

CONNECTICUT BUILDER



The Magazine of the Home Builders & Remodelers Association of Connecticut

Winter/Spring 2018

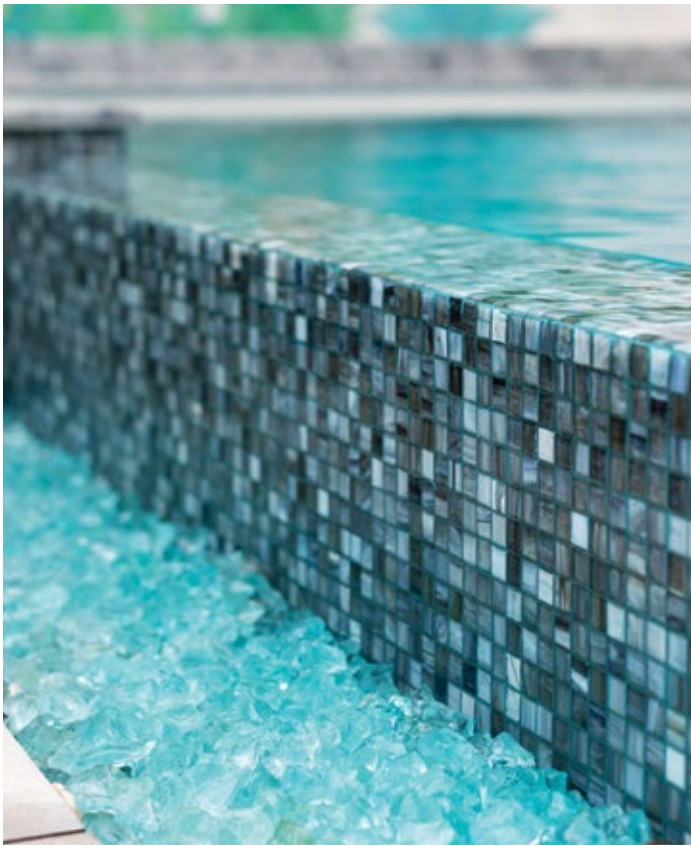
Interactive Digital Edition



Custom Home of the Year
Significant Homes – Douglas VanderHorn Architects

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CONNECTICUT BUILDER

The Magazine of the Home Builders & Remodelers Association of Connecticut

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ON THE COVER: This spectacular post & beam Great Room is built with hand hewn timber rafters, oak ceiling and stucco infill walls. Oversized arch-top French doors and casement windows frame the beautiful formal gardens of this superb French Normandy custom home.

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From the desk of Peter J. Fusaro



IBS 2018 kicked off in Orlando Florida with over 580,000 ft. of exhibitor space and over 2,000 exhibitors under 21 miles of carpet, bringing the latest most advanced building products and services ever assembled.

Attendance was over 85,000 with over 160 education sessions.

Opening ceremonies featured four-time Super Bowl champion Terry Bradshaw, former Pittsburgh Steelers quarterback and current award-winning broadcaster on Fox NFL Sunday.



IBS closed with multiple Grammy award winning band, Chicago, celebrating it's 50th consecutive year of touring.



Congratulations to Greg Ugalde, who has been elected to serve as 2018 NAHB First Vice-Chairman of NAHB.

Greg is the first from New England to serve in this position, and we are all proud to have a Connecticut builder attain such a prestigious national position.

These important updates were announced at the NAHB board meeting at IBS:

- ▶ **Tax reform.** There was discussion on how tax reform will affect your bottom line and boost our industry. Thanks to NAHB's efforts, we were able to:
 - Ensure a 100% deduction for business interest on real estate.
 - Retain private activity bonds, which will allow the Low Income Housing Tax Credit to maintain its effectiveness as the most indispensable tool for affordable housing.
 - Preserve the mortgage interest deduction on second homes and the capital gains exclusion on the sale of a primary residence, which will facilitate more home sales in the future.

More information can be found at nahb.org/taxreform. I suggest you check with your tax professional regarding the details of the new tax law and have them help prepare your 2018 tax filing.

- ▶ **Building codes.** NAHB is constantly reviewing building codes and identifying changes that either have a negative impact on the building industry and home buyers or that will save builders time and/or expenses during construction. NAHB has developed tools that you can use if your state adopts the 2018 International Residential Code to press for amendments that ensure more cost-effectiveness.
- ▶ **Housing finance reform.** NAHB is working with Republican and Democratic leaders in Congress to advance comprehensive housing finance reform that will protect the 30-year fixed-rate mortgage, preserve access to credit and protect taxpayers.
- ▶ **Flood insurance.** NAHB is making it a top priority to ensure that Congress acts on a long-term reauthorization of the National Flood Insurance Program that will keep the program fiscally sound and preserve rate affordability.
- ▶ **Labor shortage.** We are experiencing a skilled labor shortage throughout the country.

(continued)



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From the desk of Peter J. Fusaro

(continued)

NAHB is partnering with educators, members and state and local's HBRA's to address housing industry labor shortages, and to develop a skilled workforce for the future, through a collaborate effort that reaches policymakers, as well as local educators and high school students. This can be an effective way to address some of the contributing issues and misperceptions of the industry. HBAs and members can help their communities grow and prosper, while educators can direct their students toward meaningful employment and career choices.

Welcome to the new Fairfield County HBRA CEO, Jackie Bertolone, who attended IBS.

Jackie grew up in the building industry and is leaving her position as an adviser and senior staff member to CT House Republican Leader, Themis Klarides. Jackie also served as the finance director for the caucus, leading statewide fundraising efforts and event planning. She will be a huge asset in local and state legislative efforts, and in continuing the growth trajectory of the Fairfield County HBRA. (See *Fairfield County HBRA News* in this issue.)

Many thanks to the following leaders for serving on NAHB committees and HBRAC:

- ▶ Alan Hanbury – *Educational Council*
- ▶ Bob Hanbury – Chairman of the *Home Innovation Research Lab*
- ▶ Chris Nelson – Chairman Builder 20 Club
- ▶ George LaCava – NAHB Build-Pac Trustee
- ▶ Ken Boynton – Build-Pac Trustee Alternate
- ▶ Norton Wheeler – Area 1 Representative.
- ▶ Eric Person – President Executive Officers Council.

HBRAC

- ▶ Johnny Carrier – Connecticut Codes Council
- ▶ Bob Wiedenmann – Chairman Government Affairs Committee
- ▶ Bill Ferrigno – Chairman of CT Developers & Builders Forum

Please join us Wednesday, April 3rd for our annual Home Building Industry Day at the Capitol in Hartford.

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

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The 24th Annual



Home Building Industry Awards

"The entire evening was fantastic! The venue, the program, the MC!
If you could have seen it from our vantage point, you would have been
blown away! Congratulations on executing at 150%!"

- David Vynereib, CCO Habitats



ON WEDNESDAY, NOVEMBER 15, 2017, the 24th annual HOBI Awards Dinner broke yet another record with 873 home building industry professionals from throughout Connecticut attending! Party buses lined the Aqua Turf parking lot, and companies closed early to get ready for the largest BUILDER AWARDS EVENT in the country!!



Joanne Hoerrner & Bill Ethier

HBRA Admin. & Events Director, Joanne Hoerrner, did a spectacular job finessing a super challenging seating chart, as well as producing the HOBI Awards Dinner Program book, and keeping sponsors and attendees delighted!

For HBRA CEO and lobbyist extraordinaire, Bill Ethier, this was his last HOBI Dinner. Bill has done an exceptional job representing our industry at the Capitol, testifying for and against proposed legislation; and defeating legislation that would negatively affect our businesses. We hate to see him leave, but Bill will be retiring on June 30th. (See *Bill's Farewell Message in this issue*)



L-R Charlie, Maggie & Allison Wiele, Kerry Carroll Schroeder & Joanne Carroll

In 2004, HOBI Awards producer and MC, Joanne Carroll, ended her HOBI Power Point presentation with a slide of her 1st grandchild at one month old, and she gave him a "Best Grandson" award! In 2017, at age 13, Charlie attended the HOBI Awards Dinner for the first time, along with Joanne's beautiful granddaughter Maggie 11, their mother Allison Carroll Wiele and Joanne's daughter and business partner, Kerry Carroll Schroeder.



Barrington Building Company roof deck

What's NEW this year!

Darien is definitely giving Greenwich & Westport a run for their money in new construction – both spec and custom. However, Connecticut is the unfortunate designee of top state in the country for the highest lot cost as a percentage of sales. And when it comes to regulation, Connecticut is challenging to say the least! As one example, Glastonbury won't allow construction anywhere near a vernal pool during frog mating season!

Yet, in spite of the market and onerous regulations, we had a lot of successful builders at the November 15th HOBI Awards Dinner, and Sound Beach Partners, won a record 9 HOBI Awards, followed by Bluewater Home Builders and Toll Brothers Inc. with 6 HOBI's each!



SBP Homes drywall detailed ceiling

What about this year's trends?

This year's winning homes embrace the outdoors as never before. It's all about *more glass, less frame & less wall*. Other recurring details in this year's winning homes included: low profile drywall detailing, slab cabinetry with a linen finish, quartz counters and floating shelves. On the outside, it's roof decks and inside, bunk beds are in vogue!

(continued)

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2017 HOBI Judges



L-R HOBI Judges Mark Stidsen, Judith Landers, Chis Nelson, Joanne Carroll & Marc Michaud

CHRIS NELSON – incoming president of the state HBRA, a successful Farmington Valley builder developer & winner of Community of the Year last year.

MARC MICHAUD – partner in the Michaud Group in Shelton, and winner of several HOBI Awards for his Fairfield County spec homes.

JUDITH LANDERS – specializing in interior finishes and design for residential and commercial projects for over 30 years & winner w/Landsen Construction Custom Home of Year

MARK STIDSEN – a past HOBI judge for both remodeling & new construction, Mark has spent 40+ years in the building industry developing subdivisions and building custom homes.

BOB WIEDENMANN – chairman of our Government Affairs Committee and builder developer of communities in New Haven County.

Highlights of the 2017 HOBI Awards



HBRA Senior officers L-R President Pete Fusaro, CEO Bill Ethier, Past Pres. Nort Wheeler, & V.P. Chris Nelson.



Project of Year - architects Chris Pagliaro & Nick Sajda with builder John Brindisi.



Custom Home of Year - Whit & Matt Mathews with architects Collin Vanderhorn & William Malmstedt



Spec Home of Year – builder Vinnie Sciarretta with HBRA President, Pete Fusaro

(continued)

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Highlights of the 2017 HOBI Awards



Remodeled Home of the Year – Chris Quinn, Dave Ridolfi & Ivan Dic



Community of the Year –Greg Ugalde & Steve Temkin with HBRA officers Nort Wheeler & Pete Fusaro.



SBP Homes team – Doron Sabag & Jim Hoffman at center.



Larry Fiano & Joanne Carroll



Steve, Gayle Alyssa & Lily Temkin



PROJECT OF THE YEAR

BRINDISI & YAROSCAK – PBS ARCHITECTS



IT STARTED AS AN ABANDONED 90 yr. old carriage house on 20 acres in Round Hill, Greenwich. The single male client chose architect Chris Pagliaro and builder, Jon Brindisi, to create a home reminiscent of a New York City loft, but one centered on outdoor living. The answer—this single room deep NEW OLD custom home with 22” thick stone and mortar walls and a frosted glass garage for the owner’s custom built Ferrari.



The home’s entry foyer, with galvanized steel door, leads to spectacular space surrounded by frameless windows, and with a skylit dome ceiling, no trim and exposed structural steel.



A two story gym with stone & mortar walls is located off the entry foyer.



The kitchen is designed by PBS with a white Macuba waterfall island and backsplash. The cabinetry is finished in metallic flake finish to match the owner's Ferrari. It's even cleaned with car products.



Chris designed the living room as a fishbowl with walls of glass focused on a courtyard and pool.



The exquisite tent ceiling master bedroom.



The rear view at night is spectacular, with the drama of glass pavilions lining the courtyard, allowing light to penetrate deep within the home.



BEST GARAGE

The home's whimsical garage won its own HOBI Award. The perimeter is acid-etched frosted glass with corners and select areas in clear glass to catch a glimpse of the sports cars within. The white porcelain tile floor is accented in stainless steel, and the linear solid mahogany paneled garage doors from Ed's Garage Doors, accentuate the quality and charm of this unique garage.

All these award winning projects have one thing in common.

Our 2017 Connecticut Builder HOBBI Award Winners

PROJECT OF THE YEAR

Best New Old Custom Home & Best Garage

Brindisi & Yaroscak & PBS Architects for Round Hill Estate, Greenwich

Best Custom Home 7,000-8,000 sq. ft.

SBP Homes for 28 Leeward Lane, Riverside

Best Custom Home 8,000-9,000 sq. ft.

SBP Homes for 42 Gilliam Lane, Riverside

Best Custom Home 12,000-16,000 Sf & Best Pool House

SBP Homes for 73 Club Road, Riverside

Best Custom Home Over 16,000 sq. ft.

SBP Homes for 74 Club Road, Riverside

Best Accessory Building

SBP Homes for sports house at 23 Normandy La., Riverside

Best Custom Home 6,000-7,000 sq. ft.

Hertz Construction for 30 Talmadge Hill, Darien

Best Green Energy-Efficient Custom Home

Hobbs Inc. for Greenwich home

Best Custom Home Under 3,000 sq. ft. & Best Outdoor Feature

Karp Associates for 28 West Way, Old Greenwich

Best Fairfield County Spec Home \$1-2 Million

Hemingway Construction for 23 Patricia Lane, Darien

Best Spec Home \$2-3 Million

Hemingway Construction for 315 Noroton Avenue, Darien

Outstanding Spec Home \$2-3 Million

Archetype for 14 Clocks Lane, Darien

Best Residential Remodel \$2-3 Million

DeRosa Builders for 11 Meadowcroft Lane, Greenwich



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CUSTOM HOME OF THE YEAR

SIGNIFICANT HOMES – DOUGLAS VANDERHORN ARCHITECTS



THIS SUPERB 10,000 SF French Normandy home on Long Neck Point in Darien, is designed by Douglas VanderHorn and built with amazing skill and craftsmanship by Whit & Matt Mathews of Significant Homes. The exterior is sand-blasted limestone with a Ludovici tile roof, and the formal gardens look out to Long Island Sound.



The exquisite foyer sets the tone with reclaimed marble floor, a curved staircase with black walnut handrail and double sheetrock Venetian plaster walls.



The octagonal paneled living room with transom French doors, glows from its cove lit ceiling, and the hand planed & waxed oak floors are intentionally cupped to appear hundreds of years old.

The breathtaking post & beam Great Room pictured on the cover of this issue is built with hand hewn timber rafters, and this timber framed screened porch is detailed with brick infill.



The new/old kitchen combines antique wide plank oak floors and rustic timber framing and handmade brick infill with luxurious paneled & glazed cabinets and Bluestar, Miele, Sub Zero and Wolf appliances from Albano Appliances.



On the lower level, a post & beam rec room with bar, this bunk room with four twin sized bunk beds behind arched paneled doors, and this cove lit wine room with herringbone brick barrel ceiling seen thru frameless glass doors.



Innerspace Electronics designed & installed the home's Savant Home Management system, as well as a generator control system with text alerts and garage door and gate control integration.

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SBP Homes Wins Record Nine HOBI Awards



FOR NEARLY TWO DECADES, SBP Homes has been an innovative and highly talented construction management and general contracting firm. Doron Sabag and Jim Hoffman have delivered exceptional quality in homes they design build, and they have worked with prestigious architects and designers to create many other award winning projects that positively impact the lives of their clients. But just as impressive - Doron and Jim's clients become their friends.

Our home was design-built by SBP and won a HOBI.
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– Andrew Haroche

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Over the last ten years, SBP Homes has been recognized with every top home award including: 2007 SPEC HOME OF THE YEAR and 2016 REMODELED HOME OF THE YEAR, as well as winning CUSTOM HOME OF THE YEAR and PROJECT OF THE YEAR multiple times. This year, SBP Homes won six Custom Home Awards, two Special Focus Awards and BEST POOL HOUSE.

This special section features SBP Homes record breaking achievement in the 24th Annual HOBI Awards!



BEST CUSTOM HOME OVER 16,000 SF

SBP HOMES



BOLD, INNOVATIVE ARCHITECTURE and superior craftsmanship distinguish this fabulous 19,000 sf neoclassic home designed by Cole Harris and built by SBP Homes on Club Road in Greenwich. Grand living spaces are defined by oversized black framed Serpatelo windows and exquisitely detailed 14 foot ceilings. The stunning interior design is by Linda Hoffman Interiors.





The striking kitchen is outfitted in floor to ceiling rift sawn oak slab cabinetry



The open living room, dining room and family room are separated by rift sawn oak pocket doors.

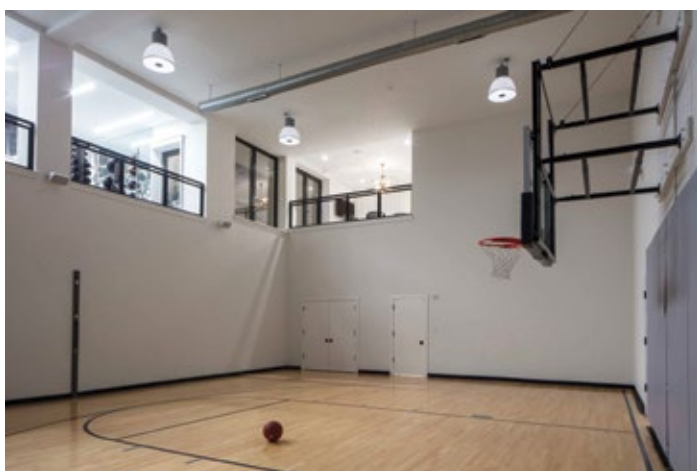


The dramatic two story cove lit office with light rift sawn oak bookcases.



