any future land use legislation that may arise.

In addition to land use reform, the HBRA also sought and secured multi-year extensions for land use approval permits including, site, subdivision, and inland wetland permits. These extensions will afford our industry greater flexibility to deal with the unpredictable state of residential construction in Connecticut resulting from the aftermath of the pandemic.

This summer and into the fall, the HBRA will continue to enhance and build upon our coalitions and partnerships with like minded business associations. We will continue to engage with the housing advocacy community and seek common ground where we can through our efforts with the HomeCT Coalition.

Please consider joining our Government Affairs Committee which is open to all HBRA members as we develop our 2022 legislative agenda. The primary mission of the HBRAC is to advocate before our state government on behalf of our membership and the industry we serve. As such, if you have any suggestions regarding policies or legislation that could positively impact your business, please do not hesitate to reach out. ☐





## Canal Crossing: Proof Multi-Family Construction is Still Hot in Connecticut



Arial photo by Gregory Boivin, exterior photos by Camille Maren, interior photos by RentPath.

The NAHB recently reported, according to the first quarter 2021 Home Building Geography Index (HBGI), that multi-family development is experiencing growth in the suburbs after a slight decline in 2020. That rings true for the Tagliatela family whose recently completed Canal Crossing at Whitneyville West in Hamden is 100% leased.

We sat down to talk with the team at Franklin Construction, and its affiliate businesses, which together developed and manages their newest asset, Canal Crossing. Franklin construction is a Tagliatela family business that enjoys a

long and exceptional history spanning four generations. We were joined by co-owner Louis (Lou) Tagliatela, Jr, his daughter and Chief Community Officer, Lauren Tagliatela and Chief Financial Officer, Steve Lopes.





### TIPS OF THE TRADE:

1. A zone change to T-5, allowed a 4th story to the buildings resulted in 100 more units, and eliminated the need for an 8th building.
2. Use live-in supers to keep residents happy with quick response times.
3. 40% of Millennials that make up a large segment of the residents at Canal Crossing have pets. Pet rent and fees are a major source of added revenue.
4. High-efficiency condensing gas boilers keep resident's utility costs down and are environmentally friendly.
5. Solar voltaic panels feed the house meter for interior and exterior lighting and running elevators.
6. A separate sleeping pod in the studio unit makes it feel like a one bedroom.
7. Single-family developers who are considering multi-family development must spend the time to gain expertise in making long-term financial projections.
8. Experienced multi-family developers know that multi-family projects most often make money when they are held for the long term.

*(continued)*





When asked about their most recent portfolio of work in the multi-family sector, and what distinguishes their product from their competitors, Lauren told us about their work at Canal Crossing in Hamden. Lauren says it is all about the amenities and services, pointing out their use of live-in supers, that keep their residents happy with quick response times. Lauren also highlighted that, Canal Crossing residents enjoy the warmth and personal touches of a family-owned business, in contrast to larger nationally owned companies.

It is no secret that Canal Crossing is flush with amenities. Its residents have countless opportunities to engage in fitness and wellness activities, and join in community with their fellow neighbors. “Our most critical amenities are the saltwater heated pool, 24-hour fitness center, and our award-winning Bark Park

with agility course and grooming station”, said Lauren. She continued, “We’ve noticed that about 40% of Millennials that make up a large segment of the residents at Canal Crossing have pets, and our pet rent and fees have approached six figures in income over the past three years. Our Clubhouse and additional amenities like fire pits, hammocks, outdoor kitchen, and grill stations offer residents a country club atmosphere for creating lasting memories. These features get used frequently, and offer a good way for residents to get to know each other.



When the pandemic made getting together for our resident events impossible, I partnered with Torch Fitness to offer virtual classes to our residents. We are the only property in Connecticut giving access to Torch Fitness to give our residents yoga, Pilates, FIIT, cooking, and cocktail making classes. Each month residents can pick from over 50 classes to take virtually. This is at no cost to them.”

Lou added, “At Canal Crossing at Whitneyville West we are using high-efficiency condensing gas boilers to keep our resident’s utility costs down, while making an environmentally friendly choice. We built 9-foot ceilings, we use ducted exhaust above the range, we have solar voltaic panels that feed the house meter for interior and exterior lighting and running our elevators.

When we accomplished a zone change to T-5, we were able to add a 4th storey to the buildings and get 100 more units on the site, and eliminated the 8th building with this change.

We have garages, carport and an award-winning Dog Park. My daughter’s Lauren’s favorite design trend is having a sleeping pod in the studio floor plan. Our studios feel like a one bedroom because of this separate space.”

We discussed a recently published report by the NAHB, which concludes multi-family construction sentiment has reached its highest mark in seven quarters in Q1 2021. In addition, multi-family is outpacing the four other housing submarkets.

When asked what the team attributes the rise in sentiment and productivity to, and if they share this sense of optimism as multi-family owners and builders in Connecticut, CFO Steve Lopes offered the following, “The demand for luxury apartments has been strong. This demand, combined with historically low interest rates – one must remember that interest rates are often the greatest expense for an apartment owner – has led to a burst of apartment construction. Furthermore, the availability of investors, as junior partners, has created the leverage necessary for apartment developers to expand rapidly.

However, many developers now sense a hostile legislature, which has been considering limitations on criminal checks and credit checks, as well as extended eviction moratoriums and possible rent freezes. This legislative hostility makes developers skittish about continued expansion.

Many legislators seem unaware that most new apartment complexes include 20% or more affordable units. They do not seem to realize that discontinued development will imply the loss of luxury units for lower income state residents.”

When asked what advice the team would give to a single-family developer who is thinking about getting into multi-family Steve said, “Multi-family developers must keep in mind not only the long-term implications




of a hostile legislature, but also must monitor the recent explosion in construction costs, combined with a lack of skilled labor. Single-family developers, who are considering multi-family development, must spend the time to gain expertise in making long-term financial projections. It is rare that a multi-family investment is a wise short-term investment. Markets can change rather rapidly. Experienced multi-family developers know that multi-family projects most often make money when they are held for the long term.”



Finally, we asked Lou about what being an HBRA member has meant to him and his businesses. Lou stated, “I’ve been a member of HBRA for 50 years and the benefits are immense, especially having a full-time lobbyist fighting for us in Hartford, so that we don’t have to deal with any more layers of red tape and added costs to doing business in this state. Through the local HBRA, I have made great relationships with suppliers, lumberyards, plumbers, and flooring installers. The relationships I have made through this organization have lasted

decades. HBRA has also kept us aware of planning and zoning issues that will affect the construction approval process in our region of Central CT.

To learn more about Canal Crossing and its award winning amenities visit: <https://liveat-canalcrossing.com>. 





# Proud to partner with the HOBI Project of the Year

For the residences at 66 High Street, the Horton Group elevated the art of kitchen and bathroom design, winning both the HOBI Project of the Year and Best Luxury Condo Development. “Working with Bender is amazing,” says KC Horton. “From a huge product selection to their quick responsiveness and total flexibility, Bender makes our job easy and our clients smile.”

No wonder the great craftsmen and women of Connecticut come to Bender to create their next masterpieces.



**BENDER**  
EST. 1946



**KC Horton**  
Horton Group

Visit our virtual showroom at [bendershowrooms.com](https://bendershowrooms.com) | 203.498.5181  
decorative plumbing | kitchen & bath cabinetry | tile & stone

© 2021 Bender Plumbing

## *Belden Place* in downtown Westport



**B**elden Place is a multi-family development of 14 luxury one and two bedroom apartments built by the Gault Family Companies and Pen Building Co. *Belden Place* has the enviable advantage of being located on Main Street in downtown Westport.

The apartments are located in a new building with one street front retail space and in a renovated historic home. All units have private decks with views of the Saugatuck River.

The project was finished in Spring of 2020, and began leasing for occupancy in May 2020. Rents range from \$3,400 - \$5,000/month, and the apartments are 700 – 935 sq ft. *Belden Place* is fully leased. ☐







**Thermador**

# THINK *outside* THE KITCHEN

Make your entire home exceptional when you venture beyond the kitchen. From a wine column in the walk-in closet to a Built-In Coffee Machine in the master bedroom, the possibilities are up to you.

# COUNTY

TV & APPLIANCE

SALES | SERVICE | INSTALLATION |  
CONCIERGE SUPPORT | BUILDER PROGRAMS

270 SUMMER ST. STAMFORD, CT 06905 | [WWW.COUNTYTV.COM](http://WWW.COUNTYTV.COM)

Kitchen Designed by: Robert Mondavi

# 131 Multi-family Amenities Ranked by Developers, Builders, and Architects

By: Rob Cassidy, Utopia Contributing Editor

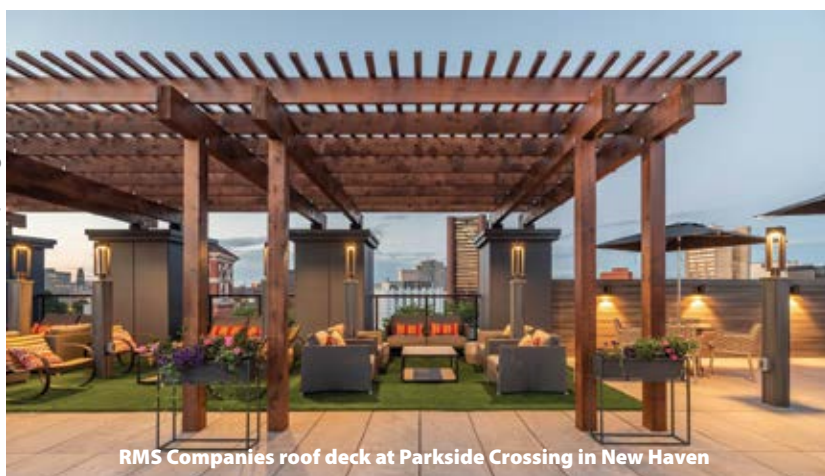
One of the hardest decisions multi-family developers and their design teams have to make is what mix of amenities they're going to put into each project. A lot of squiggly factors go into that decision: the type of community (market-rate vs. affordable, for-sale, senior living, student housing, etc.), the geographic market, local recreation preferences (tennis court or putting green? bocce or billiards?), climate/weather conditions, physical parameters (availability and cost of land), and of course the budget. The permutations are mind-boggling.

