

# CONNECTICUT BUILDER

The Magazine of the Home Builders & Remodelers Association of Connecticut

Summer 2014



## Significant Homes – *Best Outdoor Feature*

photo by Woodruff/Brown Photography

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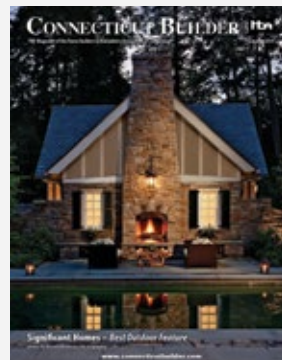
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### Inside Out

Remember when a seeded front lawn and a few foundation plantings were all that was needed for a new home? Today's homeowner expects a lot more, and successful builders are responding by bringing the inside out and the outside in. Pictured are a pool, seating area and stunning outdoor fireplace built on the side of a detached garage. This outdoor feature won Significant Homes a 2013 HOBI Award.

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## Connecticut Builder

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## From the desk of Kenneth J. Boynton



I would like to let each and every member of our great federation know how much I appreciate the support given to me as your HBRA of CT President.

At times, the importance of all three associations we belong to gets lost in the day to day work we all do at our local associations. All who play a role in Leadership understand the hard work the State HBRA, NAHB and local HBRA play in the continued effort to keep housing affordable and the American Dream alive. We the Leadership must keep reminding the entire membership of the successes that take place both here in Connecticut, and at the national level.

Here are some outstanding examples of the important work being done at each level:

### NAHB working for our Remodelers!

NAHB is helping Remodelers by being an active participant in helping to guide EPA's lead paint regulation efforts since their inception, and has been an advocate and supporter of the required training for its members. It continues to press for restoration of the "opt-out" clause, which would allow home owners without children under the age of 6 or who are pregnant to permit contractors to do work without the expensive additional safeguards the law requires.

The Environmental Protection Agency (EPA) is proposing to amend the Lead: Renovation, Repair and Painting rule to make it easier for remodelers and other contractors to renew their certifications. NAHB's letter to the EPA supports the proposal, which removes the hands-on training portion of the retraining requirements, as a positive step toward helping NAHB members — who led the pack of "early adopters" when the rule was finalized in 2010 — get their new EPA certifications by completing the classroom or online refresher course before July 1, 2015.

Because the proposal means the entire certification training can be done online, it's a clear benefit for small remodeling businesses, subcontractors and maintenance personnel: It avoids the added burden of lost wages and additional costs of traveling to a training location.

If adopted in sufficient time for the agency's re-certification deadline, the proposal will enable previously trained professionals to retain their EPA certified renovator status. However, contractors must complete both the classroom or online instruction and the hands-on training if they are applying for the EPA certification for the first time.

### Without financing, we all are out of business!

#### NAHB President Kevin Kelly from South Windsor, CT IS Helping Builders:

On May 27, 2014, Kevin Kelly, chairman of the National Association of Home Builders (NAHB) and a home builder and developer from Wilmington, Delaware issued the following statement regarding Shaun Donovan's service as secretary of the U.S. Department of Housing and Urban Development:

"On behalf of the nation's home builders and the former NAHB chairmen who worked closely with HUD Secretary Donovan over the past five years, I wish to thank Secretary Donovan on his tireless work to ensure safe, decent and affordable housing for all Americans. He exhibited steady and exemplary leadership at HUD during extremely challenging times for housing and fought hard to promote policies that will help keep the housing industry and economy moving forward."

Other areas NAHB is Working For it Members, Helping Builders/Remodelers & Associates

### NAHB Priorities

1. Protect the Mortgage Interest Deduction
2. Resolve Foreclosure and Appraisal Problems
3. Maintain Federal Support for Housing Finance System
4. Preserve Affordable Downpayments and Mortgages
5. Fight Onerous Regulations that Hurt Home Builders, Remodelers and Consumers
6. Ensure an Adequate Supply of Credit for New Home Production
7. Recognize Housing's Important Role to the Economy
8. Defend the Low Income Housing Tax Credit
9. Enact Comprehensive Immigration Reform
10. Use All Legal Means Necessary to Protect Property Rights
11. Focus Congressional Action on Building Energy Codes and Crystalline Silica
12. Mission Accomplished: Farm Bill and Flood Insurance Signed into Law

(continued)



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## From the desk of Kenneth J. Boynton

(continued)

### Our Home Builders and Remodelers Association of Connecticut has been working at the same speed, being a watch dog for the state Home Building & Remodeling Industry:

#### Home Building Industry Day (HBID) at the Connecticut Capitol - April 9, 2014

100 members and guests came together for a great half-day at the Capitol in Hartford. This important event helps legislators understand how state legislation impacts our business. There were many productive meetings. Legislative packets & talking points were provided to all attendees and legislators with whom we met. (See *State Association News* in this issue)

- ▶ **SB 207 (HIC Photo ID Badges):** The Senate took care of our concerns with SB 207 by deleting the photo ID badge requirement for home improvement contractors, and changing the bill to require Home Improvement Contractors to attach a copy of their registration certificate to contracts with consumers. The new bill, passed by the Senate, also adds our request to raise penalties on contractors who do not have a proper registration. The House never took up the bill, so it died.
- ▶ **HB 5510 (Limited Property Tax Exemption for Homes Under Construction):** The Planning & Development Committee passed this bill unanimously (19-0). Sitting on the House calendar, the bill was expected to be referred to the Finance Committee for further action. But, with two weeks to go in the session, Governor Malloy killed the bill by instructing P&D House Chair not to call the bill for debate and action.
- ▶ **SB 405 (Subdivision Public Hearings):** Environmental groups – due to their lack of understanding of the law – pushed back hard against this bill, weakening the desire of thoughtful legislators to pursue this legislation, and emboldening other legislators who value their environmental scorecard over common sense and restoring CT's economy. While it passed the P&D Committee 10-8, it was never taken up by the Senate. In the face of the environmentalist's misinformation campaign, we offered a compromise that preserved the ability to hold public hearings, but required comments given at such hearings to be relevant to the issue before the commission, i.e., whether an application complies with the subdivision regulations. But even our common sense compromise could not overcome the hysteria created over this bill.

A lot of hard work went into the bills here in Connecticut. It's especially disappointing, that Governor Dan Malloy would not support a bill that would have created jobs and saved new home buyers unneeded increased housing cost. This unfair property tax on homes under construction raises housing prices and limits additional Connecticut consumers from the possibility of home ownership.

However, on a good note, our State HBRA did fight a great defense by stopping every bill that was proposed to hurt our Industry. These bills are too numerous to list. Again, thank you to all the HBRA members who always give of their time to work on these issues.

### At the Local Level, this is part of what Membership Does:

**Bring Housing Home 2014 Legislative Conference** - On March 17-21 all members of the NAHB Federation held a Legislative Conference at home and at our Local HBRA offices. The Congressional schedule made the 2014 Legislative Conference impractical to hold in Washington, DC. As an alternative, NAHB members advocated for housing's legislative priorities at in-district meetings with our members of Congress. This week-long event provided a unique opportunity for NAHB members to show federal lawmakers the economic power of the housing industry *where they live, work and play.* (See *State Association News*)

NAHB committed and provided the tools necessary to schedule, plan and execute these in-district meetings. NAHB staff educated HBRA members on the key legislative issues, providing the meeting materials and attended as many in-district meetings as possible.

**BRING HOUSING HOME** was a **Big Success** here In Connecticut, allowing many local members the chance to meet Congressmen and Senators. ***We're Bringing Housing Home!***

(continued)




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IMAGINE THE POSSIBILITIES

## From the desk of Kenneth J. Boynton

(continued)

### To Change Gears, let me touch on our economy.

While the worst is over, we are not quite in the Promised Land! Despite GDP growth stalling in Q1 due to the Polar Vortex, slower inventory accumulation and mildly lower exports, the economic recovery remains intact. The anemic performance of the US economy from January through March was aberrant, and the incoming employment, manufacturing and consumer spending data all point to an economic pickup. GDP growth the rest of the year should average 3%, with growth in Q2 closer to 3.25% as the economy rebounds from the harsh winter. In addition, reduced fiscal drag from DC, increased hiring and spending by state and local governments, and increased corporate spending on plant and equipment suggest we are finally entering a period of faster growth.

That said, economically all is not well. Wage growth remains anemic and while the unemployment rate is 6.3%, down from 10%, the fall is largely due to a decline in the labor force participation rate. The ranks of the long-term unemployed remain elevated, along with the number of those working part-time because they can't find full time work. Add to that average overtime hours that are remarkably high and termination rates that are very low and what you have are employers very reluctant to hire. This situation cannot persist, and of late job creation numbers have been on the upswing. Therefore, net job creation will rise from 200,000/month, where it has been for the past year, to 220,000 or 225,000 by year end and unemployment will probably fall to 6.1%. I expect wage growth to start picking up steam in 2015.

***The biggest drag on the economy is housing and in particular single-family housing.*** After a promising first half of 2013, the housing market is, at best, is flat. While rising interest rates and home prices, a lack of inventory and lots, shortages of materials and labor, and a lack of credit and first-time buyers play a part, ***weak household formation is the main culprit.*** After averag-

The biggest drag on the economy is housing and in particular single-family housing. After a promising first half of 2013, the housing market is, at best, flat. While rising interest rates and home prices, a lack of inventory and lots, shortages of materials and labor, and a lack of credit and first-time buyers play a part, weak household formation is the main culprit.

ing over 1.2 million in the years prior to the Great Recession, household formations have been averaging 500,000 since the end of the recession. The good news - household formation will rise now that all eight million jobs lost during the recession have been finally made up. We are no longer making up lost ground. Because of this, new single-family construction activity in 2014 will hopefully reach 700,000, with multifamily adding 350,000, while existing home sales should be down slightly from last year.

As for inflation, it's benign. No matter how measured, there is no inflation to speak of in the US. Commodity prices will remain well-behaved given weak demand due to economic slowing in China and weak growth in Europe and the developing nations. Absent some sort of geopolitical crisis, energy prices will remain where they are thanks to record US oil production. As a result, expect tapering to end in November and for the Federal Reserve to begin raising short-term interest rates by mid-2015. However, long-term rates have bottomed and 10-yr Treasuries will end the year at about 3% as the economy steadily strengthens.

***In short, the economy is improving and Q1 was a speed bump.*** Long term rates will rise, short-term rates will remain unchanged, and housing will limp into 2015, with prices rising slightly. Most critically, household formation will strengthen and corporate, state and local government spending will rise. Lastly, the likelihood of a recession during the next six months is virtually zero. ***This is the short version with the help of my friend Elliot F. Eisenberg, Ph.D***

In closing, I was asked why many members of this great Federation do what they do at their Local, State, and National HBRA's. It didn't take long to explain. All of the items above are a start. When a member joins, it can be overwhelming. In my experience, however, it seems that someone always steps up as a mentor. We learn from each other that we are in this together, Builders, Remodelers and Suppliers. We do the work to support the Builder Industry from A-Z. It is our duty to shepherd the industry that has been good to all of us. The more you get involved the more you learn, build relationships and gain respect that will last your lifetime. Connecticut members have been successful in this continued effort, both here locally and at the National Association level. Due to these efforts, the relationships continue to grow across our great Nation from coast to coast, all striving for the same goal.

That goal is allowing all Americans the ability to have their share of the Great Dream of Home Ownership — having a place to call home.

Our Association is Keeping that American Dream Alive! Thanks to all that contribute in all the various ways.

Kenneth J Boynton  
President /Chairman of Board



Advantage Contracting terraces in South Glastonbury custom home

Builders are using wrap around porches and multi-level decks and balconies. Terraces are often separated into outdoor rooms or areas for cooking, dining, swimming and gathering around a firepit or outdoor fireplace.

“Every job has a firepit,” says Brian Belody of New England Silica. “A gas fireplace and a fire pit keep outdoor living space warm into the fall, and outdoor kitchens and outdoor lighting are extremely popular. There is also a trend to natural stone for walls and terraces.”



The 2013 HOBI Awards certainly emphasized the importance of outdoor living as evidenced by the disarming outdoor living environment with pool porch, (pictured on opposite page) dining porch and outdoor fireplace by Significant Homes.