The spectacular two story master bedroom with stacked windows, full length balcony and fireplace by Fairview Hearthside.

OUTSTANDING SPECIAL PURPOSE ROOM



A 26 foot high basketball court in the lower level is complemented by a home gym with sauna, bunk room and lounge area.

BEST OUTDOOR LIVING ENVIRONMENT



Viewed from the roof terrace, the exquisite outdoor environment created by Doron and Paul Harris in Madonna granite with fresh water spa, Olympic pool, and a stunning pool house with granite FPL and living roof of perennials.

(continued)



BEST CUSTOM HOME 12,000-16,000 SF

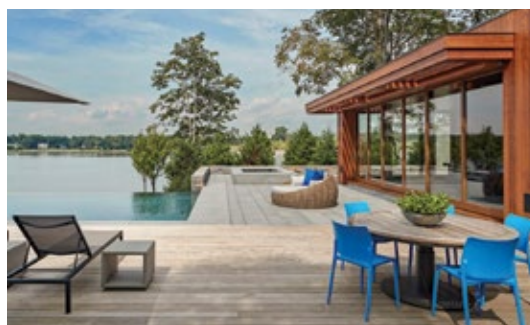
SBP HOMES



At 15,000 square feet, this magnificent shingle-style home, also on Club Road in Greenwich, is designed by Shope Reno Wharton, and built on three acres overlooking Long Island Sound. The great room boasts a two-story field-stone fireplace and shiplap vaulted ceilings. Amy Hirsh provided the interior design.



BEST POOL HOUSE



The perfectly sited contemporary pool house features a great room, outdoor shower, indoor bath and infinity pool - all overlooking Cos Cob Harbor.





In the dining room, a striking floor to ceiling marble slab surrounds the modern linear gas fireplace from Fairview Hearthside.

Innerspace Electronics designed and installed the home's Savant Home Management System with multi-zone audio & video, Lutron lighting and motorized shades, security and HVAC control integration, a security camera system and pool & spa control for on or off-site control, as well as driveway gate integration, and retractable bug screen control.

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BEST CUSTOM HOME 8,000-9,000 SF

SBP HOMES



THIS 8,400 SQUARE-FOOT SHINGLE STYLE custom home in Riverside was designed by Doron Sabag & built by SBP Homes. A blend of traditional shapes, roof lines and cedar shingle siding, it features large modern black windows, a double glass & steel entry door and wide open interior spaces.

A full height marble slab surrounds the living room fireplace and floor to ceiling black framed windows line the room – more glass, less wall.



The master bath is outfitted with a uniquely convenient walk-thru steam shower & sauna.



The eye-catching billiards room features drywall moldings and a striking wood ceiling.

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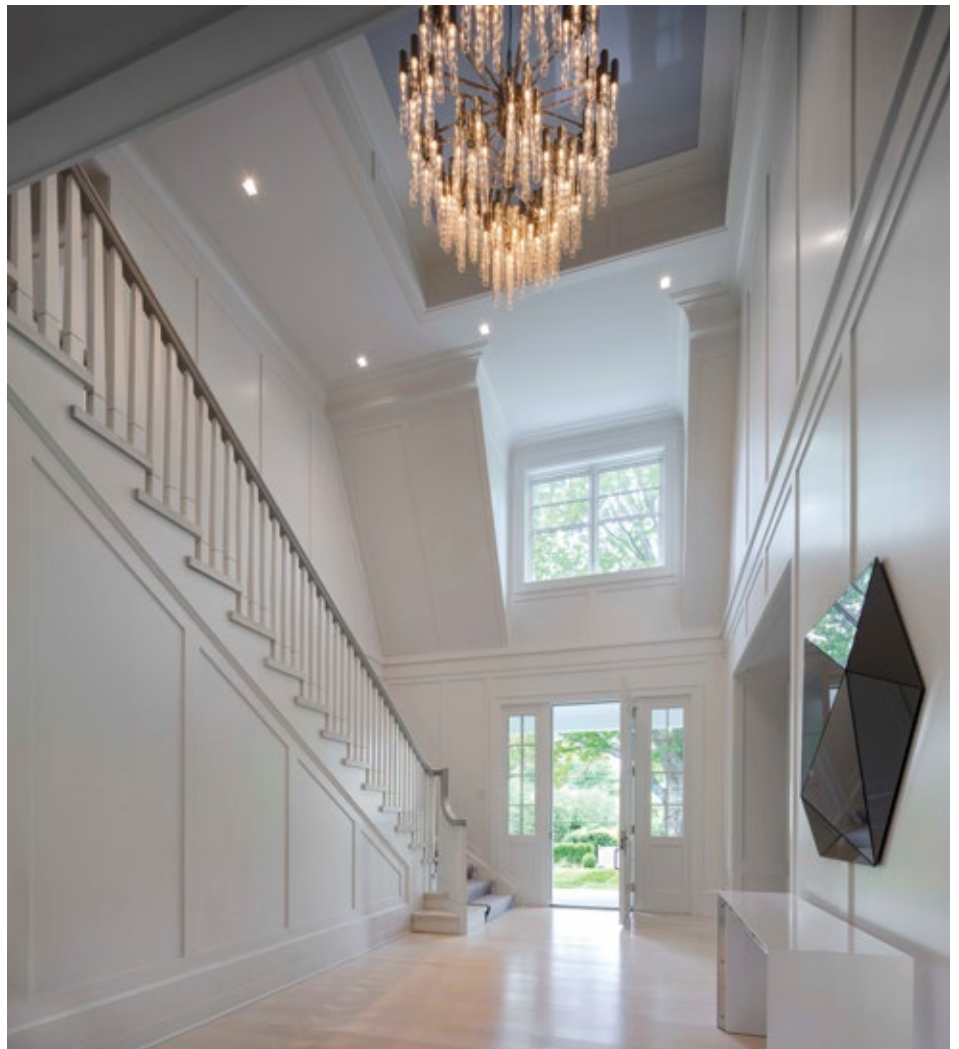


BEST CUSTOM HOME 7,000-8,000 SF

SBP HOMES



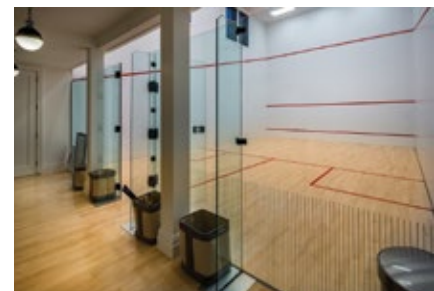
ROWS OF LAVENDER catmint line the pebble driveway leading to this SBP custom home winner in Riverside. Super talented Doron Sabag design built it with a spectacular foyer, bleached wide oak floors, a hi gloss midnight blue dining room and a stunning marble wrapped oven hood & back splash with custom built-in cobalt blue upholstered banquet in the kitchen.





BEST ACCESSORY BUILDING

SBP HOMES



Believe it or not, Sound Beach built this amazing SPORTS HOUSE just so their clients could play ball inside! Their real house is next door! The home is design built with a great room and kitchen, as well as a basketball court, golf simulation room, squash court, a batting cage, movie theater, gym as well as an outdoor patio and pool.

Home automation, including automated shades, lighting, home theater, and outdoor TV, were provided by Innerspace Electronics. (See Business Product News in this issue.)






BEST VACATION HOME

SBP HOMES



Doron Sabag and Jim Hoffman built this stucco and mahogany accented Palm Beach getaway for a Connecticut client. It's designed for entertaining, relaxing and outdoor fun with boat slip pool & spa. Noteworthy features include, frameless hurricane sliding glass doors and windows, floating shelves, a spectacular kitchen for BIG parties, and an exquisite master suite with outdoor tub & shower.





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On the tiny side, Scott Hobbs built this cedar tree house with slate roof laid over car decking, and stairs wrapping around the large tree trunk. Inside, hardwood floors, LED dimmable lights and you know that trend to bunk beds!



BEST GREEN ENERGY-EFFICIENT CUSTOM HOME ★ HOBBS INC.



This modern LEED certified gem designed by architect, Amanda Martocchio, is built by Hobbs in paneled cement fiberboard with a Anthra-zinc clad hearth wall divides the interior spaces, and contains the fireplace, roof drains and mechanicals. Pictured is the striking dining room with a wall of triple glazed doors leading to the patio, and a sleek modern kitchen, equipped with linen finish slab cabinetry.



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BEST OUT OF STATE CUSTOM HOME

BLANSFIELD BUILDERS



Jim Blansfield created this stunning Garrison N.Y. weekend home, blending 1900's stone with a standing seam metal roof and contemporary steel windows & doors. The interior features resawn vintage engineered wood floors over radiant heat, and a stunning Craftsman kitchen with teal millwork and Wolf, Sub Zero appliances from Albano Appliance.



BEST NOT SO BIG CUSTOM HOME

RICCI CONSTRUCTION



This Old Saybrook beach home was built by John Ricci with stairs on each side, full length decks, and all rooms facing the water. The focal point of the inviting cottage style living room is a Travis Industries fireplace supplied by Dean's Stove & Fireplace. This high output model with 46,700 BTU's is rated to heat up to 2,500 sq. ft. It also boasts 864

square inches of viewing area to enjoy the beautiful flame with award winning Ember-Fyre burner.

The master bedroom features a corner Travis Space Saver by Fireplace X. With the combination of convective heat, radiant heat and reduced depth dimension, the 564 SS gas fireplace is ideal for zone

heating in bedrooms, dens and intimate spaces. Travis Industries is the largest privately owned fireplace manufacturer in the US, and Dean's is proud to be their most successful single store outlet in the country.



BEST IN STATE VACATION HOME RICCI CONSTRUCTION

John Ricci also built this multi-generation, high performance vacation home on Milford beach with side setbacks of only 3 and 5 feet. Side exterior walls are one hour fire rated, and inside, it's all about the view.



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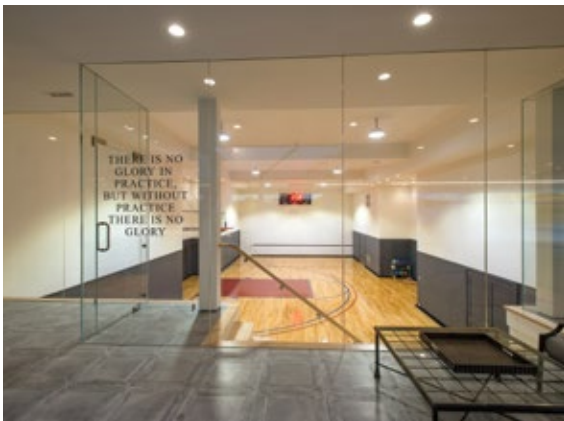
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OUTSTANDING CUSTOM HOME OVER 16,000 SF BACK COUNTRY RAM



Andy Moore of Back Country RAM design built this 21,000 sf estate home in pillowed stone veneer. It's located on Round Hill Road in Greenwich, and stormwater mitigation alone cost \$350,000.



The expansive lower level is outfitted with a wine room and sports court, as well as an indoor lap pool.

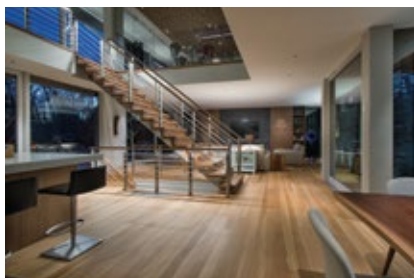


Andy has his own millwork shop, which is evident in this exquisite mahogany sitting room with faux finish for an aged look.

BEST CONTEMPORARY CUSTOM HOME BACK COUNTRY RAM



Andy Moore design built this contemporary custom with a porcelain panel curtain wall and solar panels, a magnificent glass and steel front door and an open two story interior with cable rail staircase leading to an office with white oak block ceiling mounted on 24"X 24" panels. A striking blue glass tile bath with curbless shower features fittings by Best Plumbing.



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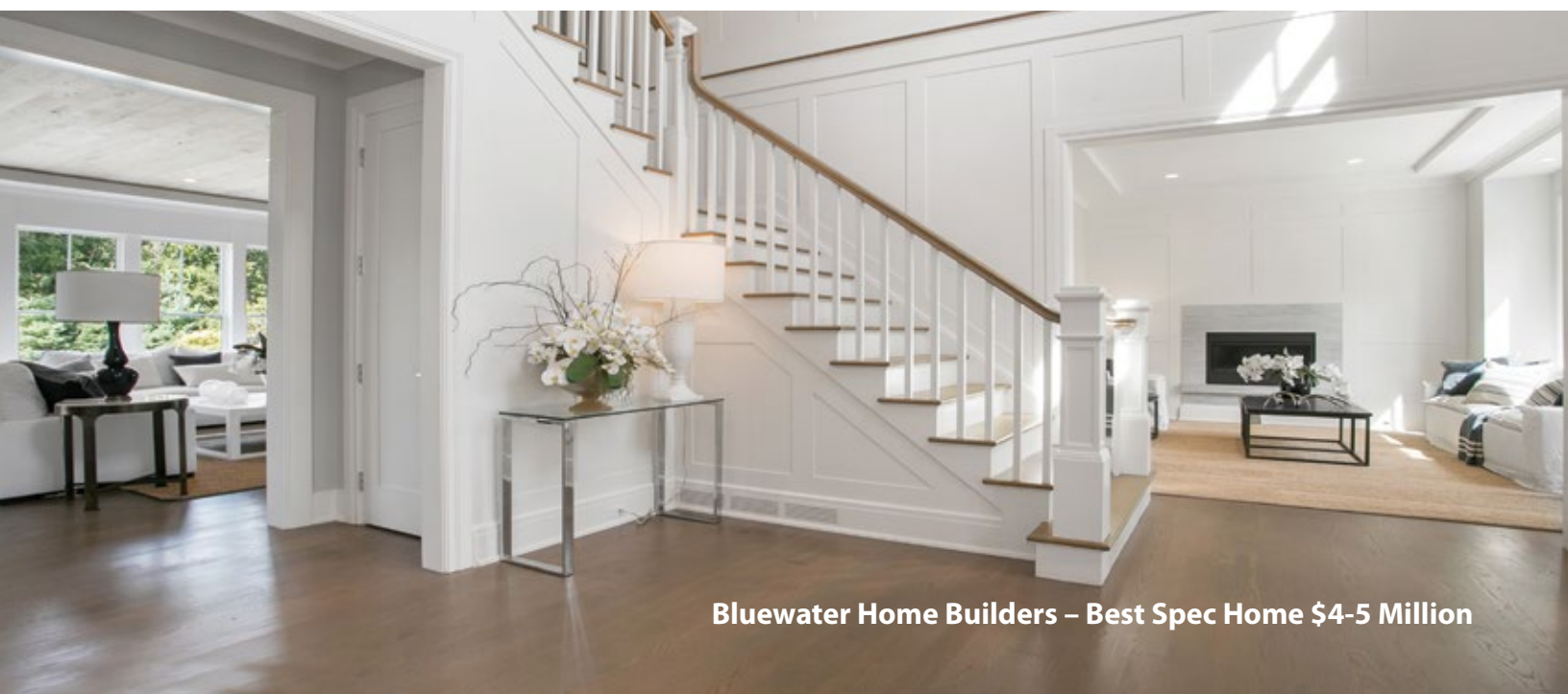
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Bluewater Home Builders – Best Spec Home \$4-5 Million

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OUTSTANDING CUSTOM HOME 10,000-12,000 SF DAVENPORT CONTRACTING

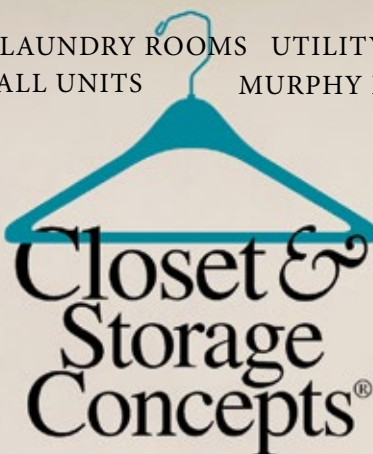


This outstanding Shreve Reno shingle style home in Westport was built by Davenport Contracting. Located off the front entry foyer is his octagonal office in walnut with tray ceiling & awning windows with rain sensors.

An enormous glass and stainless range hood over the black absolute island is the kitchen's focal point. The grand living room and the gracious master bedroom with her adjacent office are exquisitely detailed.



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Home Building Industry Awards



BEST CUSTOM HOME 6,000-7,000 SF

HERTZ CONSTRUCTION



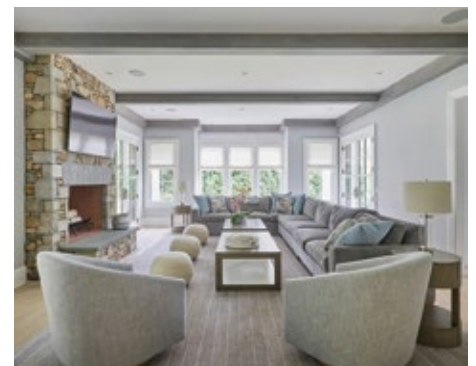
Here's a fabulous contemporary farmhouse with barn style garage, built by John & Paul Hertz in Darien. It's designed by Chris La Vigna in Boral siding with tubular steel breezeway to maximize glass. A wall of black thin frame Marvin windows and doors bring the outdoors into the kitchen, which is designed with a rift & quarter sawn white oak island - distressed with

stainless corner guards. Sub Zero & Wolf appliances, including a Sub Zero wine refrigerator, were supplied by County TV & Appliance. There's a 7" deep walnut FPL wall in the family room, a upper breezeway and a shower for two in the master bath. The home's exquisite master closet by Closet & Storage Concepts pictured on opposite page won a HOBI Award.