Along with location and pricing, however, getting the amenity mix right is crucial to your marketing program and the ultimate success of your multi-family project. The worst thing that can happen is to install an amenity, especially an expensive one or one that takes up a lot of valuable space, and not have occupiers use it. What a waste!

It's not only an out-of-pocket cost, it's a lost opportunity: What other amenity would have been more popular with your renters or condominium buyers? And how much will it cost to fix the problem—if it can be fixed at all?

All this has been further complicated by the COVID-19 pandemic. Property managers across the country had to close fitness centers, pool decks, children's playgrounds, game rooms, even business centers and lounges. Survey respondents said tenants were particularly vexed about losing the convenience of their workout spaces and swim spas, which also saved them the cost of buying an outside club membership.

To help you navigate this crisis, UTOPIA's sister media brand, Multi-family Design+Construction, conducted a survey in February/March 2021 of 342 multi-family developers, builders, and architects about how amenities were affected by the COVID




pandemic. The resulting 2021 Multi-family Amenities Report builds on surveys conducted in 2017 and 2019 and measures the responses of multi-family sector professionals to their use of 131 amenities—including a new one about “smart connectivity systems.”

One thing about respondents' answers to the COVID question was surprising: more than half said they had made no changes to their amenities. For some, the work was so far along, they had to live with what they had. But others made it clear that they were going to weather the storm, no matter what. Changing their amenities mix was not on the agenda.

The other half did make changes—removing some amenities, pushing activities outdoors as much as possible. In some cases, the amenities could be modified fairly easily; for example, by putting plexiglass “shields” between pieces of workout equipment in the fitness center. These may have been temporary fixes in response to a crisis, but growing concerns about designing for occupiers' health and wellness may turn them into permanent features of amenities packages in the future. The 2021 Multi-family Amenities Report ranks 131 amenities and features across 10 building areas:

- ▶ Top 'smart connectivity' systems
- ▶ Top 10 indoor amenities
- ▶ Top 10 outdoor amenities
- ▶ Top 10 recreation amenities (pickleball overtakes tennis)
- ▶ Top 10 convenience services
- ▶ Top 10 quality of life amenities
- ▶ Top 10 business and technology services
- ▶ Top 10 security services
- ▶ Top children's services
- ▶ Top services for pets
- ▶ BONUS: COVID-19 impact on amenities
- ▶ BONUS: List of 'first-time amenities' for developers

For the full 16-page PDF report, FREE DOWNLOAD: Multi-family Amenities Report or go to: <https://constructutopia.com/research-report/2021-multifamily-amenities> 



50 Graham Place, Southington CT 06489



Connecticut Appliance  
& Fireplace Distributors

Appliance • Fireplace • Outdoor Living

Partnering  
with Connecticut  
Builders for 50 Years

www.CAFD.com • (860)621-9313

Established 1968

## It's Good To Be Home

We'll Help You Make It Even Better

Gas ■ Wood ■ Pellet ■ Fireplaces ■ Stoves ■ Inserts ■ Logsets



**heatilator**  
The first name in fireplaces

VERMONT  
CASTINGS

MAJESTIC

**MONESSEN**

**heatilator**  
ECOCHOICE™

Over a Century of Combined Hearth & Appliance Expertise  
Experience the CAFD Difference

### Award Winning Showroom



- Appliance -

### Over 40 Burning Hearth Displays



- Fireplace -

### Grill & Outdoor Kitchen Destination



- Outdoor Living -

Let Us Help You And Your Clients  
Get The Job Done *Right!*



## Multi-Family Home Sales Have Remained Hot Across Connecticut

Up 54% year-over-year (2020 vs. 2021), and average days on the market down



**Goodwin Park on Ridge**  
170 Ridge Road,  
Wethersfield, CT. 32  
unique 1 & 2 bedroom  
apartments in historic  
school building.

“The multi-family development at Kennedy Crossing in New Britain, CT has been very well received.” stated Lisa Cozzi, Multi-family Sales Broker at Berkshire Hathaway Home Services New England Properties. “Once the first Duplex Townhome was available for showings in April 2021, the Seller received multiple offers. We then listed the next to be built at a higher price and that property took contract within days.”

This development has an average marketing time of 3-11 days. At the same time, 2 other new construction properties on Kelsey St, New Britain were listed and within 7 days had full price offers. All of these assets were slated to close the first week of June and due to the obstacles



**The Grand Luxury Apartments**  
130-unit newly  
constructed luxury  
community in Granby,  
Connecticut. Offering  
open concept living,  
handsome architecture,  
and a full slate of indoor  
and outdoor amenities.  
1, 2 & 3 bedrooms with  
1, 2 and 3 year leasing  
options.

(continued)



# ELEVATING LIFE

Elevator Service Company continues to raise the bar in home elevating solutions. We offer the widest range of products available in todays market, fully customizable options, and our promise to truly make it yours. We strive to provide the best products and services our industry has to offer.



Ask about our Exclusive  
Premium Extended Warranty

**203-757-5000**

[www.ElevatorServiceCo.com](http://www.ElevatorServiceCo.com)  
CT Lic.# ELV. 400105 R1 ~ RI Lic. # 21  
MA Lic.# EC-000093



## Multi-Family home sales have remained hot across Connecticut *(continued)*



**Turnpike Ridge Apartments**  
104 Episcopal Road, Berlin, CT. Coming spring 2022, 70 luxurious, 2 bed, 2 bath apartments.  
John Orsini, developer.

that are occurring in the construction industry, the closing dates have been extended 2 weeks. At the moment, Kennedy Crossing is holding off on listing the rest of the subdivision until they have clarity on and a clear expectation of realistic closing dates that is directly related to when the pricing for lumber and other materials stabilize.

While the number of home sales in Connecticut has skyrocketed, it's causing headaches for renters who now are in stiff competition for apartments.

After a slow start in the 3rd quarter of 2020, Goodwin Park on Ridge, a 32 unit renovated school building in Wethersfield also saw a significant increase in tenant leases starting February 2021. "We are extremely busy, there are only 8 units left," said Helene Cavalieri. "We are seeing tenants that have sold high and don't want to buy high so are renting until the housing inventory picks up."

With the last building completed in March 2020, by August that same year

The Grand, a 130-unit luxury apartment complex in Granby was only 47% leased. The next few months saw an increase in tenants then there was a sharp drop off after Thanksgiving through January of 2021. In the following 4 months the complex has reached 99% lease capacity. "We now have a 30-person waiting list and a constant stream of inquiries," said Bard Klingerman, owner. "The type of tenants we are seeing seems to follow the trends happening across the state, 20% of our tenants are from Granby, 50% from

Connecticut and 30% from out of state. What we have noticed is about 10% of our renters are waiting for new construction to be completed or renting because of limited inventory."

Although the number of available rental units are down, there is good news on the horizon. We are seeing a number of new projects including the 72-unit Turnpike Ridge Apartments in Berlin plan to break ground in 2022. □



**Kennedy Crossing**  
457 South Street, New Britain, CT. Offered by the Cozzi Commercial Team





# What do we take?

The easier question to answer is:  
**what can't we?**

Free Site Visit & Pick Up  
Tax-Deductible Receipt  
Personalized Donor Support

Are usable items being removed from your remodeling or construction project? We accept reclaimed and surplus:

Architectural Salvage & Vintage Furniture, Tools, and Decorative Materials  
Kitchen Cabinets • Bathroom Vanities Bathroom Fixtures • Windows and  
Doors • Lighting Fixtures • Appliances Construction Materials • And More!

By donating, you save useful materials from landfills and help make home improvement more affordable for more people.

Contact Recovery & Donations Specialist, Freya, to learn more!

718.635.1312 | [Freya.Bromwich@cetonline.org](mailto:Freya.Bromwich@cetonline.org)

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



## Will it be the Roaring Twenties for Multi-Family in Connecticut?

By Joe Williams  
Shipman & Goodwin LLP

In many ways, it is a great time for multi-family housing development in Connecticut. Pent-up demand, years of under-production due to restrictive zoning, “dinosaurs” available for conversion, demographic changes, low interest rates, and an influx of new residents due to the pandemic are among the factors that have built interest in multi-family projects to a level I have not seen in several years.

In my own practice alone, I am currently working on or have recently obtained approvals for new apartment proposals in Connecticut towns as diverse as Mansfield, Groton, Bloomfield, Simsbury, Rocky Hill, Cromwell, Cheshire, New Haven, Monroe, Norwalk and Stamford. Many of the civil engineering firms and other professionals with whom we work likewise report going gangbusters on multi-family.

Some expected that the COVID-19 pandemic would drive demand so much toward single-family homes that interest in multi-family investment would dry up for a while. It didn’t happen. Instead, demand for both products has increased, and apartment vacancy rates remain low, as Connecticut simply has not produced enough housing units and choices to keep up with demand over the last three decades. Many if not most of our towns have seen no new apartment creation since the late 1980’s.

Maybe there is something else going on, as well. The national conversation on race and equity that has occurred over the past year has clearly impacted the housing dynamic in our state. There now appears to be more acceptance of multi-family and affordable housing than I have witnessed since I began working as a lawyer in 1994. I have recently watched suburban zoning commissions amend their regulations to promote affordable housing development, voluntarily add an affordable component to their multi-family chapter, and approve construction of large-scale apartment communities with hundreds of units. Advocates like Desegregate CT have argued forcefully that zoning reform is a critical step toward achieving racial equity in our state.

But old notions linger. There are still those Connecticut residents and commissioners who assume that rental housing will harm property values and their town’s “character,” generate crime,




gobble up municipal services and overburden the public school system, while contributing little in property taxes - all of which has been disproven by data and actual experience. Attempts at statewide zoning reform typically run headlong into the mantra of home rule and other obstacles.