National home builders have updated their designs as well. KB Homes has added indoor-outdoor great rooms with sliding glass walls that open up to out-

## Inside Out

Today's successful builder must bring the inside out and the outside in

Remember when a seeded front lawn, a few foundation plantings and perhaps a 10'X10' deck were all that was needed for a new home? That was then and this is now!

Today's homes must bring the outside in with expanses of glass, French doors and even operable glass Nana Walls, like Jim Blansfield, Blansfield Builders accomplished with his HOBI winning New Old Remodeled Home in New Milford.

But builders must also bring the inside out as Jarrett Kravitz did in his winning custom home in South Glastonbury using Techo Bloc terraces and a screened porch.



Advantage screened porch



Blansfield yoga studio



Significant outdoor fireplace

door living areas on some homes in the \$400,000-to-\$1 million price range. Buyers can choose outdoor flooring to match what they have inside.

Toll Brothers, says that over the past two years, interest has picked up for outdoor “summer kitchens” as well as furnished backyard living areas surrounding fire pits or outdoor fireplaces, as in this photo of the model home at Weatherstone at Avon.

“We used to build a model—we’d put a little table with two chairs and you’d have your pool,” said one Toll Bros. project manager. “Now many models include ‘the summer kitchen, the fire pit, seating areas and the extension of the indoor



New England Silica outdoor patio & kitchen

living area.” Prices for such upgrades range from about \$3,000 to \$40,000.

When you update the specs for your new home’s backyard, keep in mind these top five Outdoor Design Trends:

1. Lighting
2. Dining Areas
3. Firepits & Fireplaces
4. Grills/ outdoor kitchens
5. Installed seating (benches, ledges, seatwalls, steps, boulders)

*\*2014 Residential Landscape Architecture Trends Survey*

Landscape architects who specialize in residential design across the country were asked to rate the expected popularity of a variety of residential outdoor design elements in 2014. The category of gardens and landscaped spaces received a 94.2 percent rating as somewhat or very popular. Outdoor living spaces, defined as kitchens and entertainment spaces, were second most popular at 92.0 percent. Outdoor recreation came in third at 75.8 percent.

Across all categories, 98.3 percent of respondents rated lighting as somewhat or very in-demand for 2014, followed by seating/dining areas (97.7 percent), fire pits/fireplaces (95.4 percent), grills (94.3 percent) and installed seating (89.6 percent), which include benches, seatwalls, ledges, steps, and boulders.

*(continued)*



Significant pool & terrace at night



Toll Weatherstone at Avon outdoor room with fireplace

### Inside Out *(continued)*



Tyra Outdoor fireplace

#### Personalized Outdoor Spaces

Tyra Dellacroce of Connecticut Stone is seeing a trend to personalizing outdoor spaces with unusual stones and applications. Tyra and her husband collaborated with talented mason, Mike Nusdeo of Ridgeview Stone Design of Orange CT to create a unique fireplace for their Woodbridge home, that will surely keep their guests talking.

The project started when Tyra was inspired by two huge raw pieces of stone spotted in Connecticut Stone's Milford stone yard. One of the pieces resembles an African mask and the other piece looks like a great white shark! The "mask" was incorporated into the fireplace as a cheek, while the "shark" strategically leans in.



Large Fieldstone boulders and Byram Black slabs were also used to create a natural seating area flanking the fireplace. And in a unique personalized touch, the back of the fireplace features a built in library shelf and stone books that have personal significance to her family.

The latest luxury backyards are being outfitted with everything from movie theaters to dishwashers to bathtubs. Interior designers and architects say they are increasingly asked to create climate-controlled oases, with commercial-grade heating and cooling systems, plus automated mosquito control.

#### A well-designed outdoor space is a major selling point in a new home.

The latest luxury backyards are being outfitted with everything from movie theaters to dishwashers to bathtubs. Interior designers and architects say they are increasingly asked to create climate-controlled oases, with commercial-grade heating and cooling systems, plus automated mosquito control.

"The homeowner basically wants you to duplicate what they have indoors, outdoors," says Larry Smith, the marketing manager of Brown Jordan Outdoor Kitchens, a Wallingford based company. Newer options include a round Benihana-style "social grill" designed for gathering around during outdoor parties. "Strange as it may seem, it's as popular in Connecticut as it is in Southern California."

#### Connecticut suppliers are responding to outdoor living mania

Doug DuPont of CAFD is doubling the size of his Outdoor Living Showroom in Southington, and will feature HPC firepits, Heatilator outdoor fireplaces, a variety of built-in outdoor kitchens and grills and even outdoor heating.

Gault Stone has one of the largest



CAFD Outdoor Living Showroom in Southington

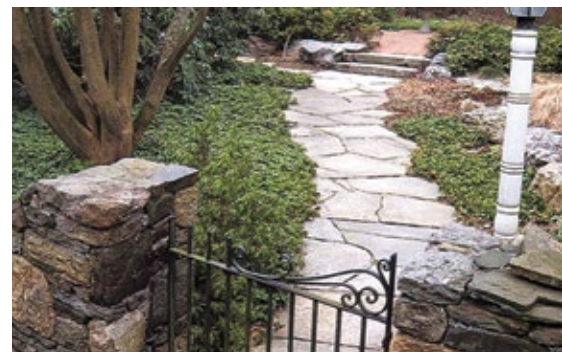


Outdoor theaters have also become a popular option

selections of stone in Fairfield County, and their showroom in Westport is open to builders for code training and to experience the latest trends in outdoor hardscape.

**New England Home CT magazine is sponsoring a networking event for builders at the Gault Stone showroom on July 16th.**

At SunBriteTV, a company that makes outdoor TVs designed to withstand foul weather and temperatures from 24 degrees below zero up to 122 degrees, sales volume has doubled in the past year. *The company's latest line of TVs is priced roughly 40% lower than previous models. A 32-inch outdoor TV, for example, now costs \$1,495, down from \$2,395.* ■



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\* U.S. Energy Information Administration Residential Energy Consumption Survey; average household energy expenditures for Connecticut, 2009, adjusted for inflation.



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# Net Zero Energy Is Fast becoming the New Normal



**T**his Farmington home produces more energy than it uses on an annual basis. Pretty remarkable, right? This “net zero” performance deserves recognition, and that’s why Energize Connecticut created its annual CT Zero Energy Challenge. The custom home is built by Jaimie Wolf of Avon based Wolfworks, and it was the Grand Prize Winner of the 2013 CT Zero Energy Challenge. The winner receives \$10,000.

“I’ve followed the Zero Energy Challenge from its inception,” said the homeowner, Mike Randich. “It sparked my interest in ‘passive homes’ and allowed me to get smarter on building a home that uses little to no energy. It also helped me connect with a builder that was able to bring this idea to life for me.”

Competing ZEC builders and architects implement energy-saving features into the home’s design to increase energy performance and lower its HERS Index. The project’s cost effectiveness and the home’s total estimated operating costs are also used to determine the winners in each category.

Wolfworks Construction Coordinator, Janet Downey, has mastered the emerging art of high performance home building. And now she now she has two Net Zero awards to prove it.

“We achieved remarkable energy savings by striking the perfect balance between how much energy the house requires to operate and be healthy and comfortable, and matching it with the “free” energy we can capture from the sun.

- Jaimie Wolf, Wolfworks

Another HBRA member, Mark Nuzolo of Brookside Development, won a 2013 ZEC Award:

Most affordable project (cost/square foot), \$5,000 prize – Project: Singer Village in Derby

## The Future Is Now

A new ZERO ENERGY HOME can save your homeowner \$100,000 in energy costs over the life of the home, and Zero Energy is fast becoming the new normal.

## Zero Energy Challenge Perks

If you participate in the Residential New Construction program, there is BiG Value in entering the CT Zero Energy Challenge. Connecticut is the only state that holds a Zero Energy Challenge every year, and the program has garnered national recognition. ZEC offers Connecticut builders a free platform to market what they build. All participants receive:

- ▶ Rebates and Incentives
- ▶ A professional You Tube video of their home.
- ▶ Press recognition
- ▶ Marketing value

A net zero energy home is designed to exceed minimum code standards and may also produce some of its own energy, using no more energy than it produces on-site.

(continued)



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## Net Zero Energy

(continued)

“Most homes that participate in ZEC are simple to build. They focus on a well insulated, air sealed building envelope.”

- CL&P/Yankee Gas  
Enoch Lenge

The Residential New Construction program helps you construct a home that is a model of energy efficiency. The program provides:

- ▶ Expert guidance from energy specialists – Home Energy Rating Systems (HERS) Raters – who help you tap into energy-efficient home certifications, high-efficiency equipment, high-performance building practices and the latest material options. There are two roads to rebates and savings. Choose one of the following Tracks for Incentive Options:

### Track 1 – HERS rating path

Receive rebates for your investment in energy-efficient features – it's your high-way to savings. Your Certified HERS Rater works with you throughout the construction process. Based on your new home's final HERS index you may qualify for a rebate of \$3,000 to \$4,500 or more! Install a geothermal heating and cooling system for an additional rebate of \$500 per ton, up to 3 tons.

### Track 2 – Prescriptive Path

If you choose this track, you may be eligible for:

- ▶ A rebate of \$0.50 per square foot for high performance insulation and air sealing.
- ▶ New geothermal systems may also be eligible for a rebate of \$500 per ton, up to 3 tons.

For builders not seeking Track 1 or Track 2 incentive options, homes are required to meet the current Connecticut Building Code IECC 2009 requirements, minimize overall home air leakage with a

## 2013 ZERO ENERGY CHALLENGE WINNER

Mike Randich and Lisa Spalla's new home in Farmington is designed and built by Wolfworks, Inc. according to the International Passive House standard. Passive House assures that a building takes the greatest advantage of available “gains” while minimizing energy “losses.” The resulting “energy balance” provides a building with exceptional comfort and health, simplified operation and dramatically lower operating costs.

### Orientation and Envelope:

The house is a simple one story 30' x 46' rectangle with walk out living space below. It also has an 11' x 14' mudroom entry adjacent to a two car garage and a long south facing roof that spans the house and garage. The orientation allows south facing windows to capture solar energy. Triple glazed Tilt-Turn windows from Schuco provide the capacity to assure that the net performance of all the windows is gaining more energy than they are losing on an annual basis. In a sense, the windows are providing some of the energy we have traditionally depended on mechanical systems to provide.

### Insulation and Air Sealing:

- ▶ “Sandwich Wall:” a double stud 12" wall with dense pack cellulose in the 2x6 exterior and 2x4 interior frame walls, 24" on center exterior walls and polyiso foam panels in the 3" center
- ▶ Ceiling created by the truss roof is sheathed and taped with no penetrations to maintain a continuous air barrier
- ▶ Thermal bridge free detailing
- ▶ Rigorous attention to the sealing of all potential sources of air leakage using SIGA tapes
- ▶ Intermediate infiltration testing to remediate any leakage discovered during testing

### Heating, Cooling, and Hot Water:

With an extremely low peak heat load of 12.5 Kbtu/hr this house could be served by approximately two hair dryers. A Fujitsu mini-split air source heat pump will provide both heating and cooling for the small load this home requires.

The domestic hot water is provided by a Stiebel Eltron heat pump water heater with a COP of 2.51

### Ventilation:

This extremely tight home will benefit from the control of constant fresh air provided by a highly efficient Zehnder heat recovery ventilation system. In standard construction, natural ventilation is uncontrolled and the source of considerable heat loss. This balanced system recovers most of the heat from the steady and balanced flow of air it is designed to regulate, allowing the home to constantly breathe.

### Electrical:

House lighting will consist of LEDs and CFLs in nearly all fixtures. The most energy efficient appliances have been selected.

### Renewables:

A photovoltaic array is being designed to provide all the energy necessary, on an annual basis, to power the home and all its functions.

rebate for Duct and Envelope Testing of \$300 per home. You work with a Certified HERS rater or BPI professional who verifies that the home passes energy code requirements for duct and envelope testing.

### Make your home standout and earn a bonus rebate

Build your home to ENERGY STAR®, LEED for Homes, DOE Challenge Home, or National Green Building Standard® requirements and you may qualify for an additional rebate.