BEST CUSTOM HOME 5,000 - 6,000 SF

FLETCHER DEVELOPMENT

In Darien, Ryan Fletcher built this exquisitely designed Robert Cardello shingled gambrel with three car garage, stone slab FPL and sleek gray beams framing the family room, a stunning all white kitchen with shiplap ceiling and a covered porch with stone FPL.





BEST CUSTOM HOME 9,000-10,000 SF GREENWICH CUSTOM HOMES

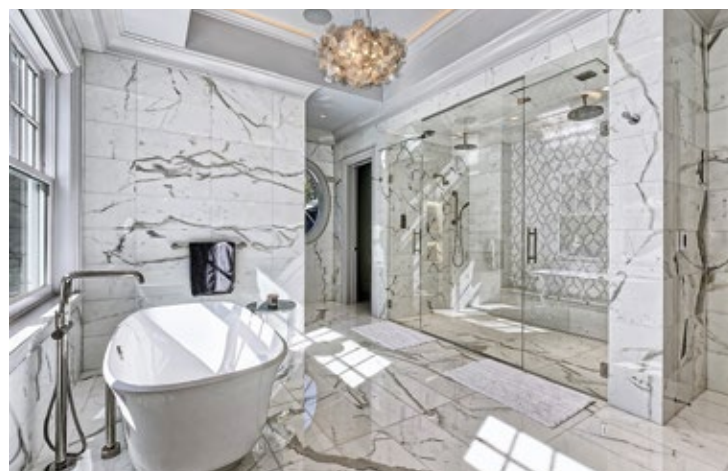


Joe Granito enriched this Greenwich custom home with a dramatic three story foyer and 8ft round blown glass skylight. The soaring great room is built with a deep coffered ceiling and the double island kitchen is book matched Calcutta slab. The home offers a lower level hair salon and lounge with bar, a roof deck, barrel ceiling summer room and pool with 15 seat covered bar.



BEST BATH

This winning master bath in bookmatched Calcutta slab is outfitted with a Kohler DTV Prompt digital steam shower for two, a Victoria & Albert freestanding tub with Kallista floor mounted tub filler from Best Plumbing and built-in shaving and make-up stations with pull out mirrors in the vanity.





BEST CUSTOM HOME 4,000 - 5,000 SF

LASCHEVER BUILDING COMPANY



This one-of-a-kind boat house by Jonathan Laschever overlooks the Niantic River in Waterford. His client wanted it to resemble a 1900's steamship, and Jonathan delivered inside and out with high performance Sto over Advantech, solar panels and IPE decks on 4 levels.

The interior is hi gloss clear vertical grain fir stained to resemble mahogany, and features a bead board ceiling, layered curved moldings, arched cross beams and a reclaimed ship's wheelhouse.



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Congratulations to Nick Uccello!

His craftsmanship and use of high quality products, such as Andersen Windows, won him a 2017 Best Single Family Home HOBI Award for this home at Fox Hopyard.

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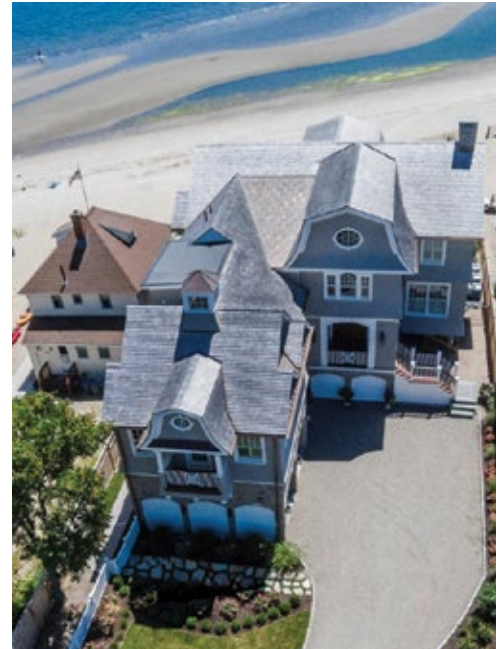
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OUTSTANDING CUSTOM HOME 4,000 - 5,000 SF ★
CERRETA BUILDERS



Mike Cerreta built this 4,900 sf Fairfield Beach home on timber piles with stunning Alaskan cedar roof by Sean Mathews Restoration. The home has multiple mahogany balconies and a 50 foot deck with stainless cable rails, pipe rail and a stone surround linear fireplace.



Interior highlights include, a dramatic 30ft high foyer with hand hewn reclaimed beams, and a beamed kitchen family room. A spiral stair leads to the upper family room with barnwood cupola and ship's ladder to a paneled ship's room with teak & holly floor and balcony overlooking L.I.S.

2017 HOBI AWARDS

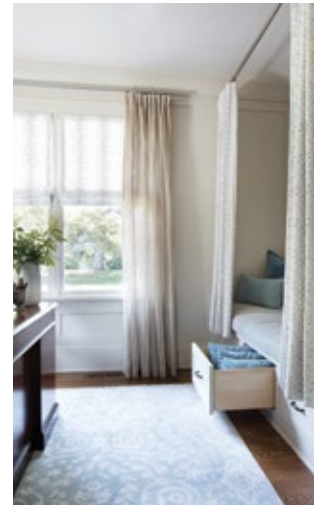
BEST CUSTOM HOME 3,000 – 4,000 SF SNELLMAN CONSTRUCTION



John Snellman built this hi-performance custom on Saugatuck Shores, using fire retardant joists and solar panels. Designed by Anthony Tartaglia, a pillar entry frames the view straight through to a four season room, hot tub and L.I.S. Sunshine Floors supplied and installed handsome 4” select white oak hardwood floors finished with duraseal. The breakfast room and kitchen feature an eye-catching radiant heated wide plank tile floor from Tile America and Cesarstone kitchen counters with appliances from Aitoro.

Best Library

The winning office/library is outfitted with a movable library ladder and “nap nook” custom sized to the man of the house.



OUTSTANDING CUSTOM HOME 3,000 - 4,000 SF MJD BUILDERS



In Hartford County, Mark DeFilippo built this Farmington colonial, designed by Jack Kemper with formal paneled entry foyer & herringbone floor thick edged marble counters//& custom built-ins.

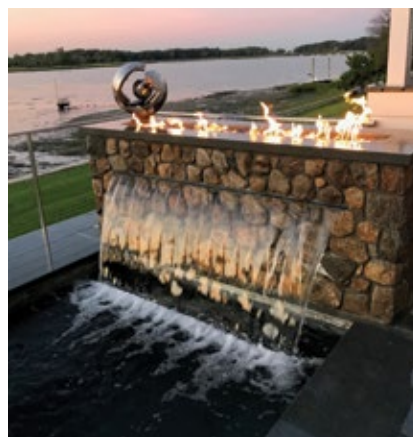
BEST CUSTOM HOME UNDER 3,000 SF KARP ASSOCIATES



On Lucas Point, Old Greenwich, Arnold Karp & talented architect, Robin Carroll, packed this trendsetter with cutting edge features. Upon opening the front door, the water takes over, with a wall of Marvin folding glass doors from Interstate Lumber stretching across the living room, and opening the home to L.I.S.. Invisible speakers are installed above a skim coat ceiling, and the open kitchen is equipped with hi gloss white & dark Wenge motorized cabinets.

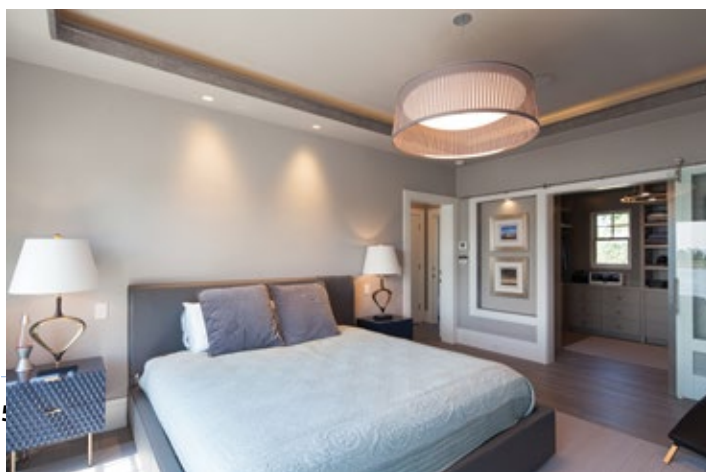


A three season room features vaulted shiplap ceiling on the water side and a reclaimed corrugated steel ceiling at the opposite end of the room.



BEST OUTDOOR FEATURE

Karp won a 2nd HOBI for the patio spa with waterfall and fire feature at night.



The master is designed with a tray ceiling framed in zinc coated copper and a frosted glass barn door leads to a custom walk-in closet.

OUTSTANDING POOL HOUSE KOUSHOURIS CUSTOM REMODELING & CONSTRUCTION



HBRA V.P. Chris Nelson, John Koushouris & his son.



Designed by Joeb Moore, John Koushouris painstakingly built this exquisite Greenwich pool house with standing seam arched copper roof, electrically operated awning windows in the cupola, bi-fold glass doors, intricate bead board tray ceiling and wood look tile.



OUTSTANDING CUSTOM UNDER 3,000 SF BROM BUILDERS



In New London County, Brom built this Groton Long Point home with wrap around porch and open floor plan with columns defining rooms.



SPEC HOME OF THE YEAR

VAS CONSTRUCTION



VINNIE SCIARETTA HAS THE RIGHT spec home formula in Darien. Designed on a challenging site by Michael LoBuglio, this winner features a DaVinci composite slate roof and Chinese granite skirt. Vinnie turned the garage under to advantage by using an engineered slab to get a 2nd patio in front and a golf cart garage. LED lit stone steps and cable railing add to the home's great curb appeal.

The home's special highlights include an eye-catching mud-room, a stunning white kitchen with Glassos counters, toe kick lighting and shiplap ceiling; a cozy family room with marble slab fireplace and built-ins, and a wide split staircase with cable railings, that leads to the 2nd floor and 3rd floor loft. The home sold before sheetrock at list of \$3.2 million.





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BEST SPEC HOME \$6-7 MILLION

ARGUS DEVELOPMENT



Tim O'Malley built this classic Georgian colonial on Meadow Road in Greenwich. Designed by Mockler Taylor with pillared entry porch and latticed balcony, the home features both front and back staircases, a stunning oak paneled study and a beautifully appointed all white kitchen. It SOLD at \$6.2 million.





OUTSTANDING SPEC \$6-7 MILLION CORBO ASSOCIATES



Corbo Associates built this handsome 10,000 sf stone & shingle country home on 30 acres in Washington CT. A dramatic vaulted ceiling family room kitchen breakfast is designed with waterfall marble island and stone fireplace with reclaimed wood above.



The marble master bath with bookmatched slab shower, pedestal tub, and plumbing fittings supplied by Torcco.



The backyard view with patio and pool.



BLUEWATER HOME BUILDERS RECOGNIZED WITH SIX HOBI AWARDS



Each of the last seven years, Bob Sprouls and Darren Andreoli have been recognized with multiple HOBI Awards, including SPEC HOME OF THE YEAR two years in a row! Since founding their company, Bluewater has achieved outstanding success building spec and custom homes in the Compo Beach area of Westport. They have an impeccable attention to detail, a passion for creating beautiful new homes and a reputation for superb customer service. This year, Bluewater won two spec home awards and four Special Focus Awards for their outstanding work!

"A Bluewater house is absolutely superior in every way – from its outstanding quality to its sophisticated design & craftsmanship. Even our home inspector was impressed with the house."

– Adam & Bari, Westport, CT

BEST SPEC HOME \$5-6 MILLION BLUEWATER HOME BUILDERS



Architect, Robert Storm, and Bluewater used a gradually rising bluestone front walkway and beautiful mahogany front porch to meet FEMA compliant elevation for this 7,700 sf home on Yankee Hill Road in Westport. Stunning interiors are by Hogue Interior Design and Sunshine Floors supplied and installed the exquisite 4" select white oak floors, finished with duraseal products. The family room features a character oak ceiling and the kitchen ceiling is channel board with quartz double islands. The home SOLD to a young family at \$5.25 million

BEST MUDROOM

The home's ultra flexible mudroom can be entered via garage, front porch or backyard. The custom storage lockers and bench are ideal for beach towels, sports equipment, backpacks and coats. Near the backstairs and kitchen, there's a built-in command center style desk, and off the mudroom, is a cabana style bathroom for house, pool and beach.

2017 HOBI AWARDS

BEST SPEC HOME \$4-5 MILLION BLUEWATER HOME BUILDERS



Bob Sprouls & Darren Andreoli used retaining walls on a Westport hillside, to create outdoor living and party central for this charming home. The fun starts with an 10'X30' lap pool and covered dining porch, which won an OUTSTANDING OUTDOOR LIVING ENVIRONMENT HOBI Award. Inside, the open family room dining room is framed in a wall of glass, and overlooks the hillside and L.I.S.



BEST EXTERIOR HOME FEATURE

This heavenly MBR deck with fireplace is perched above the trees and overlooks Old Mill Pond and L.I.S.

OUTSTANDING SPECIAL PURPOSE ROOM

The 3rd floor balcony, with mahogany flooring, stainless steel railing and mood lighting, is also partially hooded, so that you can enjoy full sunshine or shade as you take in the views. Inside, a custom bar with fridge, dishwasher drawer & sink is perfect for entertaining.

The home SOLD to single man for \$4.87 million - Architect, Robert Storm with Hogue Interior Design.

BEST NOT SO BIG SPEC HOME ★ BARRINGTON BUILDING COMPANY



Scott Buddenhagen did a masterful job with this .19 acre lot one block from Compo Beach. The lot cost \$1.2 million or 40 percent of the list price. Scott and designer J.A. Jamieson, used split garages in the garage under plan, with a tandem garage on one side and another garage on the opposite side of the entry stairs.

Inside, one is greeted by a 3 story paneled foyer, flanked by dining room and living room. The stunning white kitchen is outfitted with an island top in concrete Caesarstone and crystalline counters. A home office is creatively tucked off the family room. There are four bedrooms on the second floor, a River stone covered porch with fireplace and even a roof deck. \$2.85 million.



BEST IN TOWN SPEC HOME & OUTSTANDING BATH ★ ALTAMURA HOMES



Colonial outside, contemporary inside, this in Darien home was built to appeal to a young family. The OUTSTANDING MASTER BATH features a 3-sided glass shower and built-in make-up vanity.



BEST HOME STAGING

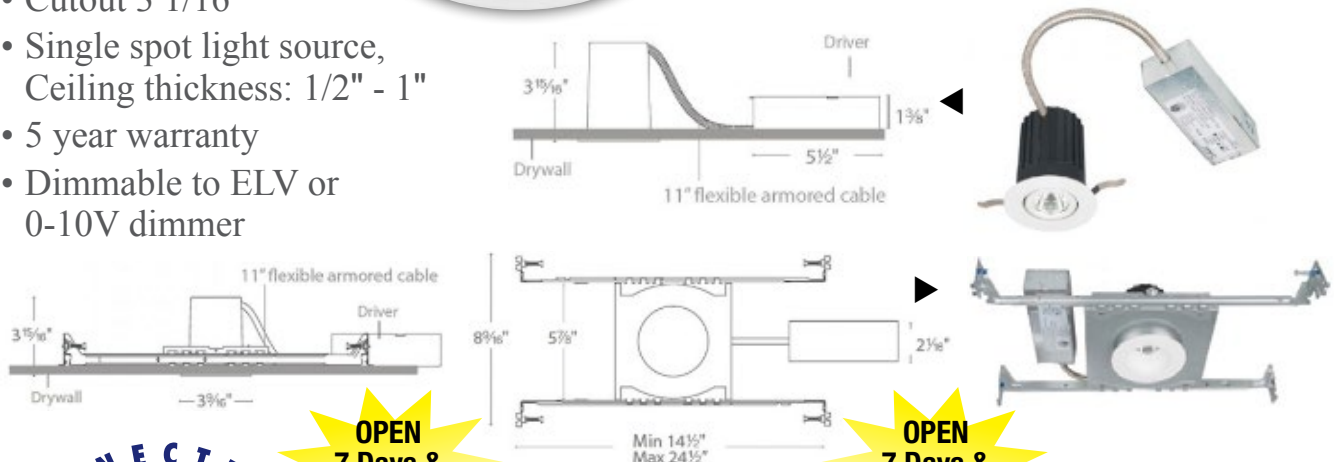
Birgit Anich used trendy modern furniture & furnishings throughout the home at a cost of only \$14,000. This home SOLD to a young family at \$2.2 million.

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OUTSTANDING SPEC HOME \$2-3 MILLION ARCHTYPE ★



On Clocks Lane in Darien, architect/builder, Paul Harris design built this smaller house that lives BIG. Quality features include white oak floors, ship lap walls and thin framed metal glass doors and windows. In the kitchen, Paul used a trim kit for the oversized stainless Frigidaire to make it look built-in. He used solid floor wood for the kitchen counter and wrapped the range hood in ship lap. The house SOLD in 1 week at \$2.2 million.



BEST SPEC HOME \$2-3 MILLION HEMINGWAY CONSTRUCTION ★



Peter Sciarretta and Doug Horn of Hemingway built this eye-catching 6,000 sf PBS Architects design, which revolves around the center hall. Pictured are the living room dining room with delineating sashes and the kitchen with nickel strap range hood and built-in wine fridge in the blue island base.