And so it was this legislative session. Riding the strongest momentum in decades, several zoning reform bills were introduced, but considerable political opposition to statewide zoning mandates was mounted. A bill requiring all towns to create their “fair share” of affordable housing did not receive a vote. Only one made it through - HB 6107, which has been signed into law as Public Act No. 21-29.

Among other things, HB 6107 permits accessory dwelling units as of-right, caps parking requirements at one parking space for studio/one bedroom units and two parking spaces for two or more bedrooms, prohibits minimum floor areas greater than the building code requires, substitutes physical standards for “character” as a reason to deny an application, and requires zoning regulations to affirmatively further fair housing. It also limits application fees for multi-family housing to the level of other residential dwellings, but authorizes towns to require applicants to pay for a zoning commission’s review consultants.

A late change to the bill allows a town to opt out of the parking limits and accessory dwelling unit provisions by a two-thirds vote of its zoning commission and legislative body. Another removed a mandate to allow multi-family housing by right near transit stations. Undoubtedly these changes were political necessities to gain passage.

While the bill as adopted did not achieve everything that zoning reform advocates wanted, as a total package it is an important step forward in a state that historically has been very reluctant to take any zoning power away from its towns. Perhaps the times are a-changin’ again. With an improving and reopening economy, a nudge from the state, and strong demand for a variety of reasons, all signs at the start of the decade are that for multi-family developers, the twenties will indeed roar.

SG 9907369v.1 



# Kemper Associates ARCHITECTS



790 Farmington Ave, Bldg. 2  
Farmington, CT

860.409.7155  
[www.kemperarch.com](http://www.kemperarch.com)



**KIM DIMATTEO, CIC, MWCA**  
SENIOR VICE PRESIDENT

📞 203-924-5429

📠 203-254-4510

✉ [KDiMatteo@ACBI-Ins.com](mailto:KDiMatteo@ACBI-Ins.com)



## EXPERIENCE MAKES A DIFFERENCE

- PERSONAL INSURANCE
- COMMERCIAL INSURANCE
- EMPLOYEE BENEFITS

And more! Click the ad or contact Kim for more details.

# TRUST THE EXPERTS

*We help you get it right!*

SCAN TO  
SEE IT IN  
YOUR  
ROOM



## TILE AMERICA

AMAZING SHOWROOMS | INSIGHTFUL ADVICE

A Connecticut family business for over 50 years

BROOKFIELD | FAIRFIELD | MANCHESTER | NEW HAVEN | NEW LONDON | STAMFORD | WEST HARTFORD



# Gault

**FAMILY COMPANIES**

STONE & LANDSCAPE SUPPLIES

[gaultstone.com](http://gaultstone.com)

WESTPORT SHOWROOM  
**203.227.5181**

BETHEL SHOWROOM  
**203.790.9023**

**Exceptional Products & Fabrication**



# Celebrate The Home

*Build your  
backyard paradise*

Step up your decking this spring with TimberTech Decking. Lock in all the nature-inspired beauty of traditional wood, without any of the associated fading, staining, or cracking.



available at



Fairfield County's leading  
building material supplier

[www.interstatelumber.com](http://www.interstatelumber.com)  
(203) 531-8050



## Why Now May Be the Time to Build Your 1st Multi-Family Rental Development

In response to single-family builder interest in the exploding multi-family rental market HBRA is forming a Multi-family Council for networking & education

By Chris Nelson. Nelson Construction Inc.



In October, the HBRA of Connecticut will host its first Multi-family Council meeting. As multi-family rental continues to outpace single-family construction in Connecticut, this new Multi-family Council will be instrumental in helping single-family builder members navigate the financing, construction and marketing issues associated with diversifying.

### How I successfully diversified into multi-family rental

Twenty something years ago, I had the privilege to be on the board of what was then HBRA of Hartford County, now part of HBRA of Central Connecticut. It was great to sit around a board table with a group of older successful business men and women hearing their comments on the building industry. I especially remember there were two builders, Larry Fiano and Eric Santini Sr., who were not only single-family builders, but were quietly building rental apartments as well. They clearly had a “long game” perspective. I remember even back then, wanting to pattern my business, and commitment to the industry after these two men.

Like most builders, there were always more than enough challenges each day,

homes to build, buyers to work with, and a company to try to steer and build as well. Our team knew that using our building company to develop some rental income was the long term goal, but it always seemed like a distant one. We tried once or twice, but approvals were hard; the required cash in to start was a problem; and it seemed like it could be too much of a distraction.

Eventually, we did find an opportunity. We had put away some profits over several years when times were good, and finally found something that could work. One project led to others and now we are in the design phase of our third large community.

### I was in a Builder 20 Club for nearly 20 years.

It was a Small Volume Single-Family Builder Club, but in addition to the details

and goals for our annual business plans, we often talked about planning for our future as builders, and what was our “long game”. Many of the club members were diversified to some degree. One builder friend from Tennessee made it a point to build one or two dentist offices each year as long-term rentals (that was his niche, in addition to building 30 single-family homes a year.). Another builder in Houston would keep one or two of his infill new homes each year as rentals, if he could. He probably has 20 by now. A third builder from the club had an opportunity to take on a larger apartment project. He had the resources and went for it, in large part because he had friends in our 20 Club who were already developing apartments. This gave him a network to lean on, while learning this new build to rent business. All are doing very well, in spite of the last recession in housing. One key part of the success was having that network to talk to and learn from.

Now more than ever, there are many reasons to diversify into multi-family and rental housing.

### Connecticut Housing Trends that benefit Build to Own Multi-Family:

#### 1. The rental market is coming to the suburbs!

Current housing data clearly shows a migration from large urban centers to the suburban market, where most of us do business. This trend started before the Covid Pandemic, but has accelerated in the past two years. With remote work options now prevalent and here to stay, these suburban markets continue to thrive. The Home Building Geography Index (HGBI) shows a significant suburban shift for multi-family construction.

**2. Multi-family dominates permit data** – We see plenty of articles on new home permits in CT. The new home market has been shrinking statewide for the past 15 years. Even now, in a hot residential market, new home permits to date for 2021 are on pace for 4,300 annually, far below what was the 10,000 permits a year average from the 1990’s. In addition, 46% of the permits pulled this year were for buildings with 2 units or more. Multi-family buildings have been shown to be 95% rental

(continued)





Your local source for decking and masonry supplies

Find the stock you need to build a beautiful deck or pave the perfect patio. Riverhead Building Supply has all the materials you need, all ready for quick delivery. Visit our newly renovated showroom at 31 Industrial Park Rd., Niantic, Connecticut.



[rbscorp.com](http://rbscorp.com) • 1-800-874-9500

**BUILD SMARTER. BUILD BETTER.**



## Why Now May Be the Time to Build Your 1st Multi-family Rental Development

(continued)

according to NAHBs most recent data.

**3. Investor money is more available** - Across the country there is investor money now chasing projects of single-family homes for rent. We are starting to see this in Connecticut as well. Investors see the long term future for rental of single-family homes. As such, it is becoming more accepted and in demand. Builders are in prime position to take advantage of this opportunity.

**Here are just a few primary reasons to consider a long term approach to MF rental housing:**

**1. It's Counter Cyclical** – When home building is slow, rentals seem to do well. In addition, during the housing slowdown prior to Covid, our rental projects kept our entire team busy and productive. It didn't matter that we were only selling a few homes a year. The apartment construction kept us busy.

**2. Appreciation** – Residential rental properties typically experience far milder cyclical swings in rent or value than for sale homes. Rentals generate cash flow, pay down a mortgage, and historically they appreciate in value.

**3. Tax Advantages** – Rental properties enjoy significant tax advantages due to depreciation and current tax law. In many cases, depreciation can offset some income generated in other parts of a building business.

**4. Low Interest Rates** - With low interest rates, it is common to be able to refinance rental properties once they are complete and rented, taking cash out to put into future projects.

**Most builders already know 95% of what it takes to be successful in "build to rent".**

Builders and Remodelers do need to focus on what they are good at, our primary business that drives our revenue. But the fact is, most builders already know what our home buyers want. We know our market area and how to make good location decisions. We know how to work with our towns and utility companies. We know how to build efficiently and meet a budget. And we know the realtors or people who can help us rent those new properties.

Why is it that more builders and remodelers haven't tackled long term diversification?

I heard a very insightful quote recently...

"The place we are at today is a result of the decisions we made 5-10 years ago. The decisions we make today shape where we are going to be 5-10 years from now".

This same principle applies to our businesses. Lead your business well.

There is no doubt breaking into any new business area can be difficult. But diversifying into multi-family housing may be workable. It plays to a builder's strengths, and is investing in the "long game" that will ultimately prove beneficial.


### Connecticut Multi-family Council

Starting this fall our HBRA of Connecticut will have our own statewide Multi-Family Council. NAHB has a strong Multi-family Council with in-

credible resources and a vast network to help any business learn, grow, and stay current. Those same resources will be available to our Council. We envision 4 – 6 meetings a year, some in conjunction with the Developer's Forum. We would visit different higher interest projects around the state, to see and learn from our peers. We will bring in speakers on financing strategies, property management, design and market trends, and more. The meetings will develop networking opportunities to meet and potentially do business with fellow council members.

The Council will be a resource for information and connections in the multi-family marketplace in Connecticut, and an encouragement to single-family builders to jump into this true opportunity market.

Watch your email for our first Connecticut Multi-Family Council fall kick-off meeting!

Chris Nelson's second generation homebuilding company, Nelson Construction, has built over 800 new homes and apartments throughout the Farmington Valley. The company has won dozens of state and national awards for their superior creativity, sustainability and building quality in single-family, townhouse and apartment construction. Nelson Construction's first apartment community, Mill Pond Crossing, 88 upscale apartment homes in Simsbury, was followed by Highcroft, a community of 224 luxury apartments, lofts and 48 townhomes, also in Simsbury. Both developments were recognized in 2013 and 2016 respectively with the top state HOBI Award, Community of the Year. 