The Connecticut Zero Energy Challenge is now seeking participants for its **2015** Challenge. If you are interested in applying, please contact NU Residential New Construction Program Administrator Enoch Lenge at enoch.lenge@nu.com Phone: (860) 665-5369 or UI Program Administrator Jenn Parsons at 203-395-5083 – Cell or jennifer.parsons@uinet.com. You can also visit [www.ctzeroenergychallenge.com](http://www.ctzeroenergychallenge.com). ■



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-Michael  
Guilford, CT

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# Builder News

## Bob Wiedenmann, Sunwood Development

In May, we held our Grand Opening for *Ridgeview*, 20 colonial style homes on Higby Road in Middletown ranging from 1,870 - 2,513 sf. and priced from \$329,900 – 389,900. We sold three.

## Jack Kemper, Kemper Associates

We are working on apartments and additions, but not too many single family homes. We are staying busy though. I think the scope of our renovation projects seems to be getting larger, possibly due to the lack of well-located, buildable lots in our area. I don't think "tear-downs" make economic sense in Hartford County.....yet!

## T&M Building Focuses on Enticing Upgrades Like Large Showers & Walk-in Pantries

Our new Reynaud model at *Windsor Estates* features a huge mudroom 4' x 3' master bath shower. Our new Cromwell model has a conservatory option with cathedral ceiling and 2 stories of windows (the extra 16' makes the house look larger,

(see photo below). This master shower is 16 sq ft (4x4) and features one of the new looks in shower floors, a linear shower drain, made of teak for a spa like look.

Our new South Windsor Woods model with personal study area, which doubles as a buffet area off the kitchen, also features a 17.5 sf (5' x 3'.5") shower.

All three model homes feature the T & M signature solarium, our new darling, the walk-in pantry, and the garden tub, although the prevalence of the garden tub may be on the decline as our showers get larger and larger.

NOTE: According to Steve Temkin, Bender Plumbing is now supplying Pulte with a 24sf (6x4) shower base that Pulte offers customers who wish to eliminate their master tub entirely.

For the first time, T&M will be building in Suffield. Suffield Chase is a their newest 40 lot subdivision, and with a mindset always focused on the current market, which has a growing Asian popu-

lation, T&M recently ran this Chinese ad promoting all of their communities in a Chinese newspaper that is distributed in Connecticut.

## Indian Homebuyers Are a Big Market Segment in South Windsor

A huge percentage of the record 29 deposits at T&M's South Windsor Woods June 14th Preview Opening were of Indian descent. "Indians prefer new construction, and they like South Windsor," said Steve Temkin. "Education is highly valued by Indians, and the South Windsor School systems are considered to be very good (real estate agents must be careful what they can legally say today about schools). There have been few approved projects in South Windsor recently, other than active adult projects, and some upper price communities built by Rob Mannarino. Rob can confirm that many of his customers are also Indians."



T&M South Windsor Woods Preview Opening

(continued)



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## Builder News

### Indian Homebuyers

(continued)



T&M Joe Duva with new homebuyers at South Windsor Woods



T&M Alyssa & Lily Temkin with Greg Ugalde

### Bill Ferrigno, Sunlight Construction

Sunlight has zoning approval, financing and has started construction at *Stratford Crossing*, a community of 38 single family homes close to the center of Avon and priced from the \$500,000's to \$700,000's. Eighteen of the homes are designated for those 55 or older. Bill has six commitments already – two for active adult homes and the remainder open market.

### Liz Verna Verna Builders

Verna Builders has sold the model at *Pemberley Estates* in Cheshire and has started two specs. They will also be starting a new condo project in Wallingford.

### Chris Nelson and Ron Janeczko, Landworks Development

Landworks has approvals for 200 apartments and 48 condos at *Powder Forest* in Simsbury.

They have a few reservations at *Carson's Way*, the 74 home single family community where C. Nelson Construction just started building (See models below). They also have three sales at *Mill Pond Crossing* townhomes in Simsbury.



Bickford I



Bickford II

Landworks Development was honored by the Simsbury Chamber of Commerce as "Business Leader of the Year".

### Amity Design & Construction

As we head into Spring, new and exciting things are taking place at Benton Knoll, our residential development in Guilford. We now have three homes finished and another two in progress.



Amity Design & Construction Benton Knoll



### Chris Nelson, C. Nelson Construction

Chris is the new national Chairman of the NAHB Builder 20 Club. He hosted his group of builders from around the country at The Mill at Simsbury in May.

### Developer Proposes 100 Homes for Cromwell

Nursery owner Michael Millane has submitted an application to build 100-single-family houses in Cromwell. Millane is seeking approval from the Planning & Zoning Commission to build the houses on a 106-acre parcel of land between Field Road and Nooks Hill Road. The property in question is part of the Millane Nurseries complex. The land is zoned R-25, meaning it can be developed for residential housing on half-acre lots.

Millane is seeking to develop the property as a conservation subdivision. While Millane is the property owner, the application was filed by Larry Webster Associates, a custom home builder based in Farmington.

A conservation subdivision means the developer uses less space for construction, leaving more of the total acreage as open space.

In Millane's case, he is seeking to develop 34.10 acres out of the 106 total acres on the site. However, before the application goes before the PZC, it must be approved by both the Conservation and Recreation commissions. If the PZC rejects Millane's request for a conservation subdivision, he is then free to represent the proposal using the full 106 acres instead of just the 34 acres, Popper said.

(continued)

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## Builder News

(continued)



Summerview Square

### Innovative Zoning in Norwalk Improves the Streetscape

Before and after photos of Stuart Avenue condominiums in Norwalk show the change in design that happened in the second phase of the same project. One shows “sidewinders” with parking on the side and the building oriented away from the street with no street presence (see below left).

The other shows the new orientation, requiring the building to be built closer to the street and turned, so that most of the lot width is building façade. Porches are exempt from lot coverage and front setback, and parking is required to be in the rear of the building.

Norwalk P&Z Director, Michael Greene, rewrote the regs in 2006 – right in the middle of the Stuart Avenue project. “We did it to be density neutral so as to not

reduce the number of units the developer was planning to build,” said Green.

Over the last four years, Mike Greene’s innovative zoning regulation, and a collaboration between private developer, Summerview Square LLC, and the city of Norwalk, turned an abandoned and deteriorating West Main Street neighborhood into a thriving one (see photo above).

“When we rewrote the multifamily D-Zone regulation to make multi-family housing look and feel like existing neighborhood housing, it paved the way for Summerview Square,” said Greene. “I was thrilled when Summerview Development Group and Norwalk architect, Ray Sullivan, put meat on the bones of our new regulation,” said Michael Greene, Norwalk P&Z Director. “Instead of unattractive “sidewinder” buildings with a blank side

wall facing the street, Summerview Square townhomes are colonial and Victorian-style buildings that sit just 22 feet from the street and blend in with the neighborhood’s older two family homes, right down to their long front porches.”

According to Greene, “When I talk with Standard & Poor, Fitch or Moody’s credit agencies about Norwalk’s bond rating, I use Summerview Square as an example of what can be done without investing city money. I tell them how a private developer took an abandoned neighborhood and rejuvenated it, increasing the value of everything around it,” said Greene in the release.

### Builder Confidence Holds Steady

“Builder confidence has been in a holding pattern,” said NAHB chairman Kevin Kelly, a home builder and developer from Wilmington, Delaware. “Looking ahead, builders are expecting sales prospects to improve in the months ahead. Job growth is proceeding at a solid pace, mortgage interest rates remain historically low, and home prices are affordable,” said NAHB chief economist, David Crowe. “While these factors point to a gradual improvement in housing demand, headwinds that are holding up a more robust recovery include ongoing tight credit conditions for home buyers and the fact that builders in many markets are facing a limited availability of lots and labor.”

(continued)



Norwalk Stuart Avenue Before



Norwalk Stuart Avenue After



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Connecticut Builder circulation reach and targeted editorial content make it a valued resource for the home building, remodeling and land development industries in Connecticut.



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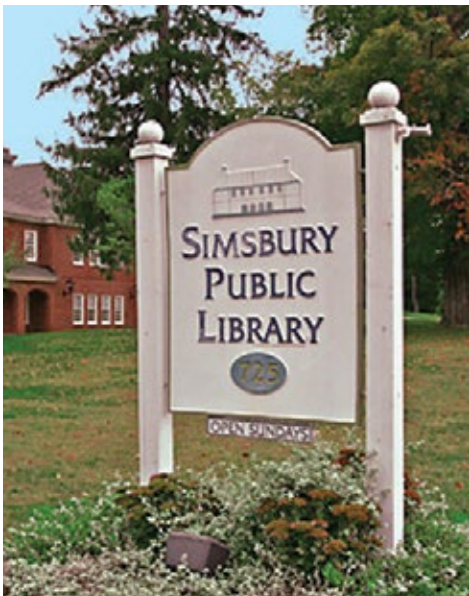
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- Message from the HBRA of CT President
- Cover Story: "The 2012 HOBI Awards"
- A Glimpse at Home Building's Future
- Builder News
- CT Housing Market Recovery Builds Momentum
- The Only Game in Town for Spec Lending
- Sales and Marketing
- Workers Compensation Is Going Up, Via, Up
- Reasons to Preserve the Affordable Appeals Statute
- Business Product News
- Lumber Update
- The Connecticut Economy
- State Association News
- Local Association News

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## Builder News

(continued)



### Patch Lists Top 14 CT Towns Everyone's Moving To

Counting down the towns that attract the most new homeowners

1. Scotland 13.11 new homeowners per capita (16 new homeowners)
2. Sherman 10.68 new Homeowners per capita (362 new homeowners)
3. New London (1,011 new homeowners)
4. Simsbury (1,358 new homeowners)
5. Windham/North Windham/Willimantic
6. Moodus
7. Unionville (509 new homeowners)
8. Baltic
9. Chaplin
10. Groton
11. East Granby (339 new homeowners)
12. Ledyard/Gales Ferry
13. North Granby
14. Avon 7.98 new homeowners per capita (1,276 new homeowners)

**(New Homeowners:** Number of new residents living in owner-occupied homes who did not live in/own a home in that zip code the year before. Per Capita: New homeowners compared to total number of households.)



Murphy Bros. Shore Road Dow Powerhouse roof shingles

### First installation of Solar Roof Shingles in Fairfield County

At Murphy Brothers new 2700sf single family home located at 15 Shore road in Old Greenwich, a 4.5 Kw system replaces over 600 SF of conventional roofing because the solar shingles ARE the roof. Installed by Murphy Brothers and Matthew Roofing Company under the watchful eye of Dow field Rep, Adam Sollner, the solar array not only compliments the home's attractive design, it will provide solar-generated electricity to the custom coastal colonial home, roughly half of its daily usage.

Murphy Brothers Contracting recently announced their partnership with DOW POWERHOUSE™ Solar Shingles as authorized dealer/installers in the Westchester Hudson Valley region and southern Fairfield County. Solar Shingles differ from conventional solar panel systems in that they aren't on the roof, they actually

are the roof. Solar Shingles provide the same protection, durability and flexibility as asphalt, cedar or slate shingles. Visually appealing, they are designed to blend with standard roofs and normal home construction. This is an excellent option for folks who want to take advantage of the environmental opportunity offered by sun's clean abundant energy plus the financially attractive government sponsored tax incentives, but are turned off by the unsightly look of conventional solar panel systems.

To determine if DOW POWERHOUSE™ Solar Shingles are right for your home, contact Murphy Brothers Contracting at [solarshingles@murphybrothers.com](mailto:solarshingles@murphybrothers.com) or call (914) 777-5777. To arrange a presentation on the benefits of DOW POWERHOUSE™ Solar Shingles for your group or organization, contact [michael@murphybrothers.com](mailto:michael@murphybrothers.com) or call (914) 424-3422.

### ASHRAE Joins NAHB and ICC to Develop New National Green Building Standard

NAHB, building science society, ASHRAE, and the International Code Council (ICC), developers of the ICC Family of Codes for the built environment, today agreed to jointly develop the 2015 edition of the ICC/ASHRAE 700 National Green Building Standard. This is the third edition of the standard and the first time that ASHRAE has partnered on its development.