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BEST SPEC HOME \$1-2 MILLION
HEMINGWAY CONSTRUCTION ★


In Darien, Hemingway Construction won again for this sweet home designed by PBS Architects on a narrow lot. There are no interior dividing walls, and the kitchen boasts thick marble tops and stunning Circle Lighting. Walls of glass bring the outdoors IN!


BEST NEW HAVEN COUNTY SPEC \$1-2 MILLION
CORBO ASSOCIATES ★


Ralph & Colin Corbo built this \$1.8 million spec on a lake in Oxford. Highlights include a long timber framed deck, cedar post ceiling trusses, double kitchen islands, a marble master bath and a boat dock.


OUTSTANDING FAIRFIELD COUNTY SPEC
HOME \$750,000-1 MILLION
LOVE WHERE YOU LIVE ★


Love Where You Live built this FEMA compliant Fairfield Beach duplex overlooking a salt marsh. Each three bedroom unit offers marble and quartz counters, ship lap walls and great views. SOLD \$780,000


OUTSTANDING LITCHFIELD COUNTY SPEC
HOME \$750,000-1 MILLION
WHITEHALL CONSTRUCTION ★


Meo Veldhuizen used exposed wood beams and wide plank flooring for this winning Greek Revival he built on 5 acres in Litchfield. It SOLD at \$777,000.

BEST SPEC HOME \$500,000-750,000 BY CARRIER INC.



Rajeau Carrier design built this 3,600 sf four bedroom, 3 ½ bath model home with oversized tandem three car garage on two acres at Washington Farms in Burlington. It offers an open floorplan, a luxury granite topped island kitchen, European master bath and nine foot ceilings on each floor, including the basement. List \$602,690

BEST SPEC HOME UNDER \$500,000 STEINER INC.



Yes, a spec home UNDER \$500,000 is possible in Fairfield County, and Steiner Inc. pulled it off with this 2,000 sf 4 BR 2 ½ B with walk out basement in Monroe . . . and it's a walk to the lake and beach. It's no surprise that it SOLD quickly at \$439,000.



COMMUNITY OF THE YEAR

T&M BUILDING COMPANY INC.



SOUTH WINDSOR WOODS IS A MIXED product PUD of 155 homes on 50 acres, consisting of 15 detached homes, 12 duplexes and 128 townhomes. Amenities include a walking trail, gazebo overlooking a pond, and a covered mail center. Prices range from a very affordable \$189,000 to \$492,000, and currently, 44 homes are SOLD.

BEST AFFORDABLE TOWNHOUSE

T&M's Cobalt at South Windsor Woods is a 2BR, 2 ½ B four story corner unit with two car garage, 1st level entry foyer, 2nd level kitchen with 8ft island. This extended kitchen option won BEST INTERIOR FEATURE IN A PRODUCTION HOME. Beyond the 3rd floor bedroom level is the 4th floor 17' X 16' loft. This unit was virtually staged by Jim Fuhrmann, New England Web Services of West Hartford. See page 110. Sales price \$250,000.





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BEST SMALL MIXED PRODUCT COMMUNITY

SUNLIGHT CONSTRUCTION



Stratford Crossing is a 39 lot community with walking trails and full service HOA for landscaping & maintenance. Large two story homes on larger lots are combined with smaller cluster homes. Prices range from \$500,000 to over \$900,000.

BEST SINGLE FAMILY HOME OVER \$850,000

Sunlight design/built this stunning 4,000 sf home with four car garage at 8 Quinn's Court in Stratford Crossing. The interior drama begins with a barrel vaulted foyer, and continues with a two story Great Room, and beautifully appointed kitchen.



Upstairs, the master bath is outfitted with a TV, coffee bar and fridge.



The home's winning custom pantry is equipped with a wine fridge, and the combination mudroom/laundry has its own dog washing station.



TUFF-N-DRI H8 and Northeast Foundation Coating

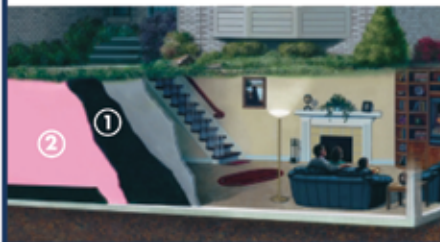
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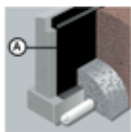
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- [1] The black, flexible membrane of TUFF-N-DRI H8 seamlessly seals out water leaks and seepage.
- [2] Pink WARM-N-DRI® foundation board insulates basement walls on the outside to reduce condensation inside.

*Visit TUFF-N-DRI.com for full details on the 30-year performance warranty. **Builder magazine Brand Use Studies. ©2009, Tremco Barrier Solutions, Inc. TUFF-N-DRI® is a registered trademark of Tremco Barrier Solutions, Inc. WARM-N-DRI® is a registered trademark of Owens Corning.

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BEST LUXURY CONDOMINIUM COMMUNITY OUTSTANDING LUXURY CONDOMINIUM UNIT HORTON GROUP



After his winning conversion of the historic mill at 66 High Street in Guilford, Kenny Horton has built the NEW adjacent five story Whitfield Building with four luxury condominiums on each floor, elegantly appointed elevator foyers and parking under. Sales are \$739,000 - 1.2 million.

This winning condo features a high end kitchen, open dining family room, luxury master bath, and balcony overlooking marshland. Kenny just sold a combined two units in new Whitfield building to downsizers for \$2.3 million.



BEST LUXURY TOWNHOUSE

This winning townhouse in the historic Mill building offers the charm of brick walls, barstool island kitchen, and the master suite on second floor.





TOLL BROTHERS SCORES SIX HOBI AWARDS



Since 1967, Toll Brothers Inc. has been creating luxury communities in some of the best locations across the country. Toll Brothers is a publicly owned company whose stock is listed on the New York Stock Exchange (NYSE:TOL). Their wide range of home types include traditional luxury residences, active adult and active living communities by Toll Brothers Active Living®, resort-style communities, refined urban residences by Toll Brothers City Living®, luxury rentals by Toll Brothers Apartment Living®, and premier student living by Toll Brothers Campus Living®. The company is known for its customer driven design personalization and options.

In Connecticut, Toll Brothers has the following current communities: the master planned community *Rivington in Danbury*, *Bethel Crossing*, *The Summit at Bethel*, *Glastonbury Estates*, *Newtown Woods*, *Regency at Prospect*, *Ridgewood at Middlebury*, *Shelton Cove* & *Weatherstone of Avon*.

BEST TOWNHOUSE COMMUNITY



Toll Brothers Village Collection townhouses are designed with stunning breakfast bar kitchen, open floorplan and finished lower level option, and priced from \$372,000. The townhouses are part of the 350+ home community of Rivington in Danbury with 15,000 sf clubhouse, playground, tennis & pool.



BEST FAIRFIELD COUNTY TOWNHOUSE

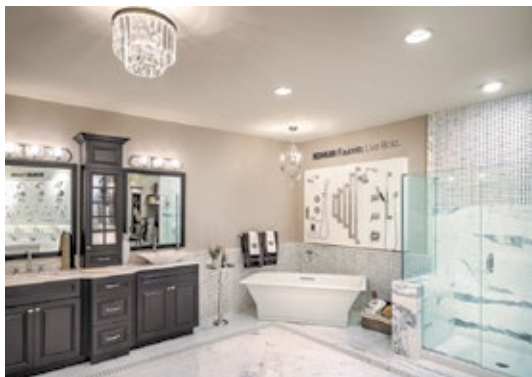
Toll Bros. also won for the Denton townhouse in Rivington's Ridge Collection with waterfall island kitchen breakfast area, luxury bath and tricked out lower level with 100 bottle glass wine room and sliding glass barn door (pictured). Toll surely knows how tug at a homebuyer's emotions.

BEST SINGLE FAMILY \$500,000-600,000

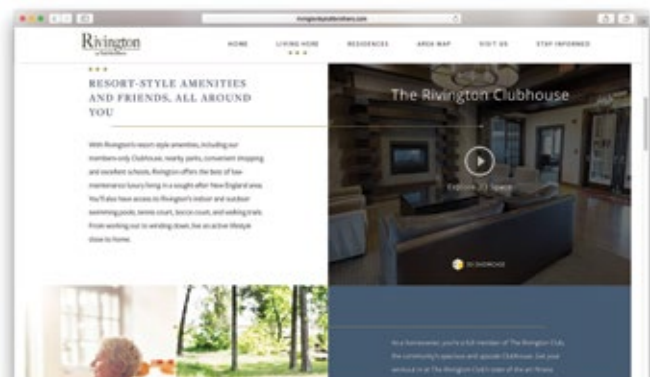
At Toll's Bethel Crossing, the Binghamton model is designed with spacious bar stool island, kitchen and sunny breakfast area, formal dining room, home office and this great loft. Starting in the hi \$400,000's

**BEST SALES CENTER**

TOLL Brothers modern Sales Center at Regency at Prospect features a touch screen site plan table that encourages buyers to look for available building lots.

**BEST BUILDER SHOWROOM**

Toll Brothers Design Studio in Danbury offers interior upgrades and kitchen and bath vignettes, where homebuyers can see, touch and gather ideas.

**BEST COMMUNITY WEBSITE**

Toll Bros. Rivington website gives an interactive glimpse into the Rivington Lifestyle with a 3D tour of their 15,000 sf clubhouse and interactive floorplans.

2017 HOBI AWARDS

BEST AFFORDABLE CONDOMINIUM DEVELOPMENT
BEST AFFORDABLE CONDOMINIUM UNIT
FRANKLIN CONSTRUCTION



In New London, Franklin Construction/the Tagliatela family is reviving a downtown neighborhood, and rehabbing historic single family homes into affordable condominiums by creatively using an overlay zone and state historic tax credits. Known as City Flats, to date, Franklin Project Manager, Tony Sylvestri, has renovated seven buildings. A total of 23 units have been created and 18 SOLD for \$90,000-160,000.

Franklin won a 3rd HOBI Award for BEST HISTORIC REHAB IN A DEVELOPMENT.

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BEST CLUBHOUSE BY CARRIER INC. ★



Johnny Carrier built The Meeting House for his newest By Carrier community, The Yorkshire in Farmington. It is built with wood paneled barrel ceiling Great Room and this lower level Old English Pub with bar, early 1900's billiards table and large TV.

BEST HARTFORD COUNTY TOWNHOUSE BY CARRIER INC. ★



This duplex townhouse in Johnny Carrier's Harvest Village in Newington is built with noise and sound barrier common walls, a granite and stainless kitchen, open living room, and sliders to a deck. Sales price \$400,000.

BEST SINGLE FAMILY HOME \$650,000-850,000 ★ UCCELLO DEVELOPMENT



Nick Uccello built this charming home at the Fox Hopyard Golf Community in East Haddam. It's designed by Jack Kemper, with a formal dining room off the entry foyer, an open kitchen family room and large deck overlooking a beautiful back yard. SOLD \$825,000.

OUTSTANDING MIXED USE COMMUNITY ★ EAST COAST STRUCTURES



On East Putnam Avenue in Greenwich, John Sullivan built a 7,000 sf mixed use development designed by Lucio DiLeo with impressive stair tower, a boutique Pet Pantry at street level with pet wash room and elevated shower stall, and on the 2nd floor, two 4BR apartments and a one bedroom apartment with 14ft ceiling.

BEST RENTAL COMMUNITY & RENTAL UNIT ★ RMS COMPANIES

RMS Companies built the six story UCONN Residences, a 300 bed dormitory of studios, 1&2 bedroom apartments in the center of Stamford. In addition to the 116 apartments, the building is outfitted with meeting rooms, a student lounge, game room and rooftop deck for university functions. Rentals are \$1,000-1,300 per bed.



BEST RENTAL UNIT ★ KARP ASSOCIATES



Karp Associates managed to get the 1st apartment building approved in New Canaan in over 14 years. This 1,200 sf unit at The Crossing is outfitted with quartz countertops, bamboo flooring, a skylit cathedral ceiling and deck. Rent is \$3,900/month.

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BEST KITCHEN FEATURE

Fine Line Finish Carpentry won a HOBBI Award for the walnut faced cabinets storage towers with six pullout organizers flanking the range. Fine Line Finish Carpentry supplied all of the custom cabinetry for Monda Gato's winning mixed use development, including offices, studies and kitchens.



BEST MIXED USE COMMUNITY BEST LUXURY CONDOMINIUM UNIT MONDO GATTO & TECTON ARCHITECTS



Gatto Development and Tecton Architects collaborated to design/build Heritage Square, a 40,000 sf mixed use development in downtown New Canaan with 5,000sf of retail at street level, six luxury residential units above, and a beautifully landscaped courtyard at center.

This winning 3,900sf luxury condominium is designed with a stunning combina-

tion family room dining room, striking master bedroom with exquisite built-in bookcase by Fine Line Finish Carpentry, and a seamless master bath with lightwell in the walk-in shower. Sales price \$3.75 million.

BEST KITCHEN

The condo's fabulous kitchen features a hi gloss beamed ceiling and wall of glass leading to a deck with stone fireplace.



★ BEST 55+ COMMUNITY CHARTER GROUP



What a success story this is! In a September 2015 public referendum, Charter Group won approval for a 54 unit active adult development in downtown Ridgefield. One month later, Charter opened 77 Sunset Lane for presales, and in 6 months, an astounding 40 homes SOLD. The community is now completely sold out.

BEST 55+ HOME UNDER 2,000 SF - The 45 coach homes offer single-level apartment style living with an elevator access parking garage, two bedrooms, two baths and private decks. The average sale is \$540,000 with options.

BEST 55+ HOME 2,000 - 3,000 SF - The 9 townhomes feature private decks and 2,500sf an open floor plan with skylit vaulted ceiling living room and 1st floor master suites, as well as the option for a second master suite above the two car garage. The average sale \$875,000 with options.





REMODELED HOME OF THE YEAR

BEN KRUPINSKI BUILDER



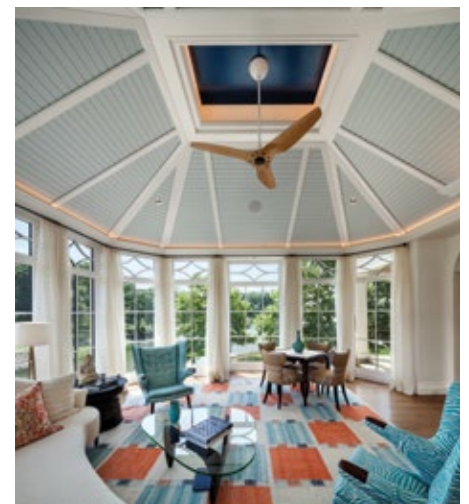
This spectacular 13,000sf gut renovation of a Belle Haven home by Ben Krupinski, Builder was designed by RAC's Brian McCarty with a new Vermont slate roof, cedar siding and wood brackets. The focal point of the interior is an artistic spiral stair tower in Venetian plaster with checkered marble floor.



This 3rd floor library/office is designed with a barrel vaulted cove lit ceiling and high gloss moldings.



Here's the dramatic back side of the house with walls of glass balconies & views to L.I.S.



The new conservatory with floor to ceiling windows and shiplap tent ceiling with cove lit oculus.

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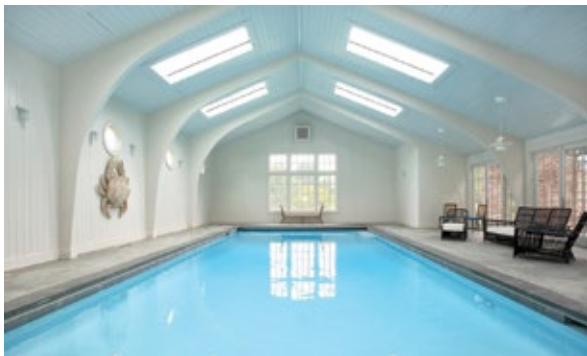
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BEST RESIDENTIAL REMODEL \$2-3 MILLION DEROSA BUILDERS



This 1938 Georgian mansion was once home to IBM's Tom Watson, and it functioned as IBM's think tank. Anthony DeRosa renovated every inch of its 10,000sf, maintaining it's 1940's ambience with rooms decorated in wallpaper, tapestry, repurposed door hardware and curved windows. The entry foyer features a magnificent two-story spiral staircase with curved mahogany bannister and intricate wood balustrade, and a hidden door in the library bookcase leads to a wet bar. Architect Keith Kroger



OUTSTANDING SPECIAL PURPOSE ROOM - The home's two story indoor pool room is finished with a wood plank ceiling, changing rooms and sauna.

BEST RESIDENTIAL REMODEL \$1-2 MILLION DEROSA BUILDERS



In Riverside, DeRosa integrated a portion of an old home into this 6,000 sf new one which was designed by Mockler Taylor with covered patio, separate outdoor dining and pool. The open floor plan required structural steel, and bedrooms are located around a catwalk overlooking the first floor. \$1.5 million.



BEST SPEC HOME REMODEL CCO Habitats



David Vynereb renovated the entire layout of this 1955 Westport home, the former residence of Brooks Community Newspapers founder & publisher, Dexter Brooks. Contemporary black framed glass doors open to a California style interior with floor to ceiling white brick fireplace, high gloss white kitchen and skylit master bath. The renovation cost was \$500,000 and the home was listed at \$2.2 million.



2017 HOBI AWARDS

OUTSTANDING SPEC HOME REMODEL TIAGO GROUP



Tiago Building Group gut remodeled a 1950's Westport ranch for three level living.