# VIKING KITCHENS

## STYLE + ELEGANCE + FUNCTION

CABINETS, COUNTERTOPS, TILE, VANITIES, BATH + SHOWER WALLS,  
CLOSETS + STORAGE SOLUTIONS, AND FINISHING TOUCHES  
FOR RESIDENTIAL AND COMMERCIAL PROJECTS

[VIKINGKITCHENS.COM](http://VIKINGKITCHENS.COM) · 860-223-7101

## Viking Kitchen Cabinets Addresses Supply Chain Issue With Innovative Solution



Viking Kitchen Cabinets has supplied numerous commercial projects this year, with several coming up this summer. They recently completed installation of cabinets for the second stage of Spinnaker Real Estate Partners Brim & Crown Building at 230 East Avenue Norwalk for builder, A. Pappajohn Company. The results are spectacular!

Perched at the foot of the East Norwalk train station, Brim & Crown combines the allure of modern conveniences with celebrated remnants of a rich historical past.

The second phase is new construction next to the renovated building space that was completed in 2020. The style of the luxury apartments is a simpler modern chic, compared with a more industrial feel in phase I. The colors and finishes all work toward amplifying the feeling of space and luxury in the units.

### Viking offers innovative solution to address the supply chain headache

Given the outlandish supply chain delays and escalating cargo fees builders and suppliers have been facing, David Trachten came up with an innovative solution to help his multi-family builder



For the Brim & Crown apartment kitchens and bathrooms, Viking used Urbana Riva cabinets in Espresso. The countertops are Manhattan Grey from MSI-Q.

clients. Viking allows builders to buy cabinets and vanities for their entire project up front at a volume discount, and he

provides the assurance that their inventory will be held securely by Viking until they need it.

*(continued)*





# SAVE THE DATE

## 27th Annual HOBIA Awards

**November 17, 2021**

**Aqua Turf Club**

**5:00 PM—9:30 PM**

**556 Mulberry Street, Plantsville, CT**

**[Sponsorship Opportunities Available!](#)**

Visit [hobiawards.com](http://hobiawards.com), [hbact.org](http://hbact.org) or call us at 860-500-7796

**Thanks to our Sponsors**

**ELITE**



**PLATINUM**



**MEDIA**



## Viking Kitchen Cabinets Addresses Supply Chain Issue With Innovative Solution

(continued)

To address the severe supply chain issue, we are providing price protection and convenience to our developer clients, by buying cabinets & vanities for the entire project at once, and then warehousing everything for them in our 20,000 sf facility.

- David Trachten, Viking Kitchen Cabinets

Viking installed cabinets, counters and vanities in the renovated *Saint Mary Star of the Sea* Church School in New London, CT.

The 1898 school building, originally constructed for the children of the church, has been converted into twenty studio and one-bedroom apartments. Each apartment retains many of the original historic details combined with all you could want in terms of modern amenities.



Viking Kitchens Cabinets supplied and installed beautiful and durable CNC Luxor cabinets available in White and Smokey Grey, and some units are Mantra Classic in Bark. Hardware is Richelieu bar pulls in silver for a modern feel. Larger units feature two bedrooms with baths with single and double vanities also by CNC.



*Residences on Main Bristol* by Carrier Construction is a brand new luxury apartment complex catering to young professionals in central CT.

The first of two complex comprises 32 two-bedroom units ranging from 1150 sq. ft. to 1850 sq. ft. They feature open concept floor plans, energy-efficient design, private balconies, ample storage, and central heating and cooling, and state-of-the-art digital security. □





COME EXPERIENCE SUB-ZERO AT AITORO APPLIANCE.



401 WESTPORT AVENUE, NORWALK, CT • 203 847 2471 • AITORO.COM

## The Missing Middle: A Solution for Adding More Housing

By Danushka Nanayakkara-Skillington

Assistant Vice President, Forecasting and Analysis – National Association of Home Builders



In many communities, 2-4 unit multi-family housing (structures with two, three or four units) is the key to expanding the existing housing stock, in order to solve the housing shortage. Two-four unit multi-family residences such as duplexes, four-plexes, townhomes, courtyard buildings, and cottage courts provide much needed entry-level housing options and/or more affordable housing for the first-time home buyers and for those who find single-family homes out of reach. These types of houses have smaller footprints than single-family detached homes but lower density than larger apartment buildings. This can be ideal for single-person households or for baby boomers and other households choosing to downsize.

In 2020, similar to the broader multi-family market, 2-4 unit multi-family market was volatile due to uncertainty caused by the COVID-19 pandemic. Permit data for 2-4 unit multi-family market was lowest in April at 33,000 units (seasonally adjusted annualized rate), when the economic shut-downs were wide-spread across the county, and highest in October at 57,000 units. Looking at the quarterly averages for 2020, permits averaged 45,000 units per month in the first quarter, 38,000 units during the second quarter, 47,000 units in the third quarter, and rising to 52,000 units at the end of the year. These gains were consistent with a suburban shift witnessed for both single-family and multi-family construction, which will lead ultimately to market share gains for missing middle, light touch multi-family development.

Looking at the permit data for 2-4 unit multi-family market from 2000-2020, the peak was reached in 2004 at 90,000 units, while the lowest annual tally was during the Great Recession at 21,000 units. However, since the end of the Great Recession, this market segment has seen a slow climb and is yet to reach the highs recorded during the housing boom. 📈

# SHIPMAN

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

Connecticut | New York | Washington DC



## Multi-Family is our thing.

For decades, we have advised home builders, developers and other project owners on their most notable real estate developments and transactions.

Contact Joe Williams, Chair of Shipman & Goodwin's Real Estate Group, at 860.251.5127







**142**  
COMPLETED  
NEW HOME  
COMMUNITIES



**SELL YOUR COMMUNITY WITH THE COMPANY  
WHO HAS SOLD MORE OF THEM.**

**LET'S ADD YOURS TO OUR LIST!**



NEW HOMES BY  
**Calcagni**  
REAL ESTATE

203.272.1821

[calcagni.com/newhomes](http://calcagni.com/newhomes)

## The Bottom Line: Real Change

### A Summary of Public Act 21-29, Connecticut's Revised Land Use Laws

by Tim Hollister, Andrea Gomes, and Leah Rubega Hinckley Allen & Snyder, Hartford office

June 2021

In June 2020, as the death of George Floyd galvanized the Black Lives Matter movement, advocates for fair and affordable housing, led by University of Connecticut law school professor Sara Bronin, coalesced to consider if the time was ripe to tackle how our state's land use laws perpetuate racial and economic segregation and exclusion. Professor Bronin then took the lead in forming what became Desegregate Connecticut, which in short order drafted a legislative bill, launched webinars, attracted supporters, and commissioned research to support its evolving policy positions.

As the 2021 legislative session approached, Desegregate CT filed its bill. As the session progressed, the question became whether the Desegregate CT bill would be dismantled.

We now have the answer: Yes, some of the most far-reaching provisions were removed. Some of its provisions will be defined over time in court cases. But Public Act 21-29, signed by the Governor June 10, is real change, with substantial implications for land use in Connecticut. Our goal here is to offer advice about how to take advantage of this bill's provisions. Please note that most provisions take effect on October 1, 2021, with some provision starting even later.

**The Big Five.** The most substantial changes are: (1) a requirement that zoning regulations "affirmatively further the purposes of the federal Fair Housing Act"; (2) a prohibition on requiring more than 1.0 parking spaces for any studio or one bedroom residential unit, or 2.0 spaces for any two or more bedroom unit, unless the zoning commission and the town "opt out" of these limits; (3) a ban on town-wide numerical or percentage caps on multi-family housing or mixed

use development; (4) a ban on minimum floor area requirements that exceed the building or housing code; and (5) a requirement that zoning regulations must consider the impact of permitted land uses on contiguous municipalities.

Connecticut is apparently the first state in the nation to require zoning regulations to "affirmatively further" the federal Fair Housing Act ("FHA"). The main purpose of the FHA is to prevent discrimination in housing on the basis of race, color, religion, national origin, family status (meaning children in the household) or disability. However, "affirmatively further," as the term implies, requires action beyond prohibiting discrimination. Historically, this phrase has referred to a federal requirement that municipalities that receive and spend federal funds such as Community Development Block Grants prepare, file, and follow an action plan to rectify exclusionary zoning, and to ensure outreach about housing availability to groups that have been excluded. Connecticut has a statute, § 8-37ee, and corresponding regulations, that define what "affirmatively furthering" means. So zoning regulations will now need to

be vetted for compliance and alignment with these purposes. By any stretch, this is a big deal.

The parking space limits take aim at an often-used exclusionary technique, excessive parking requirements for multi-family housing. The bill's maximums are based on research showing that the newly-prescribed limits are justified. These parking limits are one of two provisions in the bill from which a town and its zoning commission can "opt out," but the opt out process is onerous. Both the zoning commission and the town's legislative body must vote by a two-thirds majority to avoid these parking requirements, and each body must state its reasons for doing so.

Numerical or percentage caps on multi-family housing (duplexes and up) are not common, but they do exist. They are arbitrary. The bill bans them.

The ban on excessive minimum floor area requirements implements a 1988 Connecticut Supreme Court ruling called *Builders Service Corp. v. Planning & Zoning Commission*. (That case was argued and won by a young lawyer named Tim Hollister.) There, the Court held that a 1200 square foot minimum for a single-family home, without regard to the number of occupants, did not serve a valid purpose of zoning. Since 1988, most towns have ignored the ruling, and minimums of 900 to 1500 square feet are common. Minimums of more than 600-700 square feet will now most likely be

(continued)



# We know builders



## We're your guys.

Hocon Gas has the largest, most dependable support team in the region, to provide you with expert planning and installation services.

### "PROPANE PETE" BATTAGLIO

Over 40 years of experience



**Senior Regional Manager,  
New Business Development**  
pbattaglio@hocongas.com  
Cell: 203.343.2199  
Shelton: 203.925.0600

- We're great at cutting through bureaucratic mess so you can get your work done on time, on budget.
- We specialize in subdivisions, community tanks and multi-family units.
- Call us to see how we can make your job a little easier.
- 6 fully stocked storage and distribution facilities throughout Connecticut.