"ASHRAE's participation is welcome news for the home building industry," said NAHB Chairman Kevin Kelly. "This cements the position of the National Green Building Standard as the preeminent green standard for residential construction." ■

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# What's Behind the Walls of the CT Showcase Home in Norwich

On Saturdays July 12th and August 9th, you are invited to walk through the house, and see the latest in building materials and NEW code related construction techniques.



**N**ew London County Graduate Master Builder and 1st Vice-President of the HBRA of CT, Norton Wheeler of Mystic River Building Company LLC, is building the 2014 Connecticut Showcase Home using new code required wall bracing, a combination of innovative construction techniques and the latest in building materials.

On the second Saturdays of July and August, Nort will hold Open Houses where builders and the public can see what's behind the walls of this energy saving trendsetter.

The two story frame of this Mystic River E-Save Showcase Home features the superior strength and moisture resistance of Huber Advan Tech® Flooring, Zip-wall and Zip-roof sheathing, high performance floor joists from Trus Joist™ by Weyerhaeuser; TimberStrand® LSL rim joists and tall wall studs, and TrusJoist Microllam® headers and beams, that will support heavy loads and span long distances of interior space. Trus Joist products

also resist warping, splitting and shrinking, which reduces builder callbacks.

A special capillary break additive in the home's concrete footings will prevent moisture from wicking up into the foundation walls, and two inches of Dow Styrofoam under the basement slab will reduce energy loss and increase the home's comfort.

The Showcase Home will feature energy saving Andersen 400 Series Windows upgraded to DP50 for added protection against driving rain and heavy winds. Dan Cashman of Trim

Solutions is providing his unique patented PVC window surround with pocket glued and screwed construction, continuous built-in water management system, and integral weather stripping that will allow for expansion/contraction of either the window or the PVC surround.

Rings End is supplying two revolutionary Velux No Leak Solar Powered "Fresh Air" Skylights, which feature a solar panel that uses any available daylight to recharge a battery that opens and closes the skylight. VELUX SUN TUNNELS™ will capture daylight at the roof of the home, and carry it through a tubular shaft to deliver light into any area, such as an interior bath or even a closet.

Energy and water saving technologies will combine with low maintenance exterior materials to create a home that is economical to maintain for years to come. Trim Solutions is providing the home's Mastic 4" vinyl clapboard siding and Fypon PVC Cellular Trim 8" corner posts, window surrounds, door surrounds, garage door trim kits, skirt board etc with Dan Cashman's patented hidden fastening system, which allows exterior trim to be installed without nailing or screwing through the face of the product. This eliminates the need for unsightly plugs, caulking and painting, and creates an exterior that is virtually maintenance free. (See article in this issue)

(continued)

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## What's Behind the Walls

(continued)



Unique touches and outstanding craftsmanship will create lasting quality, comfort and enjoyment in this four bedroom trendsetting home with 3,443 square feet of living space

Designed by prominent Mystic architect, Peter J. Springsteel, the 2014 Connecticut Showcase Home is located on a storybook site at *The Reserve at Farm View*. The home sits on a beautiful level one acre hilltop lot, bordered by stone walls on both the east and north. The front of the home faces south for sun drenched indoor living. The private back yard offers a stunning view of the Last Green Valley and distant farmland – perfect for indoor and outdoor entertainment.

Unique touches and outstanding craftsmanship will create lasting quality, comfort and enjoyment in this four bedroom trendsetting home with 3,443 square feet of living space, including a GE stainless Kitchen and family room with Heatilator Heirloom fireplace – all supplied by CAFD, and an Outdoor Great Room – custom built for family fun and entertainment with the assistance of Santo Veneziano who will provide stonework and fire pit and CAFD who will provide the outdoor kitchen!

### A Home Show in a Home

The Connecticut Showcase Home program is sponsored by the Home Builders & Remodelers Association of Connecticut to demonstrate the experience, professionalism and high standards of its members, and to showcase trend setting, high-value home product.

Mystic River Building Company is providing educational opportunities for HBRA members and the public by holding the three Open Houses over the summer as the home is in various stages of construction. Some vendors and suppliers will be present to discuss their product or service.

Upon completion the Connecticut Showcase Home will be set up as a *Home Show in a Home* and Mystic River will host a major charity event to benefit the William W. Backus Hospital.

Stop by on Saturday July 12th or Saturday August 9th between 10AM and 12 Noon at the Reserve at Farm View on Farm View Drive in Norwich to see the Connecticut Showcase Home and meet builder, Norton Wheeler of the Mystic River Building Company.

Follow [www.hbract.org](http://www.hbract.org) or visit [www.mysticriverbuilding.com](http://www.mysticriverbuilding.com) for more information. Check out construction progress of the Showcase Home on Mystic River Facebook. ■

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# 2014 First Quarter – Continued Housing Market Momentum in Connecticut

## Falling Unemployment Rates and Increasing Buyer Confidence Signal a Positive Direction for the Market

By John Tarducci, MIRM CMP Senior Vice President - New Homes Division William Raveis Real Estate, Mortgage & Insurance



Entering 2014, the housing market is poised for a surge of new construction. Consumers are regaining their confidence, and with this, pent-up demand is emerging. As distressed home sales continue to decrease (down 25 percent from February 2013 to February 2014, according to the National Association of REALTORS®) builders will see an even bigger opportunity to capitalize on this rebounding market.

The National Association of Homebuilders (NAHB) Chief Economist, David Crowe, estimates that housing starts will increase 25 percent in 2014 over 2013 levels. Crowe expects single-family production to rise 32 percent in 2014 and an additional 41 percent in 2015.

### Connecticut Housing Permits Experience Significant Gains

Housing permits saw a significant jump in Q1 2014 over Q1 2013—with the total number of permits rising to 953 total units, up from 781 total units in 2013, an

increase of 22.02 percent. The majority of this increase was split between one-unit permits, which increased 24.26 percent and five-or-more-unit permits, which saw a 29.08 percent jump, year-over-year.

On a county-by-county basis, several counties experienced large gains in total number of housing permits, including Fairfield County (47.27 percent), Hartford County (49.19 percent), New Haven County (54.05 percent) and Middlesex County (100 percent.) Only Tolland County saw a decline in first quarter permits, losing 23.08 percent from 2013.

(continued)

## State of Connecticut Housing Permits Issued

First Three Months – 2014 vs. 2013

2013 Housing Permits by County	Jan	Feb	Mar	TOTALS
Fairfield	75	135	120	330
Hartford	72	39	74	185
Litchfield	8	5	5	18
Middlesex	12	10	10	32
New Haven	34	23	54	111
New London	22	8	23	53
Tolland	9	21	9	39
Windham	4	3	6	13
<b>TOTAL</b>	<b>236</b>	<b>244</b>	<b>301</b>	<b>781</b>

2014 Housing Permits by County	Jan	Feb	Mar	TOTALS
Fairfield	385	47	54	486
Hartford	38	23	33	94
Litchfield	13	8	3	24
Middlesex	8	10	46	64
New Haven	62	33	76	171
New London	16	28	24	68
Tolland	6	16	8	30
Windham	5	6	5	16
<b>TOTAL</b>	<b>533</b>	<b>171</b>	<b>249</b>	<b>953</b>

### State of CT - Housing Permits First Three Months Comparison 2014 vs. 2013

2014 Total	2013 Total	% Diff
953	781	22.02%

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## 2014 First Quarter – Continued Housing Market Momentum in Connecticut

(continued)

### Single-Family Home Sales Down in Connecticut

In the state of Connecticut, home sales fell slightly in Q1 2014 as compared to Q1 2013 (-1.20 percent.) By county, Fairfield County saw a 3.8 percent decline this quarter, while Middlesex County experienced a rise in home sales of 16.5 percent. However, the overall decline doesn't necessarily indicate a weakening housing market. Average sales price saw an increase of 8.7 percent statewide and market time decreased by 2.09 percent.

**These factors point to a market with smaller inventories, but eager buyers, indicating that they are willing to pay a higher price when they do find the right**

These factors point to a market with smaller inventories, but eager buyers, indicating that they are willing to pay a higher price when they do find the right home. This trend illustrates the opportunity present for builders who are looking to introduce new inventories into this shortening supply.

### Connecticut Condominium Sales on the Rise

While single-family home sales experienced a decrease, condominium sales in Connecticut saw a rise of two percent overall. Fairfield County, the state's most densely populated county, saw a rise of 17.70 percent, while Windham County experienced an increase of 142.90 percent. Decreases of 12.10 percent and 12.80 percent occurred in Hartford and New Haven Counties, respectively.

Additionally in the first quarter,

average sales price of condominiums increased 5.00 percent, while market time decline by 4.60 percent, year-over-year. Similar to the single-family market, these factors indicate increasing demand for condominiums throughout Connecticut.

### Price Tags Increase on New Construction

In January, NAHB released a report that found single-family home construction costs were at their highest levels since 1998. When comparing the average construction costs in 2013 (\$246,453) to 2011 (\$184,125) the increase in total cost is significant. NAHB attributes this mostly to the rising cost of lumber, which increased 40 percent between 2011 and 2013. It stands to reason that as construction costs continue to rise, the sales price of new construction homes will also have to increase.

### Average Size of New Construction Homes Jump

The average new-home size has increased more than 300 square feet since 2009, growing from 2,362 square feet in 2009 to 2,679 square feet in 2013, according to Census Bureau data. The return to larger homes bodes well for builders, signaling an increase in confidence among homebuyers who are returning to larger homes with more amenities.

According to the Census Bureau, 48 percent of homes built in 2013 had four bedrooms, compared to only 34 percent in 2009. NAHB reported that builders are most likely to include walk-in closets in the master bedroom, low-e windows, a laundry room and a great room in new construction homes.

### Spring Market Offers Opportunities

A recent Forbes article claimed that 60 percent of all homes sold in 2014 will be sold between May and August. Follow-

ing this winter's polar vortex, both the time and weather are right for a jump in the real estate market. While it is still technically a seller's market, with inventory numbers low and sales prices on the rise, there's an important demographic for builders to consider—the sellers themselves.

While sellers have their current homes on the market, the chance that they will look to newly built, energy efficient homes that have a style and floor plan tailored to their needs increases. While they are currently categorized as sellers, they will likely become buyers who are poised to consider new construction for their next home purchase.

### Demand Increases with Consumer Confidence

NAHB reported that national household formations are currently averaging 620,000, compared to 500,000 during the housing downturn. For comparison, the United States produced 1.4 million households each year during the housing boom.

The increase in household formations points to growing consumer confidence—during the recession fewer households were created as unemployment skyrocketed and millennials increasingly moved home after college. However, as unemployment rates continue to fall, the number of new household formations is expected to increase steadily.

As 2014 continues, the number of new home construction is expected to see a continued, steady increase. With smaller inventories and growing demand, the market for new home construction will rise. Although the cost of construction is increasing, the corresponding increase in sales price bodes well for builders, indicating that consumers are prepared to pay more for their homes than in recent years.