The exterior is James Hardie siding with a steel and glass garage door. The interior of antique floors and light fixtures with gun metal cabinetry, glass tile and swing out island stools. The home was listed at \$1.7 million.



BEST RESTORATION DAVENPORT CONTRACTING



Davenport removed several structures from an 1800's Redding barn and beautifully restored it with reclaimed board & batten. A stone fireplace and stunning antique paneling were preserved. \$1.3 million

BEST RESIDENTIAL REMODEL \$1-2 MILLION GILSON FINE HOMES



Tim Gilson transformed this Old Greenwich home by adding a 2nd floor with five bedrooms, including a master with fireplace, and remodeling the kitchen and family room.



BEST RESIDENTIAL REMODEL \$250,000-500,000 DAVENPORT CONTRACTING



Room entries were opened up and this Redding home was transformed in a collaboration between Davenport site supervisor, Rob Jacobsen and the homeowner, Wendy MacDonald. Pictured are the remodeled kitchen and dining room.

BEST RESIDENTIAL REMODEL \$150,000-250,000 UCCELLO DEVELOPMENT ★



Nick Uccello brought a 1970's ranch in Rocky Hill into the 21st century by adding 1,500sf to the basement and opening up the main level for entertaining; and adding a new powder room and master suite.



BEST NEW HAVEN COUNTY REMODEL \$250,000-500,000 BY CARRIER INC. ★



In New Haven County, Rajean Carrier remodeled this Milford home for hi energy efficiency with a covered entry and a new kitchen, which is open to the dining room and family room.

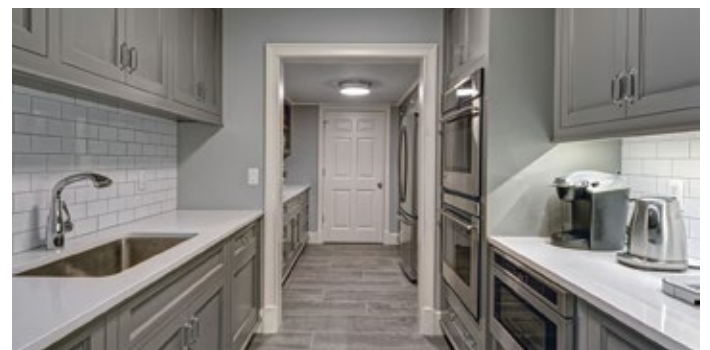
BEST HISTORIC REHAB DOMUS CONSTRUCTORS ★



In Westport, Chris Shea design built an addition connecting an 1877 colonial home with an existing detached garage. The kitchen was renovated; and a new sunroom was built off the family room.



BEST LOWER LEVEL REMODEL DOMUS CONSTRUCTORS ★



Chris Shea remodeled the 1,000 sf lower level of this Fairfield home with a party kitchen, gym, a wine cellar and this paneled cigar room, with intricately coffered ceiling and its own humidor. This spectacular space won a HOBI for OUTSTANDING SPECIAL PURPOSE ROOM.

2017 HOBI AWARDS

BEST REMODELED KITCHEN OVER \$200,000 WOODLAND PARTNERS



Woodland won a HOBI for this sumptuous kitchen with pendant lights in lime green to complement the dining room wall, and custom inset cabinetry, polished marble counters and backsplash.

BEST REMODELED ENTRY & BATH WOODLAND PARTNERS



Woodland Partners turned a non descript front entry with crumbling steps into this appealing one with new driveway, stone retaining walls, charming porch and side terrace. Woodland also created this modern Thassos Carrera master bath in Greenwich.



BEST REMODELED KITCHEN UNDER \$200,000 CRISCUOLO DESIGN BUILD



Anthony Criscuolo remodeled a Weston kitchen with tray ceiling and custom built shiplap island, antique subway tile backsplash, new stainless appliances, and bay dining area.

BEST RESIDENTIAL REMODEL UNDER \$150,000 COCCOMO BROTHERS



In Devonwood, Farmington, Tom Coccoma remodeled this home, expanding the kitchen, dining, and adding three full baths.



BEST NEW COMMERCIAL OVER \$5 MILLION

WERNERT ASSOCIATES & PBS ARCHITECTS



In the wake of Hurricane Sandy, architect, Chris Pagliaro, got a call from the Tokeneke Beach Club building committee in Darien to build a new club facility. Chris proposed a joint venture between his firm, PBS Architects, and noted club designers, Rogers-McCagg Architects. Three years into design, the club turned to Wernert Associates of Greenwich as construction manager.

FEMA compliance was the driving force behind the design. The result is a stunning white 15,000 sf Shingle-Style building with whimsical roof peaks, and a series of La Cantina folding glass doors to manage the wind & rain around the building perimeter. An enormous half round dance floor, at grade because it's not "habitable", is open to sun and stars with a retractable roof spanning 73 feet. Outside, a tennis plaza is defined with canvas sail canopies.



BEST NEW COMMERCIAL UNDER \$5 MILLION

EAST COAST STRUCTURES



John Sullivan built a new 10,700 sf New Canaan Field Clubhouse with meeting room, offices, men's and women's bathrooms and locker rooms, a banquet hall, kitchen and outdoor decks. Cost \$2.4 million.

BEST TINY COMMERCIAL

KEMPER ASSOCIATES



Architect, Jack Kemper was asked to design build Carol's Lunchbox in Farmington. The tiny new structure recalls an old train depot, and it serves the best hot dogs in CT. Cost \$75,000.



The Townsend Collection by American Standard.

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BEST HARTFORD COUNTY COMMERCIAL REHAB

RMS COMPANIES



Randy Salvatore turned the 1800's Goodwin in Hartford into a contemporary boutique hotel with 124 guestrooms and duplexes featuring luxury baths supplied by Frank Webb Home, and two popular dining destinations - Harlan Brasserie and the Side Bar lounge.



BEST FAIRFIELD COUNTY COMMERCIAL REHAB

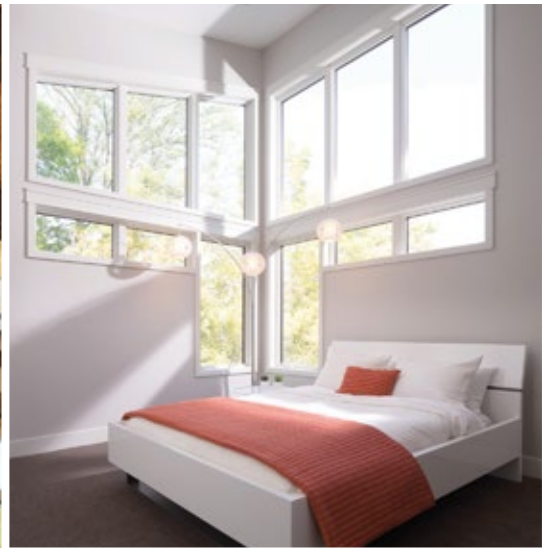
KARP ASSOCIATES

Karp Associates won for the rehab of the New Canaan YMCA... with café' lounge and massive wall of glass overlooking the new aquatics center.





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BEST COMMERCIAL RESTORATION MURPHY BROTHERS CONTRACTING



After a fire destroyed much of the historic Ardsley Country Club, Murphy Brothers and Crozier Gedney Architects restored it with custom made bricks, semi weathered Vermont slate, and Andersen windows from Interstate Lumber. Inside, they renovated this member bar and lounge and created a new men's locker room.



BEST ADAPTIVE REUSE GREENWICH CONSTRUCTION



Louis Van Leeuwen refaced a 1930's garage in Cos Cob and extended windows on three sides to accommodate the offices of a high end millwork retailer and his own construction company. Cormac Byrne architect.

Connecticut Stone Wins Three Special Focus Awards

OUTSTANDING SPECIAL PURPOSE ROOM



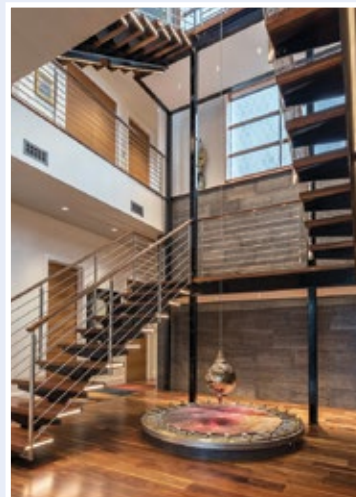
This indoor garden oasis with retractable glass ceiling is a butterfly habitat. Connecticut Stone supplied the iridescent stone floor and glass tile. A TV is hidden behind the horse.

BEST KITCHEN BY A SUPPLIER



The focal point of this winning Westport kitchen is a Red Fire granite and marble waterfall island by Connecticut Stone, which seats six.

BEST INTERIOR FEATURE



This 3-story staircase in Connecticut Stone wood, stone and glass is a dramatic backdrop for the 235 lb. Foucault Pendulum, which measures earth's rotation every 27 hours.

OUTSTANDING SPECIAL PURPOSE ROOM



Hobbs Inc. carved this fishing shack into a rock outcropping of a Greenwich estate. It features a concrete shell roof, a kitchen and mahogany racks for rods and paddles.

BEST GREEN FEATURE



Murphy Brothers used SunTegra solar roof shingles on this home, resulting in 30% more solar power at 30% less cost, and a 25 year warranty. This is Stamford's 1st solar shingle installation.

BEST OUTDOOR ROOM



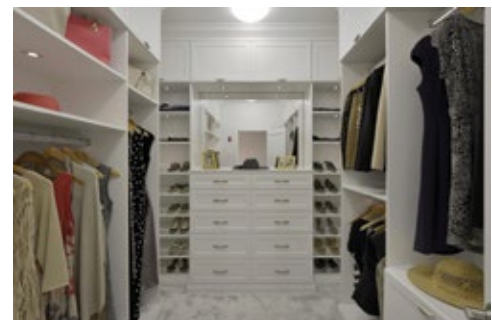
In this Fairfield Beach spec home, Danielle Bijanada of Love Where You Live built a three season room in cedar plank with bluestone floor and galvanized walls.

BEST WALK-IN-CLOSET CLOSET & STORAGE CONCEPTS



For this gorgeous walk-in closet in a Hertz custom home, Karen Bradbury used floor to ceiling weathered gray Tafisa cabinetry, fitted symmetrically around the windows as a focal point.

At Kensett Lane in Darien, CSC created a clean, sleek transitional look, using all white Shaker style cabinetry with slanted shoe shelves, accent lighting and base molding.



Closet & Storage Concepts of Norwalk creates stunning, practical solutions for storage needs throughout the home, including custom closets, wall beds, garage organization systems, home offices and entertainment, pantries and utility rooms.

BEST CONSTRUCTION TECHNOLOGY EASTERN METAL WORKS



Justin Schietinger produced a winning video of Eastern Metal Works new state of the art steel fabrication facility in Milford. Please check out our website at www.ConnecticutBuilder.com to see this entertaining, informative video and learn more about Eastern Metal Works.



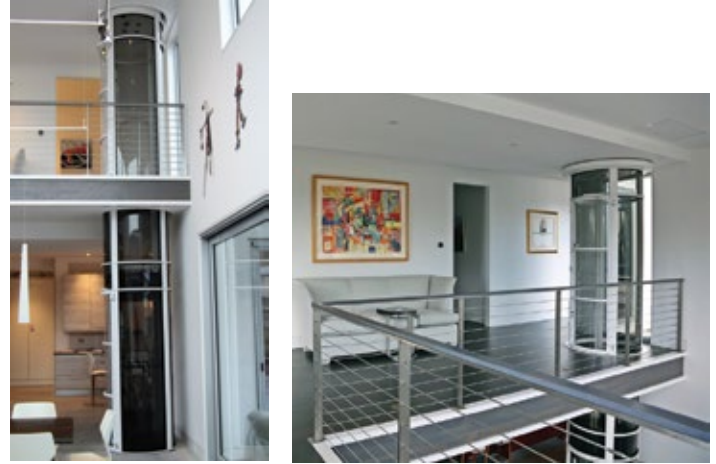
As one of a select few steel companies in the state of Connecticut to have earned an AISC Standard for Steel Building Structures Certification, EMW has come a long way since that first welding truck hit the road thirty-four years ago. The Eastern Metal Works design team uses advanced 3D Software, such as Tekla, to bring your projects to life, and their new Milford facility houses over 16,000 square feet of fabrication, yard and office space to accommodate all of your production needs. Eastern Metal Works is your one-stop shop for any structural steel, miscellaneous metals, and/or ornamental structural project. From start to finish, EMW keeps everything in-house so your costs don't go through the roof!

BEST HOME STAGING BA STAGING & INTERIORS



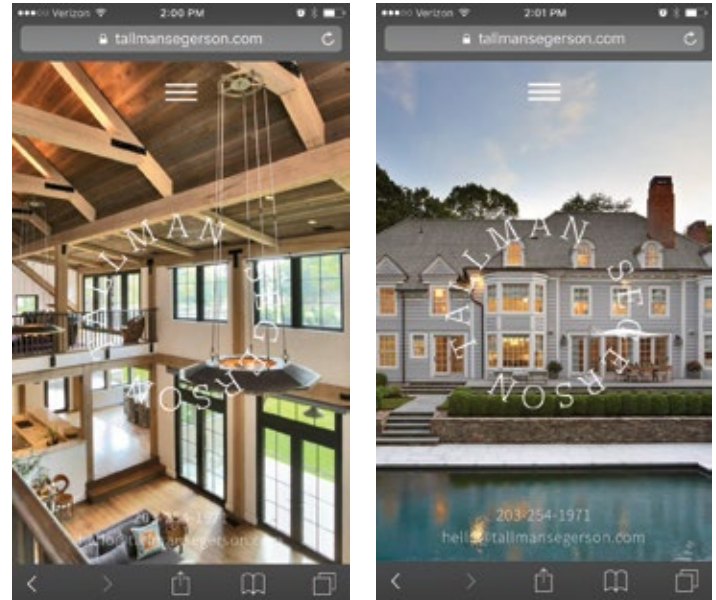
g 2018

BEST INTERIOR GREEN FEATURE ELEVATOR SERVICE COMPANY



Elevator Service Company installed this pneumatic elevator in a Tallman Segerson home in Westport. It uses air to create suction for lift, and gravity for descent. There's no shaft, pit or machine room, and therefore there are no harmful oils or lubricants. The PVE footprint is minimal and its low energy consumption make it a truly green home feature, as well as a convenient addition.

BEST BUILDER WEBSITE TALLMAN SEGERSON



Tallman Segerson won for their ModX responsive website design, full bleed photography, encrypted client login and social media integration.

BEST GREEN PRODUCT

At the same price as wood, Architect, Leigh Overland used fire-proof, R-40 ICF walls, SIP panels and James Hardie siding for an Easton home.



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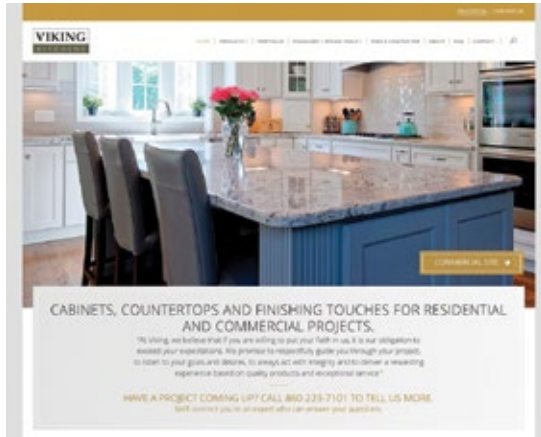
shipmangoodwin.com/construction

CONTACT: ROBERT J. O'BRIEN AT 860.251.5000

GREENWICH | HARTFORD | LAKEVILLE | NEW HAVEN | NEW YORK | STAMFORD | WASHINGTON DC

OUTSTANDING SUPPLIER WEBSITE VIKING KITCHENS

Viking Kitchens new website Visualizer allows customers to experiment with cabinet colors, countertops, tiles and flooring. David Trachten also promotes his builder clients and their communities with photos of their kitchens, and video clip testimonials from builders, such as Bob Wiedenmann of Sunwood Development.



BEST SUPPLIER WEBSITE & BEST SALES BROCHURE

O&G's winning new Masonry website, www.ogind.com/mason, incorporates videos and interactive features of its product lines and services. O&G's elegant lifestyle magazine, Stylish Spaces with Masonry offers expert articles, stunning photography and a distribution of over 10,000.

OUTSTANDING SHOWROOMS

BEST SHOWROOM UNDER 5,000 SF TILE AMERICA



Tile America's new Manchester showroom offers vignettes demonstrating the latest stone, waterjet, porcelain & glass tile.

BEST SHOWROOM OVER 10,000 SF AITORO APPLIANCE



Aitoro Appliance won for their spectacular 15,000 sf Norwalk showroom representing 22 brands from Wolf and Gaggenau to Bosh.

BEST SHOWROOM 5,000-10,000 SF TILE AMERICA



In West Hartford, Tile America showcases 2,500 sf of porcelain wood look tile.



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SALES & MARKETING

2017 SALESPERSONS OF THE YEAR



Kim Kendall & Christina Handshy of Coldwell Banker won for 54 sales and 24 closings at Charter Group's 77 Sunset Lane in Ridgefield.

BEST PROMOTION EVENT FOR A COMMUNITY



Nikki Travaglino partnered with designers and vendors in a successful Designer Showcase promoting 66 High Street and the products in the homes.

OUTSTANDING COMMUNITY SERVICE



Nikki Travaglino Associates hosted a Putting on the Pink fundraiser under tent at 66 High Street in Guilford with silent auction and Bra Pong. It drew over 300 and raised \$30,000 for breast cancer research.