Danbury, Guilford, Norwalk, Suffield, Torrington, Waterbury



Feel comfortable with us.  
**hocon.com**

## The Bottom Line: Real Change

(continued)

invalid, and dozens of towns will need to repeal their minimums.

The requirement that zoning regulations consider impacts on abutting and surrounding towns is a 180-degree change from current law. Presumably, zoning commission actions based only on “impact on the town” or a neighborhood will be incomplete and subject to challenge.

Almost half of the text of the bill is devoted to making accessory dwelling units – generally, a small residential unit within, or on the same lot as, a single-family home. The bill generally makes such units “as-of-right,” not discretionary, though this is the other provision from which a town can opt out. Though so-called “ADU’s” are part of the mix in creating more housing opportunities, making them as-of-right begs the question of whether numerous property owners will now take advantage. The physical modifications can be expensive. So we are hopeful that this provision creates more lower-cost housing, but we shall see.

**But: Making Permits Harder To Get?** The new law expressly requires zoning regulations to “protect the state’s historic, tribal, cultural, and environmental resources,” and to protect Long Island Sound, and actual and potential drinking water supplies. Since each of these provisions already exists elsewhere in state or federal law, opponents of development may cite these new provisions as fresh ammunition. For example, they may argue that the reference to “environmental resources” gives zoning commissions authority to regulate water quality or wetlands functions.

**Other Provisions.** The new law (1) narrows “the character of the town” as a zoning consideration to mean physical characteristics only, not preserving existing racial or economic composition; (2) limits how commissions can change “peer review fees” for technical compliance on matters like traffic or stormwater; (3) requires formal training for land use commissioners and certification for zoning enforcement officers; (4) requires towns in 2022 to develop affordable housing plans; and (5) establishes a statewide commission to review housing policies and rules.

Again, though several far-reaching provisions were excised, what the General Assembly passed and the Governor signed is real change that will create housing opportunity. ■

## What materials does CET accept? You might be surprised.

Builders throughout Connecticut are doing well (saving time & money) by doing good (saving the environment) with CET.



Extra building materials left over from your last remodeling or new construction job? Planning to redesign your showroom and need to get rid of display sets? Mis-orders or discontinued product line items taking up space?

The Center for EcoTechnology (CET) Recovery and Donations Specialist, Freya Bromwich works with builders, cabinet designers, kitchen and bath suppliers, lumber yards and homeowners all across CT, NY and MA to accept donations of new and quality used building materials.

Materials CET accepts range from kitchen cabinets with granite countertops, bathroom vanities and faucet fixtures, to lighting and construction materials.

“We give contractors personalized support so we can recover as much usable material as possible,” Freya Bromwich explained. “Many contractors don’t know just how much we can take, including architectural salvage like fireplace mantels, ceiling medallions, even the rosettes around doors.”

CET offers free pick up service right from your site or company, and can provide an itemized tax deductible donation receipt for the materials received. Donated materials go to CET’s reuse store, EcoBuilding Bargains. By donating leftover or quality used building materials to CET, you are helping to make home improvement projects more affordable to members of the community, and keeping usable building materials out of landfills.

CET accepts a variety of building materials, including, but not limited to, kitchen cabinet sets, architectural salvage, double paned complete frame windows, doors, flooring, and appliances less than 7 years old, as well as some vintage and modern furniture.

For questions about donations or pickups, please contact Freya Bromwich at [freya.bromwich@cetonline.org](mailto:freya.bromwich@cetonline.org) or 718-635-1312. ■





**SUPERIOR PRODUCTS DISTRIBUTORS, INC.**

**...and The SUPERIOR Network of Companies**

# Your Jobsite Starts with **SUPERIOR PRODUCTS**

- Site Precast
- Erosion Control
- Hardscape Products
- Sanitary PVC Products
- Site Electrical Conduit
- Waterworks
- Complex Underground Storm  
Water Quality & Storage Products



With 50+ Years of  
Knowledge and  
Experience, Our Staff  
is Ready to Assist with  
Solutions to Complete  
All of Your Projects



**Self-Unloading Delivery Truck Fleet**  
**Same/Next Day Delivery Available**



**We Also Offer  
Water & Sewer  
Special Services!**



In-House, Fully Staffed  
**Estimating Dept**  
— Email Us Your Jobsite  
Plans / Specs and Receive  
a Complete Materials Quote!

Southington • Norwich • East Hartford • Bridgeport | (800) 937-7734 • [www.SuperiorNetwork.com](http://www.SuperiorNetwork.com)

## Lumber Market Update

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



**“W**ho knew, lobster is cheaper than a 2x4!” That was a sign seen recently in front of Seafood Sam’s in Falmouth. At the time it may well have been right, although lobster prices are way up from a year ago too. And lumber prices are now falling.

This is my 20th year of writing Lumber Market Update. And this is my 57th update.

Looking back through my previous reports, Canadian imports, duties, export taxes and the now expired Softwood Lumber Agreement have been nearly constant issues during the last 20 years. We went through hurricane Katrina in the fall of ’05 with record high plywood and OSB prices, exceeded in 2017 and then again this year. A woodworkers strike in BC disrupted production in ’07 especially in Western Red Cedar. Asphalt shortages in the spring of ’09 drove roofing prices to highs not exceeded till this year. OSB prices dropped in 2013 & 2014 as production increased faster than demand. I think the OSB manufacturers still remember this. And green building in ’08. Whatever happened to that trend? EnergyStar windows, appliances and lighting have caught on. Insulation values and requirements have increased. But certified lumber has been forgotten.

### What has happened Since February 25th?

- Douglas Fir is up 60% reaching a peak on 5/28.
- KDSPF is up 60% reaching a peak on 5/21.
- Douglas Fir plywood is up 102% leveling off on 6/11.
- OSB is up 70% and was still climbing as of 6/18.
- KDSPF is still at a modest discount to Doug Fir of 4.5%.
- Virtually all lumber and sheathing items have hit record high prices in the 2nd quarter of 2021.

### What has happened in the last year?

The bottom of the market during the pandemic occurred between April 24th and May 8th of 2020. Since then Douglas Fir peaked up 234%, KD SPF peaked up 301%. Plywood is up 348% and OSB is up 430%.

### Why has this happened?

Let’s start with timber supply. Timber supply in the western US peaked in the early 1990’s with the Spotted Owl induced shut down of logging in National Forests. These forests should be logged now if only to thin dead and dying trees which will reduce forest fires. The NAHB has been pursuing this issue for years. Timber supply in British Columbia peaked around 2010 as the Spruce Budworm decimated forests. Lumber production grew for a few years as dead and dying trees were logged. Timber supply in eastern Canada and the eastern US has been stable. Timber supply in the southern US is growing due to government incentives to plant trees in the 1980’s have increased land devoted to timber production. Many of those acres are ready to log. Some landowners are holding back due to low timber prices.

Unlike in the south timber prices in other regions of the US tend to follow closer to lumber prices. In Canada timber pricing varies by province. Unlike the US most timberland in Canada is owned by the Federal and Provincial governments. In British Columbia, for example, timber pricing is based on lumber prices in the prior quarter. BC mills are now paying more for timber than their lumber is selling for.

Now let’s talk about lumber production which increased by 1.4 billion board feet in 2020 in the US. 1.1 billion board feet of that is in the south. Canadian production is flat at best due to the declines in British Columbia. Look for Southern Yellow Pine lumber to be used for framing in areas where it hasn’t before. It is cheaper than KD SPF at times.

### Imports

Lumber imports continue 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 KDSPF. Be sure to refer to the appropriate span tables if you use these. Imports of European framing lumber are still insignificant compared to the volumes from Canada but are growing rapidly.

### Exports

Exports from the U.S. are dropping, especially to China. Chinese tariffs on logs and lumber from the USA are having a big impact. There is very little lumber being exported from the USA. Most of it is probably going to traditional Caribbean markets.

### What is happening now?

Lumber and sheathing are dramatically different markets now. This has happened in the past, but is not the norm. Lumber supply has clearly caught up with demand as prices are falling. Consumer demand may have dropped off a bit with less DIY projects. Builder demand seems to be holding up well at this point. Prices will bottom as inventories become depleted. Plywood and OSB continue to be difficult to obtain as supplies are extremely tight. The January freeze disruption of petrochemical production in Texas tightened supplies of chemicals used in OSB and plywood production as well as in production of construction adhesives. A bit of light at the end of the tunnel, an OSB mill in Quebec has resumed production in May after being closed for nearly 15 years. Huber has announced a new mill to be built in northern Minnesota.

Engineered wood of all types LVL, I-Joists, and others are on allocation and in extremely short supply this year.

### Conclusion

Continue to plan ahead! 📅





## INSPIRATION + STYLE + DESIGN

---

### THE CONNECTICUT PARADE OF HOMES

MAKE SURE YOUR PROJECT IS INCLUDED IN CONNECTICUT'S PREMIER HOME TOUR  
THAT SHOWCASES MEMBER'S HOMES OF ALL STYLES AND PRICE POINTS.