(continued)



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## Connecticut Real Estate Market Overview

Full Year 2013 vs. 2012

### First Quarter 2014 - 2014 vs. 2013 Single Family Marketplace

County	Number of Units Sold		% Inc. / Dec.	Average Sales Price		% Inc. / Dec.
	2014	2013		2014	2013	
Fairfield	1,179	1,225	-3.80%	\$771,873	\$668,928	15.40%
Hartford	1,201	1,220	-1.60%	\$243,104	\$236,673	2.70%
Litchfield	296	291	1.70%	\$301,620	\$235,386	28.10%
Middlesex	289	248	16.50%	\$318,060	\$281,683	12.90%
New Haven	898	946	-5.10%	\$228,991	\$241,043	-5.00%
New London	411	412	-0.20%	\$240,236	\$230,133	4.40%
Tolland	205	200	2.50%	\$231,055	\$224,052	3.10%
Windham	54	63	-14.30%	\$162,444	\$163,726	-0.80%
CT Statewide	4,656	4,711	-1.20%	\$378,696	\$348,516	8.70%

### First Quarter 2014 - 2014 vs. 2013 Condominium Marketplace

County	Number of Units Sold		% Inc. / Dec.	Average Sales Price		% Inc. / Dec.
	2014	2013		2014	2013	
Fairfield	485	412	17.70%	\$283,218	\$269,152	5.20%
Hartford	290	330	-12.10%	\$164,522	\$163,937	0.40%
Litchfield	42	41	2.40%	\$130,184	\$141,398	-7.90%
Middlesex	61	61	0.00%	\$162,217	\$132,404	22.50%
New Haven	279	320	-12.80%	\$137,745	\$146,704	-6.10%
New London	59	46	28.30%	\$126,417	\$157,210	-19.60%
Tolland	32	23	39.10%	\$170,949	\$133,618	27.90%
Windham	17	7	142.90%	\$122,176	\$129,600	-5.70%
CT Statewide	1,265	1,240	2.00%	\$200,689	\$191,146	5.00%

Avg List Price		% Inc. / Dec.	Market Time (Days)		% Inc. / Dec.	Price per SF		% Inc. / Dec.
2014	2013		2014	2013		2014	2013	
\$1,379,140	\$1,228,410	12.30%	124	125	-0.80%	\$256	\$240	6.90%
\$327,146	\$325,205	0.60%	79	81	-2.50%	\$126	\$125	0.80%
\$548,231	\$540,545	1.40%	159	128	24.20%	\$138	\$124	10.90%
\$440,310	\$485,522	-9.30%	107	103	3.90%	\$160	\$146	9.30%
\$360,667	\$342,218	5.40%	91	100	-9.00%	\$127	\$130	-2.20%
\$383,924	\$364,007	5.50%	102	111	-8.10%	\$127	\$126	0.70%
\$287,988	\$293,587	-1.90%	94	92	2.20%	\$124	\$122	2.00%
\$229,674	\$221,885	3.50%	88	120	-26.70%	\$109	\$96	13.70%
\$636,140	\$607,200	4.80%	102	105	-2.90%	\$161	\$156	3.20%

Avg List Price		% Inc. / Dec.	Market Time (Days)		% Inc. / Dec.	Price per SF		% Inc. / Dec.
2014	2013		2014	2013		2014	2013	
\$381,460	\$376,449	1.30%	111	118	-5.90%	\$198	\$184	8.00%
\$196,414	\$191,027	2.80%	75	92	-18.50%	\$118	\$116	1.50%
\$185,807	\$167,475	10.90%	149	158	-5.70%	\$104	\$111	-6.10%
\$198,514	\$225,368	-11.90%	119	87	36.80%	\$119	\$107	12.00%
\$194,599	\$193,712	0.50%	101	107	-5.60%	\$105	\$115	-8.10%
\$223,738	\$232,518	-3.80%	101	116	-12.90%	\$98	\$114	-13.90%
\$187,432	\$189,244	-1.00%	148	96	54.20%	\$123	\$111	10.40%
\$149,535	\$149,277	0.20%	190	201	-5.50%	\$93	\$92	0.30%
\$251,121	\$250,600	0.20%	103	108	-4.60%	\$144	\$137	5.50%

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# County TV and Appliance Gets A 'Smart' Makeover

Expect a big change in the way your customers will interact with sales personnel, appliances & electronics at "The Smart Home Store"



Live Thermador kitchen vignette at County TV & Appliance

**K**nown as the "Smart Home Store," County TV and Appliance is newly equipped to help outfit the homes you're building in Fairfield and Westchester Counties with the smartest appliances and electronics and the most reputable brands available.

Major changes within their 5,500 sf showroom will extend the customer service experience, while keeping this 60 year old Stamford company ahead of the curve in "Smart Home" technology.

After the completion of County's "Smart Home Experience Center", builders can expect their customers to experience iPad-driven interactions, which will allow them to test drive products and conduct comparisons between similar products.

"It's all about customer service," said County TV & Appliance owner Vincent Vetrini. Vinny gave Connecticut Builder publisher, Joanne Carroll, a tour of the updated showroom, including a stunning, live Thermador kitchen with integrated refrigeration with built-in wine column, as well as Sub Zero, Wolf and Miele kitchen vignettes.

County's state of the art Smart Home Experience Center is under construction, and will include a kitchen with coffee bar, a



Thermador integrated refrigeration

family room with fireplace and a seating area, where clients will be able to experience a variety of lighting, sound and other living environments, as they design their new smart home.

*(continued)*



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## County TV and Appliance

(continued)



Wolf Sub Zero kitchen vignette



Curved screen Ultra HDTV

“Such an implementation of pro-active technology will foster and create a more personal experience,” Vinny explained. “We think that allowing consumers to interact directly with products by way of technology differentiates us from the big-box retailers. This is why we are choosing to use handheld devices to complete the experience for our customers.”

### The future of Smart Appliances is Now

Recently back from the 2014 Consumer Electronics Show in Las Vegas, County TV & Appliance Director of Sales & Marketing, Phil De Terlizzi, said, “The show was unreal, and our vision at County TV & Appliance is directly in-line with the newest technology. That’s why we remain the experts in Smart Home solutions.”

Phil went on to explain, “In a new trend, LG and Samsung are allowing consumers to command and even exchange text messages with stoves, washing machines, vacuums and other household equipment. Internet-enabled door locks can be used in conjunction with Control 4 solutions and other smart apps. Major manufacturers of smart televisions announced technology which showed off the largest displays, including Ultra HD, which features curved screens with interactive features.”

“We think that allowing consumers to interact directly with products by way of technology differentiates us from the big-box retailers.”

– Vincent Vetrini

In response to these manufacturer innovations, County TV and Appliance’s spacious showroom demonstrates “Ultra HDTV” and video, security, lighting and climate system control solutions and even motorized window shades.

“Our sales staff are the best in the business, with an average of 18 years of experience in selling appliances and electronics,” said Vinny. “Our ‘Smart Sales Team’ understands manufacturers’ products and product lines, because each staff member specializes in certain products. They are aware of the benefits and challenges; and most important, they keep in mind the builder’s bottom line and his customer’s budget. Our relationships with construction professionals is why builders, architects and kitchen designers come to us with the most complex new construction or kitchen renovation projects. No project is too large or too small.”

Vinny went on to say, “We continue to invest the time to research ‘Smart Home’ solutions, and keep up with advancements. Technology firms want to get rid of the mouse and touchpad. New computer and gaming hardware is imbued with software

that recognizes gesture, voice and even eye movements, as people are freed to interact with devices naturally, instead of having to click on icons or use touch screens. This all seems very ‘George Jetson’, but it’s almost here. We plan on staying ahead of the curve.”

Phil De Terlizzi added, “Imagine a scenario, not too far away, where the washing machine, tumble dryer and dishwasher agree among themselves which gets to run first, after consulting the energy company via the central hub to get a good deal on the electricity they need. At that point, some degree of home automation will become standard and taken for granted. But, we’ll be at the forefront of these adaptive changes and technologies.”

For more than 60 years, County TV and Appliance has been providing customers of Stamford, CT and beyond with television and appliances from trusted brands. County TV and Appliance’s full inventory can be found at <http://www.countytv.com>. Visit the website to view current promotions as well as their list of available services. ■

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## Do You Use Trim Nails on Your Azek Trim? There's A Much Better Way

I recently asked a very experienced builder, how he fastens his Azek trim.

"I nail it," he responded, as if that was the obvious answer. When I told him that Azek does not recommend using staples, brad nails, wire nails or finish nails because of expansion and contraction, he shrugged his shoulders, as if to say, "What I am supposed to use?"

Many quality builders are still nailing PVC trim boards, because they are not aware that there's a much better way.

Last September, HOBI Awards judges were touring *The Grand Lofts* in Vernon, when Eric Santini pointed out the trim work. "See that column. No seams, no nail heads. . . it adds so much to the upscale look we wanted."

Then he took us down to the basement of a townhome, and showed us a unique PVC window surround with pocket glued and screwed construction, a continuous built-in water management system, and integral weather stripping that allows for expansion/contraction of either the window or the PVC surround.

That's when Dan Cashman's name came up. In fact, Dan Cashman and Trim Solutions kept popping up again and again. As we toured the homes of other HOBI builders, like Brian Liistro and Jarrett Kravitz Trim Solutions was mentioned countless times. These builders are using patented PVC Trim Solutions products because Dan's unique hidden fastening system allows exterior trim to be installed without nailing or screwing through the face of the products. This eliminates the need for unsightly plugs, caulking and painting, and creates an exterior that is virtually maintenance free. That means no paint, no caulk, easy installation, no waste, no unsightly fastener

holes, and real architectural integrity. Trim Solutions products actually gives the end user what they are paying for... a true low maintenance trim package.

Dan Cashman owns nine patents on his superior trim products, and he has another four pending.

"There were never trim accessories for vinyl siding until Trim Solutions came along," explained Cashman. "Curb appeal is a lot more than the size and woodgrain of the clapboards. At the end of the day, SIDING IS JUST A COLOR. It's the trim elements: the corners, skirt boards, front entry, and window trim that deliver that WOW factor!"

Trim Solutions offers a complete line of PVC products from corners, window and door surrounds to water table trim, columns, and front entry and garage kits – all with hidden fasteners and all compatible with vinyl, cedar or HardiePlank siding.

"A carpenter standing 15 feet away will swear it's wood," says Cashman. "And we make it so easy to install. There's no way a builder can do a better job for less money."

Visit [www.trimolutions.net](http://www.trimolutions.net) for more information and a neat demo video. ■

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# Sunshine Makes Getting Unique Hardwood Floors Easy



Vanguard Construction dining room with African Wengé floors and staircase with Peruvian walnut stair treads.

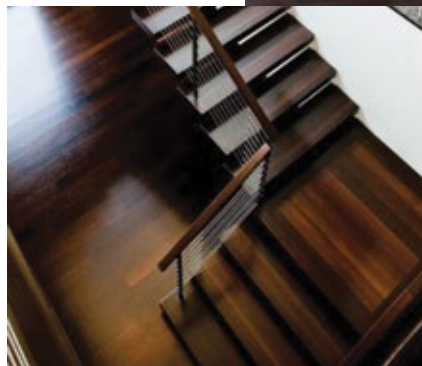


Hardwood and eco friendly flooring, such as bamboo, are being used throughout today's homes because of their long lasting beauty, green features and low maintenance. One hardwood supplier is exceptional in the choice and quality flooring they offer.

Sunshine Floor Supplies was established in 2006 by Razvan Tata, better known as RT, who is a hands on owner with many years of experience in the wood floor industry. Sunshine was created to provide the total package to contractors.

Over the last eight years, Sunshine Flooring Supplies has become the favorite supplier for high end Fairfield County builders, many of whom have won HOBI Awards for their outstanding homes. One Sunshine builder client is Serge Papageorge of Vanguard Construction, who won "*Contemporary Home of the Year*" for a spectacular mansion in Greenwich featuring stunning

African Wengé floors and Peruvian walnut stair treads supplied by Sunshine Flooring.



"We provide the best and most innovative hardwood floor products available in the industry at the best prices," says RT, who is always on the move at job sites throughout Fairfield and Westchester Counties.

(continued)

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## Sunshine Makes Getting Unique Hardwood Floors Easy

(continued)



Vanguard Construction master bedroom with Brazilian cherry floors supplied by Sunshine

The installer seemed to take great pride in his work and was courteous, efficient, and did a fantastic job. The quality of the wood was near flawless, with very little waste — and it looks gorgeous.

One custom builder in Fairfield had this to say about his experience using Sunshine. “Sunshine Floors was recommended to me by a designer friend of mine.

Bob was extremely helpful in assisting me with the selection of my flooring material, and he arranged for the delivery and installation of approximately 2,800 sf of oak flooring. The installer seemed to take great pride in his work and was courteous, efficient, and did a fantastic job. The quality of the wood was near flawless, with very little waste — and it looks gorgeous. The price was very reasonable and the end result can’t be beat. I will definitely be contacting them for my next project!”

Sunshine began as a hardwood floor contracting business, but has evolved to include a showroom, a hardwood flooring warehouse, and an all needs hardwood supply store – all located on East Main Street in Bridgeport, within easy access to I-95 and Route 8.

“We are committed to continuing to provide excellent service to our clients and to grow in the industry,” said RT. “Contractors can rely on us to make their jobs easier and their clients extremely satisfied.” ■



### Lumber Market Update

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

A year ago prices were dropping after a dramatic increase that covered much of 2012 into early 2013. This year prices have been relatively flat through the 1st and 2nd quarters.

Douglas fir prices are up 10% from 2013 and down 2% from my last report written in mid-February.