BEST PROMOTION EVENT FOR A SPEC HOME



Last April, former Fairfield County CEO, Gina Calabro, Clare Michalak, Sarah Iannarone & a 28 member committee, held a weekend tour of four luxury spec homes in Darien and Greenwich, promoting it with transit posters, a CTC&G spread and a dedicated website. The RESULT... 400 visitors, \$4,000 raised for charity and 3 out of 4 homes SOLD from \$2-6 million!

BEST PRE-CONSTRUCTION MARKETING



Berkshire Hathaway promoted the 26 homes at Essex Glen as "a place for all seasons." Maryalice Widness and team used virtual tours and social media to score six strong reservations before construction.

BEST VIDEO
BERKSHIRE HATHAWAY HOME SERVICES
NE PROPERTIES

Sophisticated . . Unique . . Proud - this was the inspiration for the outstanding BHHSNEP promotional video for Grasso Development Corp. The film follows builder, Jeff Grasso, from pouring his coffee in the morning . . to a construction site, as he goes over several plans . . And then, to Jeff in the kitchen of his completed home. Suddenly, a young girl is running towards the fully furnished kitchen, and her father scoops her up, and sits her on the island, as they prepare dinner together in their new home. The final shot is an aerial showing off the entire property, along with the Grasso and Berkshire Hathaway HomeServices logos.



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BEST INTERIOR DESIGN STEPHANIE RAPP INTERIORS

Stephanie created this livable chic interior in a new 8,000 sf custom home by Bluewater Home Builders. It offers sophisticated styling and family friendly functionality for an international family of five. Cost \$150,000.



COMMUNITY SERVICE



CORNERSTONE CONTRACTING
CHARLES HILTON ARCHITECTS
created and installed nine historic district
markers like these for the Greenwich
Historical Society.



BILL FERRIGNO, SUNLIGHT CONSTRUCTION, built the HBRA House of the Year in his Avon subdivision. The home was virtually staged by New England Web Services of West Hartford, and is currently under contract. Proceeds will help fight legislative & regulatory challenges faced by the Connecticut housing industry. The following companies donated or discounted products & services.

THANK YOU!

Simsbury Bank, Sanford & Hawley, Seven D Wholesale/GAF, Louisiana Pacific siding, Tapco/Kleer PVC, Coastal Forest Prod./Fiberon, Huber Advantech & Zip, DOW THERMAX™ sheathing, Overhead Door of Hartford, Warren Trask/ Boise HITS, CAFD/GE & Heatilator, Moen, Bender Plumbing, Viking Kitchens, Pella Windows, JSL Asphalt, Nelson Construction, Kwikset, Cyclone Home Systems, Dalene Flooring, Denno Surveying, Peter's Landscaping Service, Trilacon Realty, Simscroft-Echo Farms, Glasco, Attorney Bob Meyers, Attorney Dori Famiglietti & Buck & Buck.

HOME FINANCING

In a record 21 year repeat, Liberty Bank won BEST CONSTRUCTION /PERMANENT CUSTOM LOAN and for the 2nd year, BEST LOAN PACKAGE FOR A COMMUNITY. ■



Farewell to Members

Bill Ethier, CAE, Chief Executive Officer



It is with great constraint and mixed emotions that I publicly announce my retirement from the HBRA of CT. After thirty-seven years of representing home builders, remodelers and real estate developers, I will be leaving my post on June 30, 2018. A new CEO, Jim Perras, has already been selected to take over this leadership role. The Board of Directors and I have great confidence that Jim will flourish and do great things for the association and its members. Please welcome Jim to the HBRA family.

Starting my career with NAHB as a law clerk in 1981, and leaving NAHB ten years later as the Director of its Legal Dept., it was a thrill to be in Washington DC. Being able to work on legal briefs to the U.S. Supreme Court on issues that impacted builders and property owners everywhere in this great nation, and then witnessing oral arguments before the “Supremes” just blocks from NAHB’s offices, produced unbelievable excitement for this young lawyer. As it turns out, I actually started my association with you earlier. Although I knew nothing of NAHB or local or state HBAs at the time, to put myself through my first years of law school, I worked summers doing landscaping with a Massachusetts builder and property manager (who I came to learn much later was an HBA member in MA). So, I can honestly say I started with you digging trenches.

After a move to Connecticut in January 1992, working first as the HBA of CT’s outside general counsel for a few years, and then for the last 24 years as the association’s CEO, I can say without hesitation it has been an honor and a privilege to be associated with such a fantastic organization.

I know full well that the home building industry in Connecticut is struggling today, and so much more work needs to be done to turn this state’s economy

and housing markets around. I am proud, nonetheless, of many significant accomplishments we’ve been able to achieve together on the legislative and regulatory front, as well as with the association itself. Don’t give up on Connecticut. I firmly believe this state has great strengths and the negatives can be fixed. I’m retiring but I’m not leaving the state, because I believe Connecticut will one day be a beacon of growth and success for the nation.

For legislative and regulatory successes (and failures), I direct you to the annual summaries still posted online at <http://www.hbact.org/PriorYearSessionReports> (at least going back to the year 2000). Too many other “victories” to list have been secured also, due to bad legislation and regulations we defeated, and that members never had to face.

On the association side, we survived and rose up from a financially tumultuous time in the early 1990s that almost bankrupt the organization. Due to the leadership of volunteers such as Larry Fiano and Eric Santini, Sr., the two members who were most responsible for hiring me, and who I owe a lifetime of thanks for giving me this immeasurable opportunity, the association began to grow again. Together, we started the CT Developers Council, which persists to this day, and which could not have prospered without

the leadership of its highly accomplished chairs, starting with Tom Francoline, and then later, Greg Ugalde, Doug Porter, Bob Wiedenmann, Jr. and for the last many years, Bill Ferrigno.

We also had successful runs of other specialized forums for members. We instituted professional strategic planning in the 1990s and sound organizational, financial and Board policy practices. We reached all-time highs in membership and budget reserves before the current housing depression hit us. Even after ten years of CT’s housing depression, the association maintains a healthy balance sheet. We’ve had a litany of wonderful events, social receptions, trade shows, education programs, showcase home projects, workforce development initiatives, golf outings and other meetings that brought members together from across the state.

Due to spirited member volunteers and the help of staff at NAHB, the HBRA of Central CT and the State HBRA, the Fiano Family Golf Classic grew to and has maintained its position as the single largest fundraiser in the nation for the NAHB Build-PAC. Many fantastic affinity programs have been developed that financially benefit members, the best of which was (and is) our insurance program, first associated with The Hartford and now with Acadia Insurance. And, last but not most, through the hard work of both long-time associate member, Joanne Carroll (also the editor and publisher of this magazine), and for the last eleven years, the incredibly able and upbeat HBRA of CT staff director of events, Joanne Hoerrner, the HOBI Awards has grown to become one of the best, if not the best, building industry awards events in the nation. Nov. 13, 2018, will be the 25th Annual HOBI Awards. If you’ll have me, I’d like to be so bold and ask if I can attend, even though I’ll be enjoying retirement.

There are so many other members, too, that deserve mention but I fear I would do a grave injustice by leaving someone out if I tried. For those members mentioned here, and for many more who are not, I hope you all know how thankful I am of your support, encouragement, guidance, and most of all, friendship that I will always cherish.

As I come to this point in my career and my professional association with you is about to end, I do now have a confession to make. From the day I started in 1981 to the day I am writing this, I have been using you.

You see, I care deeply about certain things – I always have and always will – and you have offered me the vehicle to enrich my own desire to pursue and strengthen these things. To name a few ways I've used you, I care deeply about private property rights. I have long believed that private property is the bedrock of prosperity. And you have allowed me to fight alongside you in your own battles with governments and neighbors as they tried to trample on your right to use your own property.

I care deeply about liberty and the ideal of the notion that the individual reigns supreme over the majority's will. This is a founding principle of this great country that I fear is being lost. Over so many years and on so many issues that this industry has had, you have been the object that has allowed me to champion and use science, engineering, logic, reason and common sense to overcome emotional, irrational, even dangerous – or just plain stupid – ideas that would tread on our liberty.

I care deeply about freedom and how it is manifested through entrepreneurship.

Finally, I care deeply about the value that a good home means to people's lives. Safe, sound, comfortable, enjoyable, fulfilling and, we all hope, affordable housing is the foundation of a strong community and nation.

As small businesses, you are the embodiment of entrepreneurship and freedom. You have taken financial risks that non-entrepreneurs cannot understand. It's that freedom to choose, freedom to risk, the perseverance to overcome the fear of failure that enriches not only yourselves and your employees but also all of our lives. And, I have used your issues and your business challenges to fight to secure these freedoms for all of us. I hope more successfully than not.

Finally, I care deeply about the value that a good home means to people's lives. Safe, sound, comfortable, enjoyable, fulfilling and, we all hope, affordable housing is the foundation of a strong community and nation. A strong home begins with the building itself, the castle that an individual or family can call theirs. This is what you build. It's one of the five essential needs to sustain life – air, water, food, clothing and shelter. You do that. You all should be proud of what you provide. And you have allowed me to work on promoting housing – promoting the building of so many castles, small and large – not just because it's good for your business but because it is good for all people.

So, thank you for allowing me to use you. I take away not only many friendships, warm memories and lots of laughs but also a few battle scars. And I am so gratified and proud to have been associated with so many in our membership who

freely give to charitable causes, from their check accounts or with their construction skills. A legislative staffer once said to me, "Bill, your organization does a lot for charity doesn't it?" I simply smiled and said, "Yes, my members do."

I have learned so much, and gained so much, from you in my career. I hope only that I have returned to you some measure of reciprocity, that I have made you feel welcome to this association and proud to be a member of this industry.

I also want to thank my so many friends at the state capitol - lobbyists, legislators and staff alike. As with HBRA members, there are too many to list here. But a special shout out must go to the one contract lobbying firm with whom I have worked for my entire time at the state HBRA. Gaffney Bennett and Associates has been a stalwart, professional and highly skilled lobbying partner. A special thank you goes to TJ Casey from GB, who worked most closely with me, and who beat me into retirement by a year.

Last, I want to send a special thanks to Joanne Hoerner. Working side by side with me in the office for eleven years has been a delight for me. I repeated at last year's HOBI Awards what a member said to me, "Bill, she is so delightful and cheery, you cannot have a bad day at the office when she's there." And, it's true. So much of my success is due to the tremendous work of volunteer members and the great staff I've been fortunate to have over the years. Joanne, you rise to the top.

Thank you all for a wonderful career. I wish you all good health, happiness and prosperity. I wish the association much success. I bid you all farewell. ■



2018 IBS NEWS

Connecticut Builder Elected First Vice Chairman of NAHB



Connecticut builder and developer with more than 25 years of experience in the home building industry, was elected as the 2018 first vice chairman of the National Association of Home Builders (NAHB) during the association's International Builders' Show in Orlando, Fla.

Ugalde is president and chief legal officer of Torrington-based T&M Building Co., Inc., one of the largest home builders in the state. Since its founding in 1962, T&M has built more than 3,500 new homes in over 40 Connecticut communities. He is also the founder and owner of GFU Investments LLC, a builder/developer minority-owned business that focuses on urban development.

Ugalde has been active in the NAHB leadership structure at the local, state and national levels throughout his career. A life director, he has served on the NAHB Board of Directors for 15 years and has

been a member of the NAHB Executive Board for the past decade. He has also served on eight NAHB committees, was a member of several NAHB task force groups, served as the vice chairman of the Budget and Finance Committee and was chairman of Build-PAC and three other committees.

From 2003-2005, Ugalde was the president of the Home Builders and Remodelers Association of Connecticut (HBRA), was named local and state 2000 Builder of the Year, has served on the HBRA board since 1999 and been a member of its executive committee since 2000. He is a three-time recipient of HBRA Distinguished Service Awards, and served as chairman of the Connecticut Developers Council from 1997-2004. Ugalde received the state home building industry's highest honor, the Charles J. LoDolce Award, in 2011.

An effective advocate and spokesperson on a broad range of housing issues, Ugalde has served on the HOMEConnecticut Steering Committee, the National Land Use Attorneys Network and the Governor's Blue Ribbon Commission on Affordable Housing.

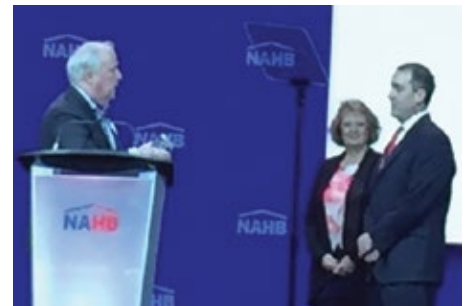
Community involvement is important to Ugalde. He has served as president of the Avon-Canton-Farmington Youth Hockey Association. A certified coach in hockey and little league, he has coached more

than 20 teams. He is an accomplished member of the American, Connecticut and Massachusetts bar associations. Ugalde resides in Burlington with his wife, Mary-Jane, and their four children. Greg Ugalde will become Chairman of NAHB's Board of Directors in 2019.

Central CT HBRA CEO Eric Person Installed as National EO President & Recognized as EO of the Year at IBS



EOC leadership -Eric Person at center



NAHB CEO Jerry Howard presenting Eric with EO of Year

"Our focus this year is to ensure that housing and homeownership remain a national priority. NAHB will work with Congress to advance comprehensive housing finance reform and reduce burdensome regulations in order to put families in homes, create jobs and move the economy forward."

- Greg Ugalde

A Montage of Convention Activities at IBS



IBS Board of Directors meeting



Sheila Leach, George LaCava, & Eric Person with freinds at Spike Night event.



L-R Bill Ethier, Bill Ferrigno, Nort Wheeler & Bob Hanbury at IBS reception



L-R Greg Ugalde, New Fairfield County HBRA CEO Jackie Bertolone, Fairfield County V.P. Kim DiMatteo, Fairfield County President Chris Steiner & Fairfield County Senior V.P. Anthony DeRosa



Bob Hanbury presenting at the NAHB Board meeting



Builder Liz Verna & HBA Northwest CEO & Central CT HBRA V.P. of Operations Sheila Leach.



HBRACT President Pete Fusaro, Central CT HBRA CEO Eric Person & NAHB 1st Vice Chair Greg Ugalde

Frank Sanford, Sanford & Hawley spotted these interesting new products on the IBS exhibit floor



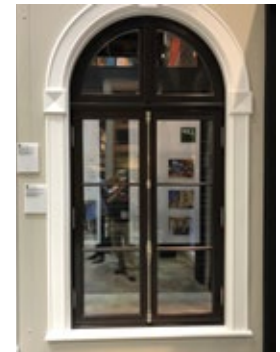
Now we have a shiplap tub!



Greg Ugalde visits CNC booth featuring furniture style vanities built in China, assembled in New Jersey, and distributed thru Viking Kitchens. T&M is using these vanities.



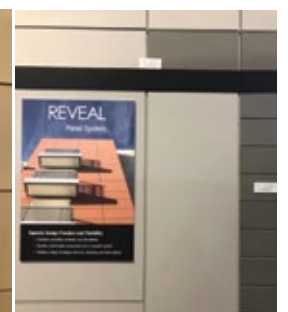
How cute is this for a child's bath.



Here's a new inswing casement window from MQ, a new Andersen division



99 Connecticut Builder Winter/Spring 2018



James Hardie NEW V-Groove, ship lap and reveal panels

What Changes Can We Expect From Housing In 2018?

To close the year, Unit Sales and Sales Price continue to climb, while permits fall

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



Just before the close of 2017, President Trump signed the Tax Cuts and Jobs Act into law. What does the final bill ultimately mean for current and potential homeowners? According to the National Association of Home Builders, the tax law is anticipated to boost growth in gross domestic product by 2.6 percent in 2018, spurring job growth and wage increases.

This, combined with the lowered tax rate for many individual filers, is expected to keep the housing market on its steady, upward climb.

In many cases, the new bill's biggest impact will be on the tax liability of renters versus buyers. Under prior tax code, homebuyers were incentivized with larger deductions available for mortgage interest and property taxes. Under the new bill, with the standardized deduction being doubled, the overall liability of renters and buyers will come much closer together.

The real question will become whether or not this change will truly disincentivize renters from entering homeownership. Is a potential tax break really the driving force behind many's decision to buy? Or are their homebuying inclinations more heavily influenced by their idea of the American dream? The next year will certainly be telling for the actual impact of the tax bill on housing.

Disruptive Forces for Builders

For builders across the country, unfilled construction jobs, a shortage of buildable lots and price of lumber continue to hinder production of new construction. Softwood lumber futures, specifically, remained a problem in 2017. A combination of tariffs imposed by the U.S. Commerce Department, stalled negotiations between the United States, Canada and Mexico, and historic hurricane activity, led lumber futures to their highest levels since 1995.

The lack of affordable building material, skilled labor and buildable lots, which stifle new construction starts, is also contributing to a severe lack of inventory. Across the Northeast, Months-

of-Supply have been at historic lows, which creates a vicious cycle--homeowners are staying put longer than they might have because there just aren't many viable move-in-ready options. This leads to the perception of decreasing demand, which disincentivizes builders from investing in new construction. Meanwhile, new homeowners are clamoring for affordable starter homes. And around and around it goes.

And finally, and perhaps most interestingly, there's Amazon. The online retail giant has recently proved that no industry is too big for them to tackle--from developing smarter brick-and-mortar storefronts to diving into the healthcare marketplace. Could the housing market be next? As they get closer to identifying a location for Amazon HQ2, a second headquarters with a planned employee count of 50,000, the answer is: maybe.