---

**OCTOBER 9 & 10, 2021**  
**NEW HOMES, REMODELED HOMES**  
**[www.POHCT.com](http://www.POHCT.com) | 860-563-4212**

## 2021 Spring Parade of Homes

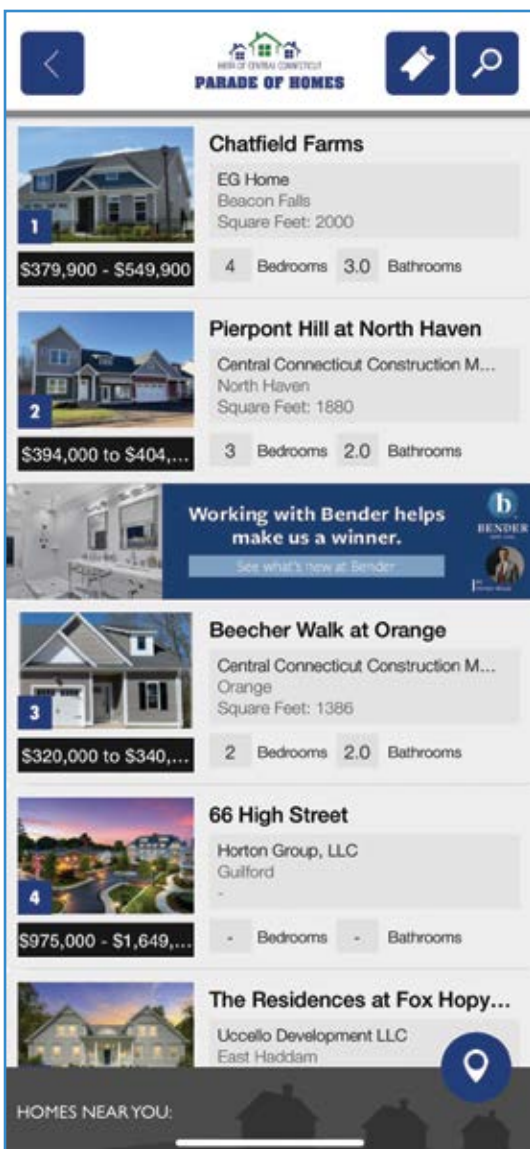
For the first time, the HBRA of Central Connecticut produced a Spring Parade of Homes with 17 homes and developments promoted to home buyers and the public. Hundreds of attendees visited the homes over the weekend of April 24th & 25th. There were contracts and reservations taken on homes as well as hundreds of leads generated for the builders and suppliers.

The Parade of Homes is a scattered site tour of new and remodeled homes throughout Central Connecticut. The Parade is Connecticut's premier home tour that showcases homes of all styles and price points.

The Parade highlights the Home Builders & Remodelers Association builder and remodeler members and is a great way for

suppliers, manufacturers and subcontractors to showcase their craftsmanship and innovative products. The event has a dedicated mobile app which has photos of each home, builder profiles, builder videos and provides turn by turn directions for attendees. The mobile app captures attendee information at each house they visit providing builders a qualified leads list. The event is promoted in the Hartford, New Haven and New London media markets utilizing extensive media and social media campaigns.

This spring the HBRA continued its partnership with the Connecticut Children's Medical Center and 100% of the event ticket sales went to support the hospital.





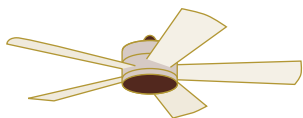
# CONNECTICUT LIGHTING CENTERS

*So MUCH MORE than just a lighting store!*

Shop New England's largest selection of lighting, fans, table & floor lamps, decorative hardware, home accents, vintage and reproduction lighting, lamp shades, window shades and so much more.

## FANtastic

REASONS TO BUY FROM US



Largest ceiling fan display  
in New England



Over 180 fans on display...  
PLUS over 1000 in stock  
ready to take home today



Bring in your room dimensions  
& ceiling heights and let our  
trained professionals guide you  
to the right solution



Visit our **Amazing Showrooms** and see  
why we are worth a TRIP from ANYWHERE!



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

HARTFORD 860-249-7631  
160 BRAINARD RD (I-91 • EXIT 27)

HOURS: M-F 8-6, Sat 9-5, Sun closed

SOUTHINGTON 860-621-7585  
50 GRAHAM PLACE (I-84 • EXIT 32)  
– next to Pilgrim Furniture & CAFD

Locally family owned & operated since 1972 – now in 3rd generation.

# WE'VE BUILT A COMPLETE INSURANCE PROGRAM, SO YOU CAN KEEP BUILDING YOUR BUSINESS.



**The Roberts Agency** has created a new Home Builders & Remodeling insurance program specifically for Connecticut contractors. This HBRA endorsed program is underwritten by Acadia Insurance. We have specialized in construction insurance and surety bonding for over **50 years**.

For more information or to review your existing insurance, call Kathy Morrison at 860.242.7726 x207 today.



**THE  
ROBERTS  
AGENCY  
INCORPORATED**



31 Tunxis Avenue, Bloomfield, Connecticut 06002

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

(P) 860.242.7726 (F) 860.242.5505







# CAFÉ

DISTINCT BY DESIGN™

## A LOOK THAT'S POLISHED, CLEAN AND TIMELESS.

Most any kitchen comes alive with our Matte White appliances. They complement the look of the moment against painted or white cabinetry. Or brighten up traditional wooden cabinets with these light, fresh appliances.

Contact us **TODAY** for Your Special Price Quote

**P.C. RICHARD & SON**  
**BUILDERS DIVISION**



**150 PRICE PARKWAY, FARMINGDALE, NEW YORK**

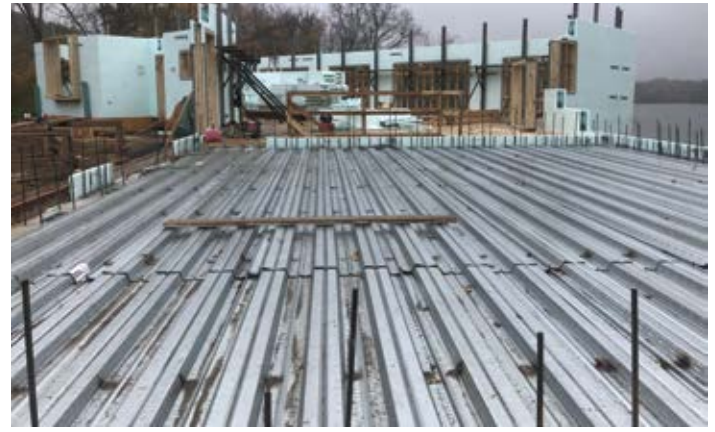
800-368-6869 • FAX: 800-479-0336 • email: [builders@pcrichard.com](mailto:builders@pcrichard.com)

[www.pcrichard.com/content/builders](http://www.pcrichard.com/content/builders)

**With 5 Distribution Centers In The Northeast:**  
Farmingdale, NY • Carteret, NJ • Bridgeport, CT  
• Baltimore, MD • Manchester, CT

**Next Day Delivery Available to:**  
New York, New Jersey, Connecticut, Pennsylvania, Delaware,  
Maryland, Washington D.C., Massachusetts, and Rhode Island

## HBRAC T Developers Forum Returns Live From Hiatus With An On-Location Event



**L**ongtime Chairman of the Developers Forum, Bill Ferrigno was thrilled to bring the Forum back to life after the pandemic. On June 3rd the Developers Forum met on location at the home of Bill Zarillo in Watertown on beautiful Lake Winnemaug to showcase its insulated concrete forms (ICF) construction. This event was brought to the Forum in collaboration with the Connecticut Concrete Promotional Council (CCPC) and National Ready Mixed Concrete Association (NRMCA).

At the event Bill remarked, “We were glad to host a number of virtual events during the past year. But nothing beats the comradery of a live event.” Bill went on to say that this was a particularly timely topic given the rising price of lumber. The event was in line with the Forum’s mission to combine quality networking opportunities with relevant and informative topics that educate and inform our members.



Greg Ugalde, immediate past chair of the National Association of Home Builders (NAHB) was on hand at the event to provide members with an update of the current lumber crisis. During his update, Greg mentioned that nationally the skyrocketing cost of

lumber is currently adding a whopping \$36,000 to the construction of a median priced home. His report did leave room for hope, as he mentioned the futures market is showing signs of potential corrections in the lumber market to come.

### Our panelists for the evening:

**Bill Zarillo**, Homeowner, Zarillo Building Innovations and Nudura representative, spoke about the ICF build in his home and the benefits and sustainability it provides.



**Leigh Overland**, Leigh Overland Architect, discussed the use of ICF and answered questions related to design and style.



(continued)





# Your dream. A mortgage that makes it easier.

Liberty Bank's award-winning **Construction to Permanent Mortgage** automatically converts to a permanent loan once construction is complete. With half the paperwork and one-time closing costs, new homeowners have more time and money to devote to the home of their dreams. It's just one of the ways Liberty helps to improve the lives of our customers, and build communities where we live and work.

**Learn more.** Your local Loan Originator will be glad to tell you more about how this mortgage might work for you. Find a Loan Originator at [liberty-bank.com](https://liberty-bank.com) or visit us in one of our branches.



| **Be Community Kind.™**



Member FDIC Equal Housing Lender NMLS #459028 All loans are subject to credit and underwriting approval.

## HBRAC T Developers Forum

(continued)

**Dominic Di Cenzo** – of CCPC “On behalf of Connecticut Ready Mixed Concrete Producers across the state, we’d like to thank HRBA of CT and Bill Ferrigno for the opportunity to present the affordable options of concrete and insulated concrete forms (ICFs) to Developers Forum members. “

**Doug O’Neill** – National Ready Mixed Concrete Association (NRMCA) remarked “We are seeing interest from the builders and developers that attended the ICF Open House event in Watertown in examining concrete building solutions. Just two weeks after the event, we have been approached by a builder to compare the costs of taking his project concrete and ICF’s, versus traditional wood construction.”

**Sponsors of this event included suppliers and contractors that provided products and services used in the construction of this ICF home, including:**

**Nudura/TREMCO – Ken Lynch.** The Nudura line of insulation products provide solutions for maximizing energy efficiency,

providing greater protection from the elements, and minimizing noise, while providing a comfortable home for your family. With a full range of products to meet every insulation need, from our Integrated Series for roofs and floors to our Nudura ICF Series for your home's structure, these proven products will provide you with the home you have always dreamed of, with added benefits over traditional construction. Explore the Anatomy of a Nudura Home.

TandoShake® rustic Cedar 6 shake was selected for its performance, durability, and lasting good looks. With a range of wood grain textures from subtle to rugged groove, along with extensive color collections, TandoShake products will add instant curb appeal.

KLAR Studio provided custom energy efficient windows, doors (including lift & slide doors). With outstanding U-values, homes stay cooler in the summer and warmer in the winter. KLAR offers products in steel, aluminum, wood and pvc to meet all the standards of your project. □





## HUD Moves to Reinstate Affirmatively Furthering Fair Housing Rule

The Department of Housing and Urban Development will formally propose a revised version of the Obama-era Affirmatively Furthering Fair Housing (AFFH) rule in the Federal Register tomorrow and seek to have the rule officially go into effect on July 31, 2021.