KD SPF has followed a similar pattern and is currently 4% higher than it was in 2013 and down 4% since February. KD SPF is relatively inexpensive compared to Douglas Fir as it is now 13% less. The usual spread is 5-10%.

Douglas Fir plywood is up 8% from 2013 and up 9% from February bucking the trend of the other commodity groups.

OSB is far and away the most dramatic product and perhaps a tremendous bargain. OSB is 34% below this week in 2013, and 1% below its price in February 2014.

Demand was reduced by the extremely cold winter in northern parts of the country. Supply has increased from a year ago as mills have increased production. There have been significant transportation disruptions due to the extreme cold slowing truck and rail transportation through the winter, both of which are just returning to normal now. A month long truckers strike stopped shipments through the Port of Vancouver in March and April. This had a significant impact on overseas exports. Mill shipping times vary dramatically by mill and product, and vary from two to four weeks.

Factors likely to affect prices this summer and fall are increased construction activity may increase demand. On the other hand mill vacation and maintenance shutdowns usually scheduled in mid-summer will reduce supply. And there is always the wild card of hurricane season which has caused panic buying in years past.

I would expect prices to continue flat with a possibility of slight increases into the fall. ■



## WOW, THAT'S OLD!

At least in HOBI years. Liberty Bank thanks the Home Builders and Remodelers Association of Connecticut for honoring our construction to permanent mortgage for the seventeenth year in a row.



Make a Statement.<sup>SM</sup>



## Sanford & Hawley Celebrates 130th Anniversary at Contractor Night



Rep. Mike Demicco presenting 130 year citation to Frank & Bob Sanford

Over 300 people and 25 exhibitors joined Sanford and Hawley on May 9th at Farmington Gardens for their annual contractor night and 130th Anniversary Celebration. S&H supplied all of the building material for the Farmington gardens project when it was built back in 1978. Architect Jack Kemper, who redesigned the event facility, attended the event. Sanford & Hawley continues to grow, having just hired their 3rd kitchen designer, Jeff Perkins, formerly of Sanson Inc. At a recent consumer decking sale, S&H sold over \$50,000 in composite and PVC decking on the last day of the 25% off sale.



Damien Paquet of Stephan Builders and Jean-Guy Lachance of Lachance Construction enjoying the evening.



Bob and Frank Sanford chatting with Rob Mannarino of Mannarino Builders.



### New from Sanford & Hawley

According to Frank Sanford, their most interesting new product is Diamond Deck Pier, a precast 50 lb. block of concrete with pre-drilled holes to drive metal poles into the ground. It installs in 20

**Diamond Deck Pier**

minutes and offers an advantage over precast concrete piers. The DP-50 model is ICC approved for residential construction of decks, walkways, stairs, ramps and porches.

(continued)

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### Clarke Distributors Triple Crown

In June, Clarke Distributors held a seminar series for CEU credit at their spectacular Wolf Sub Zero showroom in the Sono section of Norwalk. Fun followed education at 5PM with wine, Jack Juleps, delicious hors d'oeuvres prepared on Wolf cooktops, and a night at the races. Close to one hundred architects and builders enjoyed a great time.

In his presentation on "The Evolving Kitchen", Clarke V.P. Joe Tanguay said that people are spending more than ever before on their kitchens because they are spending more time there.

Kitchen designers are incorporating formal and informal dining areas and different height islands into today's kitchens. Personalized lighting fixtures are popular and green is entering the kitchen in a big way! Materials like eucalyptus, bamboo and aspen are growing in popularity.

Freezers are getting smaller because, like Europeans, Americans are buying food day to day. Microwaves are tucked away and cooktops have sliding covers.

People are spending a lot more money on their kitchens today because they spend more time there with a variety of activities.

- Joe Tanguay



Clarke showroom with different island heights



This Wolf/Sub Zero kitchen by Anthony DeRosa features an informal eating bar and separate formal dining bay. It won a HOBI Award for best Remodeled Kitchen

Glass is the "IT" material to cover a cabinet or countertop, and it conducts electricity. Soon, homeowners will be able to watch TV, check e-mail, or their shopping list on their island thru liquid crystal technology.

The new Wolf M-Series comes in traditional, contemporary and professional looks and Sub Zero has an 84" high Tall Series with 24" to 36" expanded drawers and multiple styles and configurations.

### Connecticut Stone Has A New Partner and A New Website

Connecticut Stone of Milford, Connecticut and TexaStone Quarries out of Garden City, Texas have joined forces to create TexaCon CutStone in Bloomington, Indiana with a common goal to fabricate and deliver high quality Indiana limestone in a timely basis across North America. Joe Dellacroce, CEO of Connecticut Stone, said of the merger, "Indiana Limestone is a popular product for both residential and commercial projects not only in the Northeast, but throughout the United States. Traditionally, long lead times have caused

(continued)

# Great Builders and Great Windows go Together



***Congratulations to Ucello Development for their well deserved “Best Single Family Home” award.***

***Nick Ucello’s innovative thinking and use of high quality products such as Andersen Windows led to his receiving this 2013 HOBI award. Country Lumber is proud to be his materials supplier.***



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expensive construction delays that have frustrated our clients. Now with TexaCon, we are in control of the fabrication process and can meet the deadlines we quote resulting in better efficiency on the project.”

#### Connecticut Stone is also excited to announce the launch of their new website

The newly designed [www.connecticut-stone.com](http://www.connecticut-stone.com) aims to help builders, homeowners, architects and designers discover and learn about the vast array of choices when designing with stone. Highlights of the new website include: product information, best applications and variations, beautiful images with an inspiration section, an events section with a list of upcoming educational seminars open to the public, links to their social sites, news and videos.

Tyra Dellacroce, Vice President National Projects Interior Division, said of the new website, designed by local marketing communications agency, ELEMENTS® of Branford, Connecticut, “ELEMENTS has breathed new life into our website which now acts as our 24 hour sales team. We collaborated with the team at Elements to create a website that both inspires and educates. Now our clients come to us better educated and with an understanding of what products interest them. This makes the sales consultation more productive, yielding greater results for our team.” Look for their educational Vlog (that's a video blog) which will further share Connecticut Stone's deep knowledge of stone products.

Traditionally, long lead times have caused expensive construction delays that have frustrated our clients. Now with TexaCon, we are in control of the fabrication process and can meet the deadlines we quote resulting in better efficiency on the project.”

#### U.S. Insulation Corp. joins Ohio based Installed Building Products

On March 25, 2014 U. S. Insulation Corporation joined with Ohio-based Installed Building Products, a national insulation installer. U.S. Insulation's management will remain the same as in other Installed Building Products mergers. With this merger, we will be able to offer better service to all areas in the state. We will have better access to more products and availability of products will be increased.

Based in Berlin and Danbury, U.S. Insulation installs fiberglass, cellulose, and spray foam insulation, as well as gutters and waterproofing products. The company has served clients in the Hartford and Danbury areas since 2005 and U.S. Insulation President John Toconis says “This merger is a tremendous opportunity for us and for our 65 employees. It will streamline our operations and increase our efficiency on every level and give us better product control.”

Jason Niswonger, Director of Investor Relations at Installed Building Products said “The biggest advantage is that we got one of the top players in the Northeast and helps us fill out our available market here and it's aligned well with our core operations.” U.S. Insulation's management will remain the same as in other Installed Building Products mergers. ■

#### New from Viking at 2014 IBS/ KBIS Viking French Door Built-In Oven



Viking Tuscan Range Prototype



French door oven in Dijon



French door oven w/door open

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# Tips on the New Building Code

by Mark Davis, U.S. Insulation

**N**ow that the new building code has been in effect since February, we are starting to see the effects of it. Many builders pre pulled building permits to get grandfathered to the prior code. Most of you are starting to see the effects of the plan review portion of the code, Chapter 6.



When it comes to the insulation levels remember that the new code requires R-20 in the exterior walls. Most of the Fiberglass

manufactures carry an R-20 material which fits into a 2x6 wall. However the availability is limited to certain framing on centers. The cost of this material is less than the R-21 that is available for 15 or 23 on centers only.

The foam industry is growing in leaps and bounds and so are the restrictions on the installers and our customers. When we spray foam, our installers are protected with full face masks being supplied with fresh air from the truck.

We have to set up signage to warn anybody that may come into the home or spray area that they **CAN NOT ENTER**. All trades, workers and owners can not be in the spray area during or for 24 hours after. In some instances, we can close off an area and vent the area, but it has to be determined according to charts and tables prepared by the industry.

There are many potential health hazard of SPF Chemicals that can affect people differently so the best thing is to abide by the warnings.

As an installer, US Insulation has taken many new measures when we

The foam industry is growing in leaps and bounds and so are the restrictions on the installers and our customers.

When we spray foam, our installers are protected with full face masks being supplied with fresh air from the truck.

install a foam job. Here are some of the good work practices we are following:

- ▶ The HVAC system has to be shut down , and temporarily seal off the work areas.
  - ▶ Ventilate the application area for a period of time following the installation to purge the aerosols and vapors from the structure (preferably by fans exhausting air at one side and open the windows on the other.
  - ▶ Display prominent warning signs at all entrances to the work area identifying the dangers.
  - ▶ General housekeeping and clean-up is important to the job site.
- These general guidelines are intended to supplement the information from the materials suppliers MSDS sheet and Product Data sheet. There are many different variables present in every application; each case must be evaluated individually so that proper protection is afforded. It is applicable to those on or around the work-site where spray foam is being installed.
- Ventilation should be properly designed so it can reduce airborne levels of aerosols, mists, and vapors generated during the spray application and it can help the SPF applicators, helpers, and others who may be working in adjacent areas.
- Construction activities should be carefully scheduled so that no other trades or occupants are in the building during the completion of the spray job. ■
- ▶ We have the most current MSDS for each chemical brought to the jobsite.
  - ▶ Prior to the start of each job, the salesman is discussing with the owner, builder and its occupants about items such as potential odors associated with the newly installed foam and the re-occupancy times.
  - ▶ Exposure to others can be minimized by vacating the entire building during the SPF application and for the period of time following installation. For large commercial buildings special things have to be arranged.



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# The Connecticut Housing Market – How Are We Doing?



Berkshire Hathaway Home Services commercial agent, Jeff Del Favero, BHHS Regional Sales Director Beth O. DiLoreto and New Homes & Land Consultant for BHHS, Gary Emerito

**A**t a recent Developers Council Meeting, Berkshire Hathaway Home Services Regional Sales Director, Beth DiLoreto gave a cogent presentation on the state of the Connecticut housing market during the first quarter of 2014.

Single family home sale prices in Litchfield County have increased dramatically over last year, up 18.5%. Condominium volume was down 8.7%.

**Fairfield County** continues its momentum from 2013. In the first quarter, total dollar volume in sales for single family homes, up 7.8%, and for condominiums, up 21.2%. The average sale price of single family homes was \$761,300, up a healthy 12.7%, and the average for condominiums was \$298,300, up 8.2%. Median rental prices are flat at \$1,775 per month compared to \$1,400 per month across the state.

The Fairfield County cities of Danbury and Stamford accounted for 64% of the state's building permits in January, and most of these were multi-family. The majority of new construction is taking place in Fairfield County, and luxury home sales over \$2 million in the 1st quarter numbered 58 in Greenwich, 16 in Westport and 9 in Darien.

**Hartford County's** real estate market has shown solid growth year-over-year. Total dollar volume in sales was up 6.3% for

single family homes. Condominium sales volume dipped 14.7%. The average sale price of single family homes was up 7.8%, and the average for condominiums was down 2.4%. Median rental prices showed a 6.1% increase at \$1,300 per month.

**Middlesex County** saw a 16.5% increase in the number of sales year-over-year, increasing total dollar volume by 27.3% for single family homes and 14.25% for condominiums.

**New Haven County**, total dollar volume in sales was down 3.7% for single families and down 19.9% for condominiums.

**New London County's** real estate market saw gains in all housing types in the first quarter. Total dollar volume in sales was up 9.3% for single families and for condominiums, up 3.9%.

**Tolland County's** condominium market saw healthy growth in the first quarter. Total dollar volume in sales was up 6.0% for single families and 92.9% for condominiums compared to First Quarter 2013. The average sale price of single family

homes was up 1.5%, and the average for condominiums was up 36.9%. Median rental prices showed a 4.3% increase at \$1,200 per month versus \$1,400 per month across the State.