The 20 municipalities, including Boston and New York City, Amazon has identified in the second phase of their search have devised in-depth plans for housing, transit, accessibility and education to try and woo the Company to them. But when the time comes, will Amazon leave housing decisions for 50,000 new and relocated employees to be decided by the industry's status quo? Or will they do what the company was founded on, and find a way to innovate and, possibly, do it better? Only time will tell.

2017 By the Numbers

Housing Permits Fall in 2017

To close 2017, permits saw continued the decline seen throughout the year, ending down 7.1 percent, dropping from 4,095 at the end of 2016 to 3,803 in 2017. Of note, this 7.1 percent drop mirrors the change in the previous year, when total permits declined 23.1 percent from 2015 to 2016.

The most substantial decline came in 3-4 Unit permits, which fell 25.7 percent, from 70 to 52. For 2-Unit permits, there was a loss of 13.8 percent, and in 5+ Units permits, numbers fell 12.9 percent from 1,962 to 1,709. Finally, 1-Unit permits stayed nearly stagnant, dropping 0.3 percent from 1,947 to 1,942.

Connecticut Real Estate Market Overview

Full Year – 2017 vs. 2016 Single Family Marketplace

January 1st to December 31st

| County | Number of Units Sold | | % Inc. / Dec. | Average Sales Price | | % Inc. / Dec. | Avg List Price | | % Inc. / Dec. | Months of Supply | | % Inc. / Dec. | Price per SF | | % Inc. / Dec. |
|-----------------|----------------------|--------|---------------|---------------------|-----------|---------------|----------------|-------------|---------------|------------------|-------|---------------|--------------|-------|---------------|
| | 2017 | 2016 | | 2017 | 2016 | | 2017 | 2016 | | 2017 | 2016 | | 2017 | 2016 | |
| Fairfield | 8,691 | 8,402 | 3.40% | \$754,766 | \$707,850 | 6.60% | \$1,299,828 | \$1,231,758 | 5.50% | 7.90 | 9.60 | -17.70% | \$269 | \$259 | 3.60% |
| Hartford | 8,604 | 8,496 | 1.30% | \$258,757 | \$260,136 | -0.50% | \$340,517 | \$339,968 | 0.20% | 4.50 | 5.10 | -12.20% | \$135 | \$135 | 0.00% |
| Litchfield | 2,272 | 2,289 | -0.70% | \$316,944 | \$302,370 | 4.80% | \$627,819 | \$631,602 | -0.60% | 10.00 | 13.10 | -23.20% | \$156 | \$151 | 3.30% |
| Middlesex | 2,053 | 1,962 | 4.60% | \$318,467 | \$299,128 | 6.50% | \$475,052 | \$455,693 | 4.20% | 6.60 | 7.70 | -14.40% | \$163 | \$153 | 6.10% |
| New Haven | 7,775 | 7,621 | 2.00% | \$255,294 | \$255,213 | 0.00% | \$398,173 | \$379,614 | 4.90% | 6.10 | 8.20 | -25.60% | \$139 | \$139 | 0.00% |
| New London | 3,200 | 2,965 | 7.90% | \$260,996 | \$249,779 | 4.50% | \$413,551 | \$396,491 | 4.30% | 5.90 | 7.20 | -19.00% | \$142 | \$139 | 2.20% |
| Tolland | 1,607 | 1,513 | 6.20% | \$239,578 | \$238,500 | 0.50% | \$303,616 | \$296,065 | 2.60% | 5.50 | 6.50 | -16.60% | \$125 | \$126 | -0.30% |
| Windham | 1,421 | 1,431 | -0.70% | \$198,281 | \$183,360 | 8.10% | \$258,401 | \$268,467 | -3.70% | 4.60 | 5.50 | -16.60% | \$113 | \$110 | 3.00% |
| Statewide Stats | 35,623 | 34,679 | 2.70% | \$383,118 | \$367,609 | 4.20% | \$683,811 | \$653,308 | 4.70% | 6.30 | 7.80 | -19.10% | \$182 | \$176 | 3.20% |

Connecticut Monthly Housing Permits by Type: 2015 - 2017

Preliminary data w/104 municipalities reporting

January to December Year-To-Date Comparison

| | 2015 | 2016 | 2017 | %Change |
|--------------|--------------|--------------|--------------|--------------|
| Total Units | 5,322 | 4,095 | 3,803 | -7.1% |
| 1-Unit | 1,993 | 1,947 | 1,942 | -0.3% |
| 2-Units | 94 | 116 | 100 | -13.8% |
| 3-4 Units | 120 | 70 | 52 | -25.7% |
| 5+ Units | 3,115 | 1,962 | 1,709 | -12.9% |
| Total | 5,322 | 4,095 | 3,803 | -7.1% |

Year-To-Date Comparison

| 2017 | Total Units | 1-Unit | 2-Units | 3-4 Units | 5+ Units |
|--------------------|--------------|--------------|------------|-----------|--------------|
| Jan-17 | 290 | 161 | 0 | 0 | 129 |
| Feb-17 | 157 | 100 | 8 | 0 | 49 |
| Mar-17 | 326 | 146 | 14 | 4 | 162 |
| Apr-17 | 208 | 150 | 16 | 0 | 42 |
| May-17 | 303 | 158 | 4 | 6 | 135 |
| Jun-17 | 324 | 200 | 2 | 6 | 116 |
| Jul-17 | 340 | 182 | 6 | 3 | 149 |
| Aug-17 | 336 | 201 | 10 | 0 | 125 |
| Sep-17 | 407 | 185 | 8 | 10 | 204 |
| Oct-17 | 507 | 166 | 10 | 7 | 324 |
| Nov-17 | 324 | 166 | 14 | 13 | 131 |
| Dec-17 | 281 | 127 | 8 | 3 | 143 |
| Total 2017 | 3,803 | 1,942 | 100 | 52 | 1,709 |
| Share of YTD total | 100.0% | 51.1% | 2.6% | 1.4% | 44.9% |

Single-Family Market Finishes the Year Ahead

In 2017, Single-Family Home Sales in the state of Connecticut rose 2.7 percent, from 34,679 at the close of 2016 to 35,623 in the same period of 2017. On a county-by-county basis, increases were seen across the state, including: New London County at 7.9 percent, Tolland County at 6.2 percent, Middlesex County at 4.6 percent, Fairfield County at 3.4 percent, New Haven County at 2 percent and Hartford County at 1.3 percent. Litchfield and Windham Counties experienced a slight loss of 0.7 percent to end the year: between the two counties, the loss only represented a total of 27 units.

Averages Sales Price for single-family homes in Connecticut increased 4.2 percent through 2017, from \$367,609 to \$383,118. Increases were seen in Windham County (8.1 percent), Fairfield County (6.6 percent), Middlesex County (6.5 percent), Litch-

field County (4.8 percent), New London County (4.5 percent) and Tolland County (0.5 percent). Hartford County experienced a slight decrease, 0.5 percent, and New Haven County remained steady, with a zero percent year-over-year change.

To round out the year, Average List Price increased 4.7 percent, Months of Supply fell 19.1 percent and Price Per Square Foot increased 3.2 percent.

Connecticut Condominium Sales and Prices See Growth in 2017

To finish 2017, we saw Units Sold increase for condominiums in the state of Connecticut, up 5.4 percent from 8,501 in 2016 to 8,956 in 2017. Many counties experienced gains, including: Windham County at 57.1 percent, Middlesex County at 15.5 percent, New Haven County at 9.6 percent, Hartford County at 5.2 percent, New London County at 4.6 percent and Fairfield County at 1.6 percent. Both Tolland and Litchfield Counties experienced slight declines, falling 4.4 and 5.2 percent, respectively.

Averages Sales Price of condominiums in Connecticut increased 2.1 percent, from \$216,329 to \$220,975. Increases were seen in Windham County (13.9 percent), New London County (7.6 percent), Middlesex County (7.2 percent), New Haven County (5.8 percent), Fairfield County (2.3 percent) and Hartford County (2.2 percent). Meanwhile, prices fell 0.8 percent in Litchfield County and 14.9 percent in Tolland County to end 2017.

To round out 2017, Average List Price increased 7.9 percent, Months of Supply fell 21.4 percent and Price Per Square Foot increased 0.8 percent.

Conclusion

In conclusion, while uncertainty looms ahead for how the new tax bill will impact the housing market, it isn't stopping current market growth. Unit Sales and Average Sales Price continued to rise in 2017 across the Northeast, a trend we anticipate will continue into 2018. However, shortened supply remains a significant issue that shows no signs of resolving itself. Builders remain pressured by material costs, a lack of labor and fewer viable lots, even while potential homebuyers are calling for more inventory. Over the next twelve months, economic growth under the next tax bill will have a marked impact of the overall growth in new construction. ■

Connecticut Real Estate Market Overview Full Year – 2017 vs. 2016 Condominium Marketplace

January 1st to December 31st

| County | Number of Units Sold | | % Inc. / Dec. | Average Sales Price | | % Inc. / Dec. | Avg List Price | | % Inc. / Dec. | Months of Supply | | % Inc. / Dec. | Price per SF | | % Inc. / Dec. |
|-----------------|----------------------|-------|---------------|---------------------|-----------|---------------|----------------|-----------|---------------|------------------|-------|---------------|--------------|-------|---------------|
| | 2017 | 2016 | | 2017 | 2016 | | 2017 | 2016 | | 2017 | 2016 | | 2017 | 2016 | |
| Fairfield | 2,882 | 2,838 | 1.60% | \$329,256 | \$321,768 | 2.30% | \$452,190 | \$422,314 | 7.10% | 6.10 | 7.10 | -13.90% | \$222 | \$218 | 2.00% |
| Hartford | 2,196 | 2,087 | 5.20% | \$171,506 | \$167,809 | 2.20% | \$204,871 | \$203,162 | 0.80% | 4.90 | 5.80 | -16.10% | \$125 | \$125 | 0.00% |
| Litchfield | 344 | 363 | -5.20% | \$138,433 | \$139,502 | -0.80% | \$288,136 | \$192,341 | 49.80% | 7.50 | 10.10 | -26.20% | \$102 | \$102 | 0.00% |
| Middlesex | 454 | 393 | 15.50% | \$177,792 | \$165,729 | 7.20% | \$238,644 | \$235,229 | 1.50% | 6.00 | 7.00 | -14.90% | \$135 | \$130 | 4.00% |
| New Haven | 2,279 | 2,079 | 9.60% | \$172,126 | \$162,669 | 5.80% | \$230,955 | \$221,165 | 4.40% | 5.80 | 8.40 | -31.40% | \$130 | \$127 | 2.50% |
| New London | 452 | 432 | 4.60% | \$175,012 | \$162,598 | 7.60% | \$251,156 | \$243,915 | 3.00% | 6.30 | 8.00 | -21.70% | \$137 | \$130 | 5.20% |
| Tolland | 215 | 225 | -4.40% | \$149,927 | \$176,210 | -14.90% | \$200,416 | \$207,042 | -3.20% | 6.40 | 8.60 | -25.90% | \$118 | \$136 | -13.40% |
| Windham | 132 | 84 | 57.10% | \$158,259 | \$138,898 | 13.90% | \$178,108 | \$158,274 | 12.50% | 5.50 | 10.30 | -46.10% | \$119 | \$107 | 11.30% |
| Statewide Stats | 8,956 | 8,501 | 5.40% | \$220,975 | \$216,329 | 2.10% | \$303,495 | \$281,236 | 7.90% | 5.80 | 7.30 | -21.40% | \$160 | \$159 | 0.80% |



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Berkshire Hathaway Home Services NE Properties New Homes & Land Director Gregg Wagner on The Connecticut Market



The year 2017 was a strong one overall for the Connecticut market. Sales increased by 3.0% to 45,067 for the state (single family homes and condominiums combined). The average price was \$349,077, a 3.7% increase when compared to 2016 and days on market dropped from 2016's 139 days to an average of 83 days. Luxury home sales – those sold for over \$2 million – saw continued increases with 10.3% more luxury sales at an average price of \$3.6 million in 2017. Over 90% of the luxury sales in Connecticut took place in Fairfield County during 2017.

New housing permit data provided by the Connecticut Department of Economic and Community Development, shows 51.1% of permits issued in 2017 were for single family homes, followed by 44.9% for multifamily buildings with five or more units. Although new building permits continued to decrease from last year's 7.7%, Berkshire Hathaway HomeServices New England Properties saw an increase in builder activity in both Connecticut and Westchester County, with many asking for pricing recommendations and marketing plans in the first month of 2018. Most are high rise condominiums and rentals or small subdivisions. Builders are choosing to break up large subdivision sites into phases so they can remain nimble in the market and build according to the needs and wants of prospective homebuyers. It is imperative that builders offer pre-established modern finish packages and technology-focused upgrades that will attract first time homebuyers and downsizing baby boomers alike.

According to Berkshire Hathaway HomeServices' latest Homeowner Sentiment Survey, a full 71% of prospective homeowners – a demographic composed largely of Millennials – believe now is a good time to buy a home, and 63% remain steadfast in their ideal preferences for a home. Luckily for new development properties, these “ideal preferences” are for move-in ready homes in desirable areas. Lastly, builders should keep in contact with their agent to remain well-informed of how the new tax bill is impacting their local market. Although it is too early to make a prediction for how it will impact new development properties this year, it will surely remain a variable for all of 2018.

At Berkshire Hathaway HomeServices New England Properties, our mission is to provide an unparalleled customer service experience throughout all aspects of the home transaction process.

When it comes to new construction marketing and sales, no one knows it better than Berkshire Hathaway HomeServices New England Properties. Our Realtors® come with a network of experience and are backed by the most admired name in business. Call us today to realize your real estate objectives.

The biggest challenge for builders and first time home buyers will be to find a middle ground.

Gregg B. Wagner, Regional Vice President and
Director of New Homes and Land
Berkshire Hathaway HomeServices New England Properties
203-979-2652, gwagner@bhhsne.com ■

Lumber Market Update

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



It has been a wild ride in the lumber and panel markets through the last year. The run started in February and ran through October with hardly a pause. The run was initially fueled by tariff rumors which turned into fact by year's end. That was followed by record forest fires in

British Columbia and the Western United States. Before the forest fires burned out, they were followed by severe hurricanes in Texas, Florida and the Caribbean.

Douglas Fir rose 32% to its peak, dropped 4% over two months and then rose 6% to its current record high prices. KD SPF went up 43%, peaking in mid-November, then dropped 6% over 6 weeks, before rising 5% to its current level just below last year's record high. Prices seem poised to continue to climb as mills continue to have strong order files 4-5 weeks long. KD SPF is currently 13% less than Doug Fir, a nice discount.

Plywood rose 34% to its peak, and then dropped 11% over 5 weeks before resuming its climb to record levels going up 13% currently. OSB rose a staggering 61% before peaking in late October, then dropping 29% over three months before climbing 9% to its current level. Plywood prices will likely continue to rise, but OSB prices will be capped by new mills coming on line this year.

The final Anti-Dumping and Countervailing duties were published in the Federal Register in late December with a final total rate of approximately 20%. These duties are currently being collected by the U.S. government on lumber imported from Canada. The Canadian government is appealing the tariffs in the World Trade Court. With the NAFTA negotiations seeming to go nowhere and legal actions possibly taking years, this is likely to be the status quo for a long time.

The strong national building demand continues to keep upward pressure on prices. Timber supply is significantly curtailed in British Columbia by the loss of millions of acres of timber killed by the Spruce Budworm and the further loss from last year's forest fires. British Columbia's production will likely be reduced for decades. Meanwhile Canadian and German companies continue to purchase or build mills in the southern U.S. to make up for production lost elsewhere.

It is hard to find a negative factor in supply or demand right now. These trends will reverse, the question is when. ■



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Calcagni Real Estate New Homes Director Joel Grossman on the Market



Joel Grossman serves on the Board of Directors of Central CT HBRA and recently spoke at a CT Builders & Developers Forum on housing permits and the economy.

Joel brings 30+ years of real estate sales experience and an impressive background working with both builders and home-buyers. In addition to overseeing the company's development projects and new homes sales team, Grossman has identified a number of development opportunities for Calcagni and its builders.

In addition to his role providing his marketing expertise to builders and developers throughout New Haven & Middlesex Counties and into Hartford County, Joel Grossman was elected 2018 President of the New Haven Middlesex Association of Realtors, and he serves on the board of Central CT HBRA. Joel provided Connecticut Builder with the following breakdown of new single family and condominium sales in Connecticut over the past two years.

| 2017 CT New Home Sales | | | 2016 CT New Home Sales | |
|------------------------|------------|------------|------------------------|------------|
| By County | SF | Condo | SF | Condo |
| Fairfield | 338 | 105 | 318 | 145 |
| Hartford | 197 | 80 | 240 | 58 |
| Litchfield | 31 | 14 | 25 | 30 |
| Middlesex | 60 | 13 | 43 | 8 |
| New Haven | 141 | 80 | 161 | 93 |
| New London | 81 | 17 | 77 | 22 |
| Tolland | 35 | 15 | 41 | 32 |
| Windham | 37 | 28 | 44 | |
| STATEWIDE | 920 | 352 | 949 | 391 |

New single family home sales in Connecticut saw a slight decline in 2017 over 2016. Total new homes sold in 2017 were 920 units versus 2016 total sales of 949 units. Total Condominium sales declined about 10% in 2017 over 2016. Total 2017 sales were 352 and 391 total sales in 2016. All sales were Realtor sales as reported in SmartMLS only.

Interest rates only rose slightly in 2017, which was positive for buyers purchasing housing. Supply of new homes continued to be an issue in 2017, and pressure from lower priced resales readily available may have contributed to the decline in new home sales.