This 2021 version of the rule will not require local governments to report progress in identifying and addressing affordable housing barriers back to HUD as the Obama-era rule did.

Under the 2015 AFFH rule, as a condition of receiving certain HUD funds, state and local governments and public housing agencies (PHAs) had to work to identify barriers to fair housing choice, ensure that their practices and policies did not promote racial segregation, and complete costly, administratively burdensome Assessment of Fair Housing plans.

For decades, HUD has required recipients of federal financial assistance such as states, local governments, insular areas, and PHAs to engage in fair housing planning. Such planning has previously



consisted of the Analysis of Impediments to Fair Housing Choice and the Assessment of Fair Housing and was done in connection with other types of planning required by program requirements, such as the consolidated plan, annual action plan, and PHA plan. The Trump administration repealed the AFFH rule as well as the Analysis of Impediments, and replaced it with the 2020 Preserving Communities and Neighborhood Choice rule.

HUD's 2021 Interim Final Rule (IFR), "Restoring Affirmatively Furthering Fair Housing Definitions and Certifications," requires program participants to submit certifications that they will affirmatively further fair housing in connection with their consolidated plans, annual action plans, and PHA plans. In order to sup-

port these certifications, the IFR creates a voluntary fair housing planning process for which HUD will provide technical assistance and support.

The IFR also rescinds the 2020 Preserving Communities and Neighborhood Choice rule. HUD says the 2020 rule was causing funding recipients to certify "compliance" with a regulatory definition that is not a reasonable construction of the Fair Housing Act's mandate to affirmatively further fair housing.

The IFR does not require program participants to undertake any specific type of fair housing planning to support their certifications, and commits HUD to providing technical assistance to those that wish to undertake Assessments of Fair Housing (AFHs), Analyses of Impediments to Fair Housing Choice (AIs), or other forms of fair housing planning. HUD is providing resources to assist program participants.

HUD is accepting comments on this IFR and NAHB intends to weigh in. [▶](#)

**HBA of Northwest Connecticut  
Announces Our 2021 Annual Award Winners.**  
*Congratulations to all!*



**Richard Weigold**

Northern Improvement  
Company, LLC  
Torrington, Connecticut  
Remodeler of the Year



**Timothy Bobroske**

Tim Bobroske Construction  
Terryville, Connecticut  
Builder of the Year



**Gregory Ugalde**

T & M Building Co. Inc.  
Torrington, Connecticut  
Hall of Fame Award



**Mario Giguere**

Truss Manufacturing Inc.  
Newington, Connecticut  
Associate of the Year

**Lee Steiner**

Ground Breakers Building and Excavation Services LLC.  
Bethlehem, Connecticut  
New Member of the Year

*(continued)*





**NEW ENGLAND**  
**WEB SERVICES**  
[www.newenglandwebservices.com](http://www.newenglandwebservices.com)  
860.249.1341



## **GET YOUR WEBSITE READY FOR THE 2021 HOBI AWARDS**

Updates • Edits • Enhancements • Redesigns • Maintenance

*10% discount with this ad. HOBI entry deadline is June 25, 2021.*

## HBA of Northwest CT Adapts to Evolving COVID Protocols

**H**BA of Northwest CT was able to adapt to covid changing protocols and take their successful Local Leadership and Legislative events with the Litchfield County Board of Realtors (LCBR) to a virtual platform.



On March 16th the HBA of Northwest CT held the Annual Local Leadership event. Attendees on the call pictured L-R:

**Sherilynn DaSilvo**, LCBR Director of Chapter Services  
**Edmond Mone**, First Selectman - Thomaston  
**Denise Raap**, First Selectwoman - Litchfield  
**Candy Perez**, Mayor of Winsted  
**David Sartirana**, LCBR President  
**Steve Temkin**, T&M Homes  
**Greg Ugalde**, T&M Homes, NAHB Past Chairman  
**Tim Bobroske**, Bobroske Construction, HBA NW President  
**Jim Perras**, HBRAC CEO  
**Michael Criss**, First Selectman - Harwinton  
**Priscilla Pavel**, First Selectwoman - Cornwall  
**Elinor Carbone**, Mayor of Torrington  
**Dan Jerram**, First Selectman - New Hartford



On April 29th the HBA of Northwest CT held the Annual Legislative event. The event was well attended by legislators and members. Attendees on the call pictured L-R:

**Sherilynn DaSilvo**, LCBR Director of Chapter Services  
**David Sartirana**, LCBR President  
**Representative David Wilson** - Bethel, Litchfield, Morris, Warren, Woodbury  
**Representative John Piscopo** - Burlington, Harwinton, Litchfield, Thomaston  
**Jim Perras**, HBRAC CEO  
**Jim Heckman** - CT Association of Realtors  
**Representative Jay Case** - Colebrook, Goshen, Torrington, Winchester  
**Greg Ugalde**, T&M Homes, NAHB Past Chairman  
**Alexa Kebalo Hughes**, GHAR President  
**Gene Farley**, Torrington Lumber Company  
**Senator Henri Martin**, Bristol, Harwinton, Plainville, Plymouth, Thomaston



## 68th Annual Golf Classic a Huge Success

The HBRA of Central Connecticut hosted their 68th Annual golf tournament on Monday, June 7th, at Ellington Ridge Country Club. The event consisted of a morning flight and afternoon flight with 212 golfers participating. “I want to thank all the sponsors and volunteers who made this event our most successful tournament ever,” said Liz Koiva, President of the HBRA. “It was great to see so many of our members and guests enjoying the wonderful course and beautiful day.”

1st Place: 54 – Mark Zurzola, Larry Piretti, Bill Whittle, Mark Levin

2nd Place: 55 – David Director, Todd Director, Brett Director, Brian Mikulski

3rd Place: 57 – Bob Tosetti, Bobby Tosetti, Joe Montagna, Cliff Hill

4th Place: 57 – Ron Drisdelle, John Desimone, Steve Joivan, Mike Caruso

Long Drive Women: Liz Taft

Long Drive Men: Matt Grosso

Closest to the Pin: Nick Pagani

Air Cannon Closest Morning: 45” Garret Cook

Air Cannon Closest Afternoon: 38” Brian Mikulski

Poker Run: Three 10’s – Jeff Klemyk

Fastest Group in the Morning: Dean Brugnoli, Jason Bartlett, Jon Gorner, Todd Durost



Andy Morse, Greg Ugalde, Laurie Gilbert and Bob Hanbury



Nick Sylvester, Superior Hearth, Spas & Leisure Golf Outing  
Air Cannon Sponsor  
Pictured with cannons: Anthony Pion & Michael Monteforte  
of Andersen Windows

## 72nd Student Design Competition

For 72 years the Home Builders & Remodelers Association of Central Connecticut has held a Student Home Design contest as part of the Connecticut Home & Remodeling Show. Starting in 1948, the Student Home Design Competition allows students from all Connecticut high schools the opportunity to demonstrate their creative and technical skills and to be recognized for their talents. Additionally, they are provided with the opportunity to win scholarships and cash awards.

The HBRA of Central Connecticut hosts the Student Home Design Competition for students in grades 10 – 12 that are enrolled in design or drafting courses in public and technical high schools across the state.

Each student must include a scale model home with presentation drawings that meet specific criteria. This year's criteria was to design a three bedroom home not to exceed 2,000 square feet of floor space and the students were required to include three National Association of Home Builders Model Green Building Guidelines.

With the Convention Center closed, and no Connecticut Home & Remodeling Show, the competition was reinvented and held at the By Carrier development, Castle Heights in Cheshire. After the students dropped off their models for judging, they had an opportunity to visit four different home sites in different stages of construction.



2021 Student Design Competitors.

The students and teachers greatly appreciated being able to continue participating in the contest and especially for the opportunity to learn first-hand about the homebuilding industry. There were 79

students from 8 schools across Connecticut participating this year.