**In Windham County** the average price of single family homes was up 2.9%, and average for condominiums was up 13.2%.

## Gary Emerito on the new world of home sales

Today, technology plays a key role in the home buying process, and Gary Emerito spoke about builder websites, social media sites, apps and mobile marketing, and how important they have become for home builders to drive traffic and increase sales. He provided these sobering statistics:

- ▶ 43% of Connecticut market is 1st time homebuyers
- ▶ 56% utilize their smart phone to shop for a home.
- ▶ 87-89% use an agent, up from 69%
- ▶ 53% get information from yard signs
- ▶ 45% attend open houses

Gary exhorted builders to keep reinforcing the message, *"Move now, before the rates do!"*

## Commercial market

Jeff Del Favero's summary of the commercial market was more negative. According to Jeff, a glut of industrial space in Hartford has created an 18-24 month inventory, and high vacancy rates in Fairfield County are driving prices down to \$7-9 sf. Office space ranges from a high of \$34.50 sf in Fairfield County to \$17sf in Middlesex, and retail space is approx. \$27.50 sf in Fairfield County, \$12.50 sf in Hartford County, \$13.50 in New Haven County and in \$11.50 Middlesex County. ■



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Connecticut Builder distribution reach and targeted editorial content make it a valued resource for the home building, remodeling and land development industries in Connecticut.



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#### Inside the Current Issue:

- Message from the HBRBA of CT President
- Cover Story: "The 2012 HBR Awards"
- A Glimpse at Home Building's Future
- Builder News
- CT Housing Market Recovery Builds Momentum
- The Only Game in Town for Spec Lending
- Sales and Marketing
- Workers Compensation Is Going Up, Up, Up
- Reasons to Preserve the Affordable Appeals Statute
- Business Product News
- Lumber Update
- The Connecticut Economy
- State Association News
- Local Association News

## Leadership & Legacy Dinner at The Waters Edge

### Congratualtions Bill Ethier on your 20th HBRACT Anniversary

Over 70 members gathered at the Water's Edge in June for the HBRA of Connecticut Leadership & Legacy Dinner. The surprise Guest of Honor, Bill Ethier, surprised everyone by being home in bed sick! Nevertheless, Bill's right hand, Joanne Hoerrner, came to the rescue with a stand in sign of his handsome face, and HBRACT OF Central CT EO, Eric Person, provided video.



HBRACT President Ken Boynton & Joanne Hoerrner with sign of Bill

President, Ken Boynton, friend and lobbyist, TJ Casey of Gaffney Bennett and HBRACT icons, Eric Santini Sr. and Larry Fiano, delivered much deserved praise and tributes to Bill for his 20 years as an exceptional CEO of the Home Builders and Remodelers Association of Connecticut.



T.J. Casey reading CT Congressional Proclamation for Bill



Eric Santini Sr. describing how Bill was hired 20 years ago.



Larry Fiano praising Bill



Lisa Kidder & George LaCava with Bill sign



Pete Fusaro with Fairfield County HBRA Executive officer, Christina McFarland

### Distinguished Service Awards

The HBRACT honored two exceptional attorneys, Elizabeth "Beth" Barton of Day Pitney LLP, and Patrick Fahey, Partner, Shipman & Goodwin LLP, who performed pro bono work for the HBRA of CT by writing friend-of-the-court briefs for the CT Supreme Court on two crucially important filings.



HBRACT Pres. Ken Boynton with attorney Beth Barton of Day Pitney LLP



HBRACT Pres. Ken Boynton with attorney Patrick Fahey, a Partner with Shipman & Goodwin LLP



Greg Ugalde & Ken Boynton

Greg Ugalde was honored for all of his efforts both in Connecticut and nationally as current national BUILD-Pac Chairman and a future candidate for NAHB President.

(continued)

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## Local Association Members of the Year

### HBRA of Fairfield County Member of the Year Pete Fusaro



Liz Verna & Fairfield County HBRA Member of the Year Pete Fusaro

### HBRA of Central CT Member of the Year Larry Fiano



President Ken Boynton with HBRAC of Central CT member of the Year, Larry Fiano

### HBA of Northwest CT Member of the Year Herry Rozewski



Nort Wheeler with HBA Northwest member of the Year, Henry Rozewski

### Builders Association of Eastern CT Member of the Year Nort Wheeler



Henry Rozewski and Nort Wheeler with Bill sign

## HBRA of CT Past Presidents



L-R Eric Santini Sr., Larry Fiano, Bill Ferrigno, Bob Wiedenmann, Bob Hanbury, Greg Ugalde, current President Ken Boynton, George LaCava, Liz Verna & Bob Fusari.

Bill Ferrigno, Chairman of the Developers Council, led a lively discussion on the legislative issues members consider most important, and encouraged the involvement of every member in the political process. Eric Santini spoke about the economy in Connecticut and the skyrocketing cost of workman's compensation which at 25%, makes us uncompetitive with other states.



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Frank Sanford, Bob Fusari, Jarett Kravitz, Joanne Hoerner & Bill Ethier



Steve Temkin, Rep. Bill Aman, Rep. Piscopo, Greg Ugalde & Andre' LeTourneau



Mark Nuzzolo, Debra Wolfenson, Bob Wiedenmann, Mario DiGioia & Chris Steiner



Senator Len Fasano, Kim Danziger & HBRAC President Ken Boynton



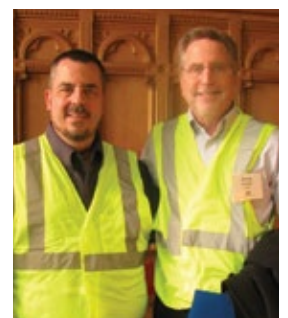
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Greg Ugalde, Rep. Jay case & Gene Farley



Sisto Salzillo & Doug DuPont of CAFD

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## “Bringing Housing Home” Legislative Conference

NAHB moved the annual Legislative Conference in Washington DC to a local lead initiative to meet with our congressional delegation in their district. Thank you, George LaCava and Greg Ugalde for scheduling meetings with the members of our delegation.

On March 17th, HBRAC senior officers President Ken Boynton, 1st Vice President Nort Wheeler and Treasurer Henry Rozewski and HBRAC leaders, including national BUILD Pac

chairman, Greg Ugalde, George LaCava, BUILD Pac trustee, Larry Fiano, Bob Hanbury, Bob Fusari Sr. and Bob Jr., Immediate past President, Liz Verna, Dick Kelly, Developers Council Chairman, Bill Ferrigno, HBRAC CEO, Bill Ethier and HBRA of Central CT executive officer, Eric Person, met with Congressman Joe Courtney, Congressman John Larson and by phone with Senator Richard Blumenthal at the HBRA of Central Connecticut office.



HBRAC members meet with Congressman Joe Courtney



HBRAC Legislative Meeting with Greg Ugalde, Congressman John Larson, George LaCava and Bill Ferrigno.



L-R Henry Rozewski, Eric Person, Bill Ethier, Larry Fiano, Congressman Jim Himes, George LaCava, Ken Boynton, Bill Ferrigno & Bob Fusari.



National BUILD Pac Chairman, Greg Ugalde, emcees Capitol Club Dinner at National portrait Gallery in Wash. DC.

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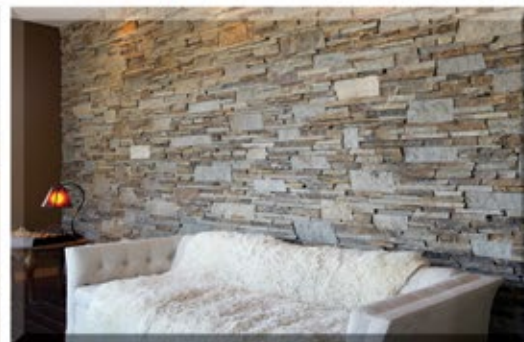
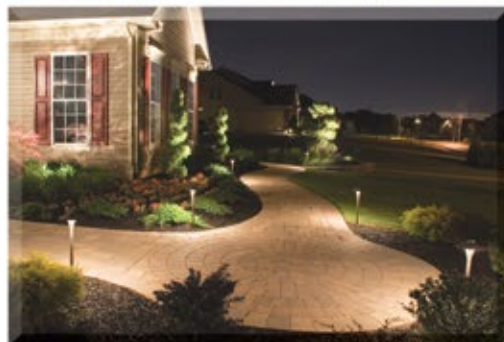
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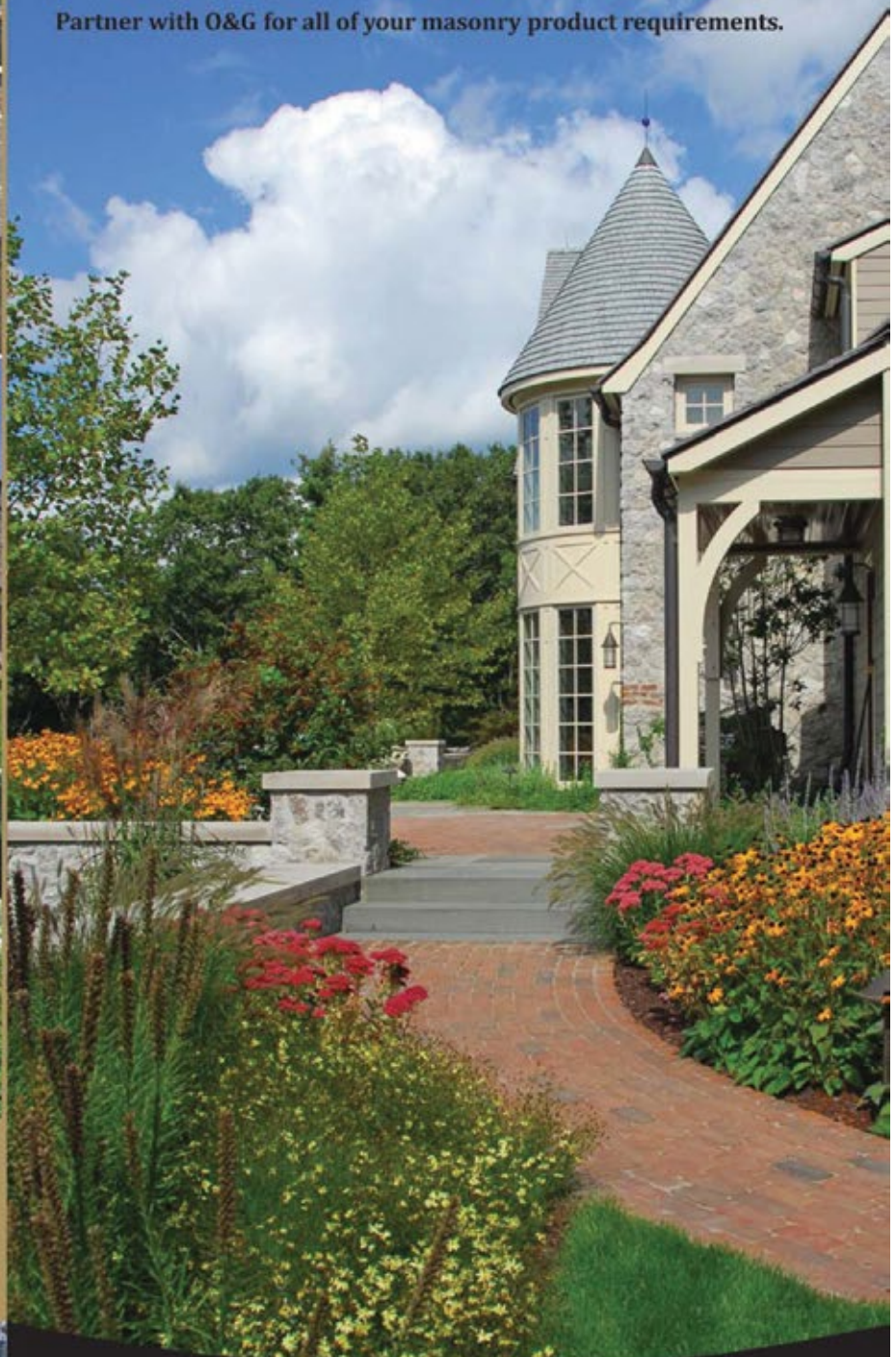


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# Three Successful Sales & Marketing Council Meetings Held This Spring

Reported by Joanne Carroll SMC Chairman



## Sun Homes Kensett Darien

In March, we met at Sun Homes Kensett Darien, a community of 62 attractive paired townhomes designed by architect/developer Bill McGuiness, and featuring Hardie siding, shed dormers, bay sunrooms and a variety of cottage style windows. The panelized homes are clustered around a Federal style Meeting House which was recognized nationally and with a 2013 HOBI Award.