2018 sales and prices may be impacted by new tax laws in CT. According to National Association of Realtors Chief Economist Lawrence Yun,

"Home prices in Connecticut are expected to drop by 3% considering the tax impact, current market conditions, interest rate effect and the employment and construction momentum."

- Lawrence Yun, NAR Chief Economist

In response, Joel Grossman believes that predictions are just that, and it's important to keep in mind that people purchase a home for many reasons that transcend tax and mortgage deduction benefits.

"To be successful in 2018, builders must be flexible in their model line-up. They should react quickly to changing market conditions; offer styles and features that appeal to a broad market; feature smart home technology; and most importantly, price their products to compel potential buyers to buy. Hiring a Realtor that specializes in new construction would be wise too."

- Joel Grossman, Director of New Homes & Land Consulting, Calcagni Real Estate ■



Builder News

STEVE TEMKIN, T&M BUILDING COMPANY -

reported on new T&M communities:

- ▶ Suffield - 40 lots traditional single family starting in the hi \$300,000's
- ▶ Rocky Hill - 14 traditional SF homes starting in the hi \$300,000's
- ▶ Glastonbury PUD 18 detached homes starting in the hi \$300,000's

In West Hartford, T&M broke ground on Gledhill Estates, a 15 lot PUD on the 7.9-acre site of the former Gledhill Nursery property.



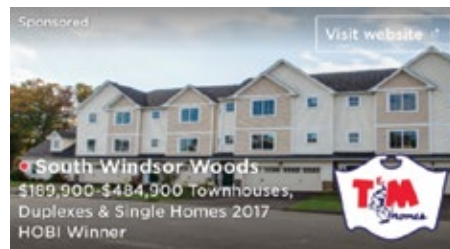
West Hartford Mayor Shari Cantor, State Sen. Beth Bye, Simsbury Bank President Martin Geitz, and NAHB First Vice Chairman Greg Ugalde launched the project, which represents an investment of approximately \$10 million in new housing in West Hartford.



A 3,660 square foot "Senator - High-grove" model home includes a spacious master suite, three additional bedrooms, a total of five and a half bathrooms, and

a partially-finished lower level with entertainment and exercise rooms. An application to FEMA to adjust flood mapping and allow for basements in all of the properties, should be approved soon. Eleven of the new homes will be free-standing, and the remaining four will be built as two-unit attached homes that are connected at the garage. The four home styles are estimated to be priced from the upper \$600,000's to the \$900,000's. "We've already had more than 30 inquiries," said Steve. "I am hopeful that the first family could move in sometime this year."

ZILLOW - T&M has an enhanced 3 month contract with Zillow at \$1000/month. "That gets us 40,000 impressions spread among Zillow, Trulia and Facebook. The Facebook "stalking" ads that are for Facebook users who searched on Zillow and Trulia. This is on top of the \$450/month we pay to be a featured listing on Zillow."



CHRIS PAGLIARO, PBS ARCHITECTS -

"Business has been good, as we picked up a lot of work in December. Unfortunately, only crumbs of work in Connecticut, while the world around us booms! I did land a major project in Mystic CT however. I had work in Newport, but now two large houses in Weston MA, a huge project in Mantoloking NJ, and projects in Martha's Vineyard and Westhampton NY."

Holding the Line on Costs

Strategies to fight the price increases that are chipping away at your profits

By Ed Hauck, Builder Partnerships Senior Consultant

Cost increases are on builders' minds right now. It seems like prices for materials and labor are going up on every new bid. It's across the board on building materials, with lumber prices being particularly volatile in response to the recent tariff on Canadian lumber.

There was a time when builders could just pass these price increases on to buyers by raising their prices, but at this point, I don't think the market is strong enough to start creeping prices up. First- and second-time buyers are concerned about increases in mortgage rates, so it's a sensitive time.

The best bet is for builders to work with suppliers to get long-term deals and some price locks from manufacturers and trades. The way to do that is to use whatever volume you have as a negotiating point. Go to your manufacturers, let them know what you have coming up, and commit to using them exclusively in exchange for a better price. If you're a small builder, tell them what you have on the books for the next six to nine months. Don't bid out a house or a community; bid out your volume.

Here is an example from my own experience. As I've already noted, lumber pricing is very tough to predict right now. When lumber pricing was favorable, suppliers were doing six-month price locks; now, they're doing 30-day pricing. I talked to two different companies that said if I can commit my volume, they can help hold that price longer. As a result, I got a 120-day lock on price for a block of homes.

The point I am making is that your suppliers may be able to help you, but you have to ask them. Talk to the manufacturer and the distributor. Get them working together; it's usually worth the effort. Take windows,

for example. I have a window supplier and manufacturer. By bringing in the manufacturer, I was able to negotiate a one-year lock for a commitment for all my units.

Starting the process - How do you find the manufacturer and supplier sales reps? Log on to Builder Partnerships, click on the list of manufacturers and then click on the contacts list for the manufacturer you want to talk to. Start the conversation with the most appropriate contact person. In most cases, they're very helpful and willing to work with you to negotiate at distribution. If you need help, just ask one of us here at Builder Partnerships. We are happy to make those connections for you.

I do this all the time with every product I use as a builder. The key is to work the manufacturer and the distributor together, not separately. You want to create the relationship with both of them. At the manufacturer level, they have the authority to say, "This builder has 150 units and I want all of them."

Not only will the manufacturer help you get the best pricing, they'll work with you to get the best service, product knowledge, back office support, and even help you write scopes of work.

Manufacturers also can help you negotiate the best pricing from trade partners. Ask them, "Tell me the A players in my market." Then I can get with those trades and see if they can handle my volume. I'm not trying to beat people up on price, I'm negotiating to try to build a relationship.

I have yet to find a trade or a manufacturer with which this approach did not work. The only sure-fire way it won't work is if you don't ask. ■

Buisness Product News

Innerspace Electronics Supplies Five HOBI Winners & Celebrates their 30th Anniversary



SBP Homes Best Custom Home 12,000-16,000 SF rec room with audio video by Innerspace Electronics

Innerspace Electronics, Inc., a systems integration, lighting, and audio video company, will be celebrating it's 30th anniversary this year. The company, founded in 1988 by husband and wife team, Barry & Andrea Reiner, have a lot to celebrate in their 30th year, including new offerings in energy management, and lighting fixtures and design services. We were also honored to have designed and installed all the low voltage electronic systems in five of the award winning projects at the HOBI awards in 2017.



SBP Homes winning Sports House family room with motorized window treatments & flat screen TV supplied & installed by Innerspace Electronics.

These projects feature low voltage electronics systems including full-scale home automation, lighting control, motorized window treatments, whole house audio & video control, broadband networks,

HVAC control, pool systems control, security & camera systems control and many other system features, all provided and installed by Innerspace Electronics, Inc. for the following HOBI award winners:

- ▶ Best Custom Home 8,000-9000 SF
- ▶ Best Custom Home 10,000-12,000 SF
- ▶ Best Custom Home 12,000-16,000 SF
- ▶ Best Pool House
- ▶ Best Accessory Building

"Integrated homes by Innerspace Electronics, Inc. provide homeowners with the ability to operate and monitor all systems while at home or remotely through internet enabled smart phones and tablets. We are in the business of providing convenience, assurance and peace of mind to our clients."

- Barry Reiner,
CEO Innerspace Electronics, Inc.

Innerspace Electronics has had the opportunity to work with many excellent builders and architects throughout Connecticut & New York, including Sound Beach Partners, Significant Homes, Hobbs, Charles Hilton Architects, Vanderhorn Architects, Shope Reno Wharton, and many more. (See SBP Homes Best Accessory Building for more photos.)

We are very proud of our company and the awards earned over the years including multiple Electronic House of the Year and Custom Electronic Design & Installation Association (CEDIA) awards.

Connecticut Lighting Southington Showroom Focuses on A Ton of Product – both on Display and In Stock



In October, Connecticut Lighting held the Grand Opening of their spectacular store and showroom on Graham Place in Southington. The facility encompasses 17,000 sf, including a 5,000 sf warehouse, and an open 12,000 sf showroom, with areas dedicated to indoor and outdoor lighting, security lighting, commercial lighting and an impressive collection of decorative hardware.



There's a big focus on home automation, with automated lighting and motorized window shades. In yet another section of the showroom, over 150 ceiling fans are on display, and there is an area dedicated to lamp and lighting repair and replacement glass & parts. In addition, a 1,600 sf Demo/Design room will showcase today's state of the art lighting design. ■

LEGISLATIVE ALERT

February 7, 2018 marked the opening of the 2018 legislative session in Connecticut and the Governor has already released his proposal to eliminate the projected \$165 million deficit for the next fiscal year.

Of particular note for our industry, Governor Malloy is proposing an increase in the Real Estate conveyance tax from .75 to .85, and 1.25 to 1.4 percent.

Governor Malloy's proposal also includes:

- ▶ 7 cent increase in the gas tax to be phased in between 2019-2022. Unfortunately Connecticut already has the 6th highest gas taxes in the nation.
 - A new tax on tires of \$3.
- ▶ Installing tolls on Connecticut highways. Contrary to popular belief, these will not be installed on the borders, but rather throughout the state. According to an I-95

congestion tolling study by the Department of Transportation, a full-length, one-way trip between New Haven and New York during peak hours would cost the commuter \$6, while the same trip on the Merritt Parkway would be \$5. Restoring funding for the Green Bank, which has funded many energy efficiency upgrades.

In the coming months we will also see budget proposals from the various legislative caucuses which we will monitor and keep you informed on. This is a short session year ending May 9 and elections for all state offices will be held on November 6, 2018.

It's always a good idea to write your legislator and tell them how you feel about proposals that will impact your business. They need to hear from you.

Don't know who your representatives are? Go to www.cga.ct.gov/#panel2 and insert your town and street address.

Home Building Industry Day at the Capitol Tuesday, April 3rd

Please plan on attending and bringing your co-workers. Spread the word to other members too. In addition to tax and spending issues, there will be other legislation that directly impact you and your business!

Builders Testify Against Sprinklers at State Capitol



HBRA of Central CT flew Bob Hanbury up from Florida to help testify before the state Codes & Standards Committee against a bill that will mandate sprinklers in townhouses. Central CT HBRA President Eric Santini, HBRAC 1st V.P. Chris Nelson, Johnny Carrier and other builders also testified.

The Connecticut Builders & Developers Forum

This year, the Developers Council was replaced by the CT Builders and Developers Forum with Bill Ferrigno continuing as Chairman and moderator. On the first Thursday of each month, the evening meetings will be held for a coalition of builders, developers, land use attorneys, engineers, realtors and others in the development community, and industry experts will present their evaluations of land use issues, market trends and other issues impacting real estate development and construction in CT.



In February, Senate Minority Leader Len Fasano discussed the current legislative session, the budget crisis in Connecticut and other issues pertaining to the economy and housing. ■



FAIRFIELD COUNTY HBRA NEWS

HBRA of Fairfield County Names New Executive Officer



The Home Builders and Remodelers Association of Fairfield County has named Jackie L. Bertolone of Fairfield as its new Executive Officer effective January 17, 2018. Bertolone is a native of Stamford and worked the last six years in the Connecticut General Assembly in various senior staff positions for the House Republican Office. She most recently served as the Executive

Assistant and a senior advisor to House Minority Leader, Themis Klarides of Derby.

While working with HRO, Bertolone was also finance director for the caucus and coordinated all fundraising efforts which she increased 450%. Prior to working for the state legislature, she ran a non-profit mentoring program for at-risk youth in the Norwalk Public Schools and recruited over 250 new volunteer mentors from businesses in the area and matched them with students on a waiting list. Her success led the Norwalk Chamber to nominate her at the age of 26, for the 40 Under 40 Leadership Award which she received from the Fairfield County Business Journal.

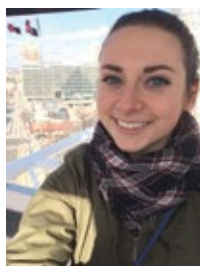
Bertolone attended Southbury public schools and graduated from The Gunnery in Washington, CT before going on to earn a BA degree in political science from American University in Washington, DC. Daughter of Jerry & Sandy Effren, she grew up in the industry working for her family's home building business. She now lives in Fairfield with her husband Kyle.

In announcing Jackie new position to the membership, Fairfield County HBRA President, Chris Steiner, expressed his and the board's pleasure in having her as their new CEO:

"Jackie has a great deal of experience in fundraising, event planning, people management, and politics. She is a young, energetic leader, who has the ability to keep our organization growing and thriving."

See State Association News in this issue for a compelling Legislative Update Jackie put together for Fairfield County HBRA members that is a MUST READ for every builder in Connecticut.

The Dynamic Duo



Clare Michalak joined the HBRA of Fairfield County staff as the Marketing and Graphics Coordinator in September 2016. She designs all of the print and digital marketing materials that are used throughout the year such as the HBRA member directory, the home tour marketing materials, and *Building Connections* magazine.



Sarah Iannarone is the Membership and Events Coordinator for the HBRA of Fairfield County. Since joining in November 2016, she has coordinated all of the HBRA's events including our monthly General Membership Meetings, educational seminars, and member events like our Bowl-A-Rama and annual Golf Tournament. She also manages

membership within the HBRA, so feel free to reach out if you have any questions on joining, or stop by an event and say hi!

Jackie has two amazingly energetic and talented assistants.

The 2nd Fairfield County Exclusive Home Tour Will Kick Off on June 22nd

Having won a 2017 HOBI Award for their 1st Luxury Home Tour last April, staff and the Home Tour Committee has been hard at work on this year's Exclusive Home Tour, which will be held June 23-24, with a special VIP night on Friday June 22nd. For more information visit www.exclusivehometourct.com.

There is so much good that came out of the 2017 home tour. Besides meeting amazing people, we received a lot of great publicity."

- Ken DeLeo, Doherty & DeLeo Development

HBRA OF CENTRAL CT NEWS

Eric Santini Jr. Installed as HBRA of Central CT President



On January 25, 2018, Eric Santini Jr. was installed as President of the HBRA of Central Connecticut by NAHB 1st Vice-Chairman Greg Ugalde.

Eric has been a leader in both the Central CT association and on the state level as the current Vice-President Treasurer of the HBRA of CT. One of Eric's critical roles for Central CT was chairing the Home Show Committee, the major association fundraiser, and Connecticut's largest and longest running Home and Remodeling Show.

In 2014, Eric was recognized as Central CT HBRA Builder of the Year. That same year, Santini Homes won three HOBI Awards for their rental community Deer Valley North in Ellington and the previous year, Santini Homes won two HOBI Awards for Grand Lofts in Vernon.



L-R Eric's daughter, her grandfather, Eric Santini Sr. and Eric Santini Jr.



Mom Lois Santini with Eric

Eric is following in his father's footsteps as president of the HBRA of Central CT, which was known as HBA of Hartford County when Eric Sr. was President. Following his term as Central CT HBRA President, Eric Jr. is in line to be 2021 president of the HBRA of Connecticut, a title which his father Eric Sr. also held more than twenty years ago. Both Eric's mother, Lois, and his father Eric Sr. are extremely proud!



Larry & Babe Fiano at installation

At the installation meeting, NAHB Executive V.P. & Chief lobbyist, Jim Tobin gave a Tax Reform update, and the association expressed its gratitude and appreciation to outgoing president, Tony Denorfia and his wife, Debbie.



Jim Tobin



Tony & Debbie Denorfia

Central CT HBRA Remodelers Council News



The Remodelers Council prepared 160 sandwiches for the residents of The McKinney Shelter in Hartford. Greg Zajac, a member of the Remodelers Council, consistently serves with his wife at the shelter and presented this opportunity for the Remodelers Council. We plan on incorporating this on a regular basis prior to our Remodelers Council meetings.

Holiday Party held at New Britain Museum of American Art

A drawing was held for the HBRA Charitable Foundation's Truck, ATV and Cash raffle.

- **1st Place Winner** – 2017 GMC Sierra was won by Dietrich Krauland of Hartland, CT
- **2nd Place Winner** – 2017 Polaris ATV was won by Janina & Paul Russo of Kensington, CT
- **3rd Place Winner** – \$1,000 American Express Gift Card was won by Nancy Herold (a ticket sold at Scranton Motors)



Janina Russo wins 2017 Polaris ATV

HBA NORTHWEST NEWS

HBA Northwest CT Hosts Legislative Night

On Monday, January 29th, the HBA of Northwest CT and the Litchfield County Board of Realtors co-hosted a meeting with area legislators.



L-R David Wilson (66th house district), Brian Ohler (64th), Jay Case (63rd) and Greg Ugalde



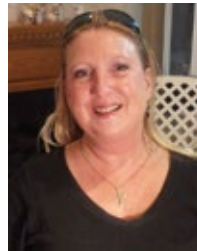
L-R Steve Temkin, Sheila Leach & Representatives, Kevin Witkos (8th District), John Piscopo, Craig Miner, Whit Betts, Bill Simanski (62nd District), Michelle Cook, David Wilson, Jay Case, Henri Martin (31st District) and Brian Ohler



L-R John Foeller from T & M, Rep Jay Case from Winsted and Steve Temkin

HBRA EASTERN CT

Eastern CT HBRA Hires Theresa Mullin As Project Coordinator



Theresa Mullin joined the Home Builders and Remodelers Association of Eastern Connecticut in mid-January as their Project Coordinator. Theresa has an extensive background in administration, database management, and event planning and execution. Theresa is responsible for all the day-to-day tasks which include communication to mem-

bers, managing the membership database, working closely with different committees to plan and execute member events and educational seminars. Theresa can be reached at 860-859-3518 or hbraect@gmail.com

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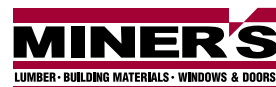
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