**1st Place:** Christian Friedman-Ringwood, Wethersfield High School

**2nd Place:** Abigail D'Agnese, Wethersfield High School

**3rd Place:** Abby Salmonsens, Simsbury High School

**4th Place:** Paige Tracy, Simsbury High School

**Honorable Mention:** Evan Pericolosi, Glastonbury High School

**Honorable Mention:** Kathrine Patrick, Platt Technical High School

**Thinking Outside The Box:** Faith Kasior, Southington High School

**Creative Site Design:** Rene James, Platt Technical High School

**Architectural Excellence:** Emma Small, Southington High School

**Green Building:** Rayah Snyder, Glastonbury High School

**CAPS Award:** Emily Booth, Glastonbury High School

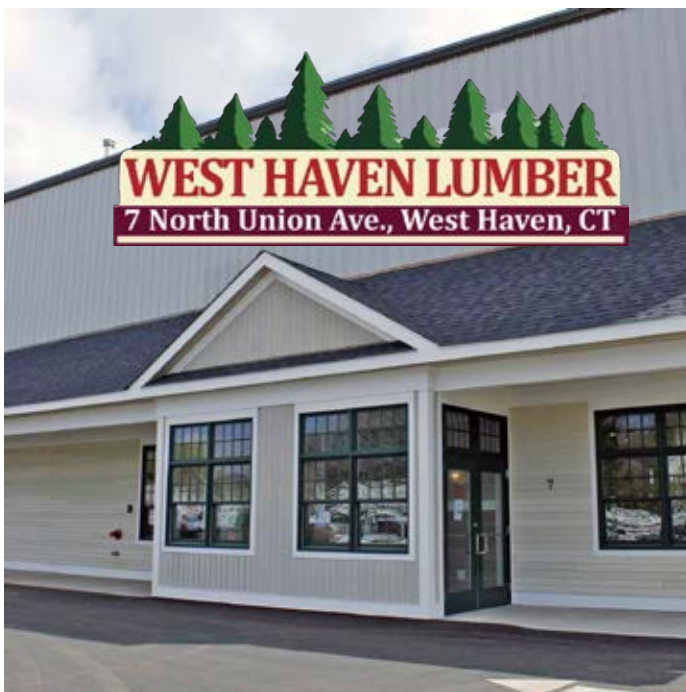
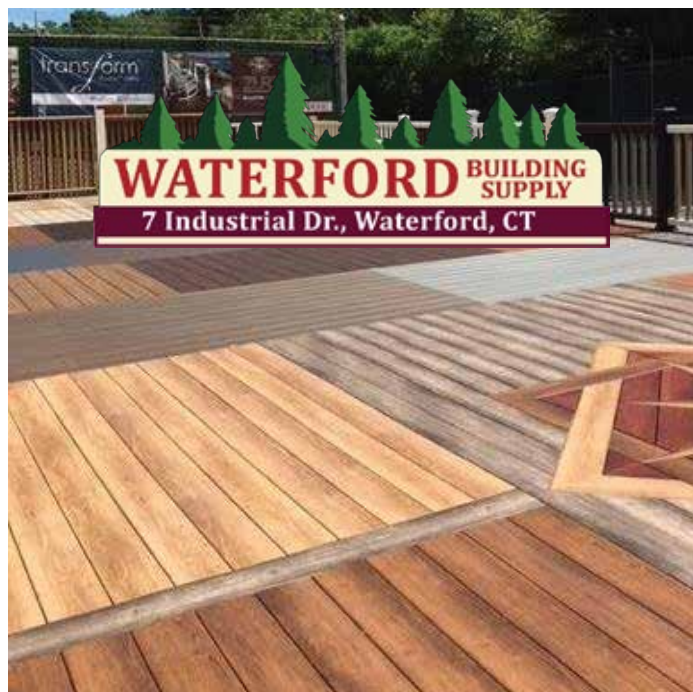


1st prize winning project



(continued)





## Hello Connecticut, Finetco is One Simple Call Away!

Conveniently located along the I-95 corridor in Waterford and West Haven Finetco has the finest and most diverse selection of windows, doors, lumber, decking materials, moldings, roofing, and siding. Our highly trained and experienced staff is poised to offer the best advice for each and every project. So when the time comes to start a new project come to Finetco where "One Simple Call Does It All."

### **Ply Gem® Trim and Molding**

From elegant mantels to crown mouldings to crisp corner posts, trim adds the finishing touch to your home's exterior. Ply Gem's PVC exterior trim & moulding is durable and virtually maintenance-free. It's easy to install and can be painted to match the color of your existing siding. Best of all, Ply Gem trim and moulding makes a big impact on your home's curb appeal with very little effort. Ply Gem products are available at all Finetco locations



West Haven Lumber  
7 North Union Ave.  
West Haven, CT  
(203) 933-1641

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

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

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

Welco  
7 North Union Ave.  
West Haven, CT  
(203) 933-1641

## April Membership Meeting



Im a member of  
HBRACC because...

The first in person event for the HBRA of Central Connecticut in more than a year was held on April 29th, at the Elicit Brewing Company in Manchester, CT. More than 100 members enjoyed networking, reconnecting and catching up in person. The HBRA's Membership Committee also filmed a promotional video about the value of membership. The HBRA hosts membership meetings each month to provide networking opportunities for members and valuable exposure for sponsors.

## Past President's Celebration and Scholarship Awards Night



L-R: Bill Ferrigno, Eric Santini, Sr., Tony Denorfia, Liz Koiva, Liz Verna, Lou Tagliatela, Jr., Bob Wiedenmann, Jr., Kevin Ahern, Ken Boynton, Johnny Carrier

The HBRA of Central Connecticut held the annual celebration of the Past Presidents who have served the Association and presented the 2021 HBRA Scholarships on Thursday, May 20th, at the Hartford Yard Goats game.

Ten past presidents were in attendance representing more than 40 years of service as well as more than



HBRA Central CT President Liz Koiva, with Scholarship winner

100 members filling the HBRA Party Deck at the Yard Goats Stadium to capacity. The HBRA Charitable Foundation also presented ten, \$1,000 scholarships to students who are members, employees, or family members of a current HBRA member in good standing.

(continued)





# EXTRAORDINARY KITCHENS BEGIN HERE.



Invite your clients to explore the world's finest appliances, taste culinary excellence and find design inspiration.  
For more on our builder programs, call Joe Tanguay at 800-842-5275 x225.

**CLARKE**  
WOLF SUB-ZERO COVE

New England's Official Sub-Zero, Wolf & Cove Showroom and Test Kitchen

64 South Main Street, South Norwalk, CT • 800-845-8247 • [clarkeliving.com](http://clarkeliving.com)

## HBRA Focuses on Membership in 2021



In 2021, our membership push is simple: every NAHB member has the power to recruit one new member. Join the mission today!

The HBRA of Central Connecticut has put a large focus on recruiting new members to the Association with the booming housing market. They have recruited 48 new members this year and are participating in the NAHB 1 in 2021 drive which encourages each member to recruit at least one new member.

The focus has not only helped recruit new members, but the Membership Committee is also focused on member retention. With this attention, the Association has seen 7.4% net growth in the first five months of the year.

The HBRA also recorded a video highlighting the value of membership and the resources it provides to all members at the local, state and national levels. You can watch the video at: [https://youtu.be/w\\_GqjldfO50](https://youtu.be/w_GqjldfO50)

## NEW Member Benefit – Fresh Lime



This spring the HBRA of Central Connecticut launched a partnership with Fresh Lime. Fresh lime is a customer interaction platform that allows businesses to communicate 24-7 with potential customers, respond to customers immediately and drive new business. The platform aggregates all social media, Google reviews, emails and website inquiries into one dashboard that anyone in the company can see in real time a potential customer interest and requests.

The platform also has chat bots that members can have on their website that are business/industry specific to generate qualified leads for members. It also allows members to communicate with current and past customers building longer term business relationships. HBRA of Central Connecticut members save 10% on the cost of the Fresh Lime services. For more information, members can contact the HBRA office.



## SAVE THE DATE: HBRA Charitable Foundation Auction



The HBRA Charitable Foundation will hold their bi-annual auction. The event will be held on Friday, November 5, at the Aqua Turf Club in Plantsville. This year the event will feature entertainment by The Killer Dueling Pianos. Join us as we raise funds for the Charitable Foundation and rock the night away! 🎵





*Family Owned and Operated for over 72 years*

**SINCE 1949**



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

1370 John Fitch Blvd. RT. 5, P.O. Box 185

South Windsor, CT 06074-0185

860-289-7778 phone

860-282-9885 fax



- Manufactured and Natural Stone Veneers
- Outdoor Kitchens, Fireplaces and Fire pits
- Granite Steps and Cobblestones
- Low Voltage Landscape Lighting
- Natural Fieldstone and Flagging
- Antique & Reclaimed Natural Stone
- Masonry Saws and Diamond Blades
- Interlocking Concrete Pavers & Retaining Wall Systems
- Premium Bluestone



## Fairfield County Annual Awards Night and Fall Plans



Photos by O&C Media

The HBRA of Fairfield County held our annual Awards at Giovanni's in Darien on June 9th. Our list of award winners are below, and we had a sold out event, with 185 people in attendance.

**Builder of the Year** – Hertz Construction Inc.

**Associate of the Year** – Sheri Snellman, Bender

**Remodeler of the Year** – Guiltec Development

**Woman of the Year** – Dana Drugo,  
Tooher-Ferraris Insurance Group

**Business of the Year** – Smarthome & Theater  
Systems

**Supplier of the Year** – Hocon Gas Inc.

**Volunteer of the Year** – Tori McBrien, McBrien Interiors

**Member of the Year** – Angela Legg, Legacy Productions

**New Member of the Year** – David Houser, New England Financial Group

**Architect of the Year** – Emilia Ferri, Emilia Ferri Architecture + Design

**Hall of Fame** – Hemingway Construction

**President's Choice** – Anthony DeRosa, DeRosa Builders LLC



We are looking forward to a jam packed fall, with our GMM at the beach at Penfield Beach on Sept 8 and our Annual Golf tournament at Tashua Knolls on Sept 20. 📅





# **Want To Lower your Retirement Plan Costs?**



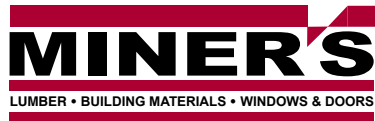
**Simple  
Reduce Liability  
Cost-Effective  
Easy To Administer**

**September 14, 2021  
Webinar at 4:30PM  
Register at [hbact.org](http://hbact.org)**



Marvin is committed to design that is as functional and intuitive as it is beautiful. Crafted with exceptional skill, Marvin products deliver quality you can see, touch, and feel, beauty that brings joy, and performance that stands the test of time.

Visit your local Marvin window and door retailer today.



In the Farmington Valley & Central CT

129 RIVER ROAD  
CANTON, CT | 860-693-1111  
MinersInc.com



In Connecticut and Westchester County, NY

BETHEL | BRANFORD | DARIEN | LEWISBORO, NY  
MADISON | NEW MILFORD | NIAHTIC | NORWALK | WILTON

800-390-1000 | RingsEnd.com







## WE NARROWED YOUR OPTIONS DOWN TO UNLIMITED

With custom colors, dynamic shapes and sizes and unlimited design options, E-Series windows and doors make it possible to create the home you've always imagined. Follow your inspiration, express your own unique style and set your home apart with Andersen.



**LOVE THE LIFE YOU SEE.™**

Learn more at [andersenwindows.com](http://andersenwindows.com)

\*Andersen® and all other marks where denoted are trademarks of Andersen Corporation.  
©2020 Andersen Corporation. All rights reserved.

**Sanford & Hawley, Inc.**  
QUALITY BUILDING MATERIALS SINCE 1884  
Unionville, Avon, Manchester, CT, West Springfield, MA.  
[www.sanfordandhawley.com](http://www.sanfordandhawley.com)

HIC #0614171

Sanford and Hawley  
1790 Farmington Avenue  
Unionville, CT Connecticut 06085  
860-673-3213  
30 sandsceen rd  
Avon, CT 06001  
860 673- 3213

336 North Main Street  
Manchester, CT 06040  
860-647-8924  
253 Baldwin Street  
West Springfield, MA 01089  
413-732-6900

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