The Kensett Club is reminiscent of a boutique hotel with full bar, fireplace, piano and lower level gym, as well as an outdoor pool, hot tub and fire pit. The Piper and Norwood models won BEST LUXURY TOWNHOME and are packed with amenities that appeal to a luxury market. Sales prices range from \$1.2 million to \$1.8 million and homebuyers can add \$150,000-180,000 in options. Over half of the community is sold and most buyers have been empty nesters or move up families.

Here are some of the high points of the discussion and presentation by Bill McGuiness and Bob Hale of Sun Homes:

- ▶ There is a pent up demand for single family homes. Although in 2013, condo sales were up 20% statewide and 27% in Fairfield County, single family sales did increase 13% statewide and 19% in Fairfield County.
- ▶ “Gardens really matter,” said Bill McGuiness. “What separates us is our outdoor space.” He stressed “edge treatment” in landscaping – using hedges between yards instead of fencing, and using a variety of plant species.
- ▶ Use a step at party wall for grading purposes. It looks like a 1 ½ story building.

- ▶ Do tricks with roofing for interest and to relieve density.
- ▶ Sun Homes uses a web optimization company out of NYC. They run banner ads by zip code and using cookies in online marketing dramatically increases your ad exposure.
- ▶ **Smaller is no longer better.** At Kensett, the larger models are the most popular.
- ▶ It is critical to have a **flexible product** that can meet the needs of all age groups and household types: singles, couples without children, a daughter and mother; parents who buy a unit for an adult child; boomers who either buy or get their parents to buy to be closer to them.

## Steve Temkin

“The SMC meeting at Kensett was a very worthwhile one for me. Here are some of the things I got out of this event:

- (1) The comments about how they did their marketing caused me to rethink the T & M 2014 marketing strategy
- (2) The tour of their model gave me further thoughts about a mudroom and about an alcove in the upstairs hall, both ideas we are now incorporating into the new model we are designing for South Windsor Woods.
- (3) Nina Bender from Bender Plumbing pointed out what a bridge faucet is.
- (4) I noticed that the brackets supporting the exercise bar in the lower level of the clubhouse were fastened to wood that separated the upper and lower mirrors. The wood between the mirrors avoids the issue of mounting the brackets into the mirror.
- (5) On top of all the other benefits I had a very nice free lunch!

(continued)



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## Three Successful Sales & Marketing Council Meetings Held This Spring

(continued)

The sales and marketing meetings truly offer attendees a great opportunity to learn and get ideas they can use in their own projects. T & M would be happy to host a meeting at our Reynaud model at Windsor Estates,” said Steve Temkin.

### By Carrier Harvest Village, Newington

In April, we met at By Carrier’s *Harvest Village* in Newington, a luxury PUD of 60 Energy Smart semi-attached and attached townhomes range from 1,600 - 2,044 sf and feature noise and vibration barrier common walls, universal design and a five year warranty, as well as first floor and second floor master bedrooms, country kitchens, spacious bathrooms and walk out basements.

Three reputable studies - by NAR, Robert Charles Lesser & Co. (RCLCo), and Arthur Nelson — all found a nearly identical imbalance in U.S. housing supply and demand. Due to changing demographics, there is an under-supply of attached and small-lot housing, and Johnny Carrier is filling that need in Newington.

- ▶ The PUD allowed Johnny to use CHFA financing and stay away from FHA certification and Fannie Mae approval.
- ▶ A Planned Unit Development, or PUD, is not a condo, and, as such, does not require FHA certification. A PUD is a special type of floating overlay district applied at the time a project is approved and may include provisions to encourage clustering of buildings, designation of common open space, and incorporation of a variety of building types and mixed land uses.
- ▶ Potential benefits of a PUD include more efficient site design, preservation of amenities such as open space, lower costs for street construction and utility extension for the developer and lower maintenance costs for the municipality.
- ▶ *Harvest Village* is 8 upa density with 20ft between buildings.

- ▶ With a HERS 40 rating, these townhomes are built *Energy Smart* i.e. the same standards as Energy Star without the paper work.
- ▶ *Harvest Village* 2nd floor master models are SOLD OUT.
- ▶ *Harvest Village* originally attracted empty nesters, but after a Facebook campaign, the main market is young singles and couples and relos from New Jersey, Chicago and even Idaho because it’s only 10 minutes from Hartford.
- ▶ Contracts have ranged from an average \$385,000 for 1,900sf to \$470,000 with everything including a double kitchen sink.

Johnny has a “*Never Say No*” attitude. He uses the 2nd floor and basement to offer flexibility. They offer a 9 option basement including a finished stair at \$6,500; a full bath; a future finish 450sf with framed walls and lighting at \$11,000; and a fully finished basement. They also offer a \$5,000 European shower with rain shower head in models. Johnny uses an Excel program with all of the options and selections including 10 different types of stone.

Valley Aetna Building Products supplied 50 year Atlas roof shingles that look like slate. According to Johnny Glenn of Northeast Marketing, who represents Atlas Roofing, Atlas has partnered with 3M to Scotchguard its roofing (a process that uses at least 10% copper granules over the entire face of the shingle). This gives the roof a lifetime warranty against algae staining. Johnny bought the roof shingles in bulk at 30% less than a comparable GAF roof and 15-20% less than a standard roof.



Harvest Village SMC Johnny Carrier



Harvest Village exterior



Harvest Village carriage style garage doors



Harvest Village mailbox building

(continued)

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*Outstanding Custom Home - Stonington*

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**Stone Harbor Land Company**

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## Three Successful Sales & Marketing Council Meetings Held This Spring

(continued)



Sound Beach exterior



Sound Beach house with garage

### Sound Beach Partners, Greenwich

In June, Doron Sabag and Jim Hoffman graciously hosted the Sales & Marketing Council at their own HOBI winning custom home on Round Hill Road in Greenwich. This fascinating Federal style “New Old” home features an authentic gas lit gated entry, a rooftop cupola with iPad controlled chiming bell, 11ft interior ceilings, a floating mahogany staircase with glass hand rail, a signature Sound Beach luxury kitchen with two inch thick marble island, built-in banquette and mirror faced Sub Zero refrigerators, Sub Zero wine refrigerator and Wolf range supplied by County TV & Appliance.

The floor of the marble slab master bath is waterproofed by their roofer and slopes towards a linear drain. The fanciful detached garage with romantic pergola features floor to ceiling carriage style doors and car lift by Ed’s Garage Doors.

Here are a few of the Fairfield county statistics presented by SMC Chairman, Joanne Carroll:

- ▶ The spring market has been slow nationwide, but the WSJ pointed to the New York and Fairfield County markets as bright spots.
- ▶ Almost all of Connecticut's population growth is taking place here in Fairfield County. The county's population grew by more than 2.5 percent between 2010 and July 2013, — or by about 23,000 people. It grew by more than 6,000 in the last year.
- ▶ Stamford, Westport, Wilton, Shelton, Danbury, Bethel grew the most in Fairfield County.
- ▶ In 2013, Fairfield County had more than TWICE the Housing

permits of any other county in CT and represented over 50% of the 5,424 permits in the state.

- ▶ In the 1st quarter of 2014, housing permits were up 15% thruout CT and in Fairfield County, Westport and Greenwich are the hot towns for new construction. International buyers are playing a key role in these towns.

Coldwell Banker Previews 2014 *Luxury Home Report* revealed the U.S. ZIP codes with the highest number of CLOSED LUXURY HOME SALES FOR 2013:

- ▶ Westport 290 closed sales \$1 million+ (243 active listings)
- ▶ Greenwich 32 sales \$5 Million+ zip 06830
- ▶ Greenwich 6 sales \$10 Million + zip 06831 Round Hill Road



Sound Beach kitchen



Sound Beach kitchen alternate view

(continued)

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## Three Successful Sales & Marketing Council Meetings Held This Spring

(continued)



Sound Beach luncheon provided by DiMatteo Insurance Group

DiMatteo Insurance provided lunch. DiMatteo provides exceptional service on workers comp, builders risk and general liability, bonds, disability or commercial vehicle insurance to builders and suppliers throughout Fairfield County, including Sound Beach Partners.

Attendees gathered on the covered patio overlooking an exquisite terraced rear yard and salt water swimming pool. The pool porch with outdoor fireplace, bar and powder room creatively built off the back wall of the garage (see photo at right).

Proceeds of the meeting were donated by the HBRA of Connecticut to PSC **Partners Seeking** a Cure, which raises funds for medical research to find a cure for Primary Sclerosing Cholangitis, an orphan bile duct and liver disease. ■



Joanne Carroll's daughter, Allison Wiele and Melissa Brunetti



Rob Michaud, Doron Sabag and Pete Fusaro

## LOCAL ASSOCIATION NEWS

### FAIRFIELD COUNTY HBRA NEWS

#### Stamford's Chief Building Official Wins Prestigious Home Builders Association Award



Robert DeMarco & Fairfield County HBRA President Maureen Hanley-Belitto

Robert DeMarco, Stamford's Chief Building Official was recognized as the 2014 Building Official of the Year by the Home Builders & Remodelers Association of Fairfield County. DeMarco, who has headed Stamford's Building Department for 20+ years, was honored at the association's annual building officials night held on March 5 at a meeting hosted by Clarke Distributors in Norwalk. The meeting, attended by over 100

HBRA members, District 8 building official association members and their guests, was an opportunity to show support for their industry and network together on important mutual goals, as Fairfield County HBRA celebrates its 63rd Anniversary.

#### Annual Meeting



L-R: RJ Toth, Adele Persico, Mark Floramo, Maureen Hanley-Belitto, Sr. Vice President, Robert Gorman, Chief Wealth Strategist, Joy Rendahl and Leo Sanchez.



L-R Read Smith, Pierson & Smith; Maureen Hanley Bellitto, HBRA President, Kim DiMatteo DiMatteo Insurance Group presenting Hartford Insurance check to the HBRA.

#### Home Building Industry Day at the Capitol



L-R Peter Schneider, Chris Steiner, Senator John McKinney, Nick Yanicelli, Tom Conetta & Pete Fusaro



L-R Nick Yanicelli, Representative Fred Camillo, Pete Fusaro



L-R Chris Steiner, Tom Conetta, Andrew LaSala, Peter Schneider, Representative Gail Lavielle, Nick Yanicelli, Pete Fusaro

#### Building Hope Presents 2014 Scholarship



L-R Warren Ramey, Ramey Construction, Jeanne Ramey, Taryn Ramey, 2014 Scholarship Recipient, Andrew LaSala, Building Hope President, Mary Boudreau, Building Hope Vice President

Taryn Ramey of Danbury CT is the 2014 recipient of the Building Hope Scholarship. She will attend UMass Amherst in the Fall. She was presented with the award June 4, 2014 at the HBRA of Fairfield County Annual meeting.

The mission of the Building Hope Foundation is to use the industry knowledge, resources and skills of HBRA members to benefit those in need in the Fairfield County community and to provide scholarship grants to eligible employees and dependents of employees of member firms. ■

To Purchase Tickets Contact  
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- **Winspire booking & concierge service<sup>3</sup>**

This Hyatt Regency Grand Cypress is secluded vacation resort right in the heart of Orlando attractions. The lush property offers so many amenities to enjoy on-site. The 1,000 feet of white sandy beach of Lake Windsong is a private 21-acre recreation area with canoes, paddleboats, hydro bikes and sailboats.

<sup>1</sup>When printed, the \$1,050 card was enough for four 2-day Magic Your Way base tickets with Park Hopper option

<sup>2</sup>From any major metropolitan airport in the 48 contiguous U.S.

<sup>3</sup>A full-service travel team who will book all reservations for your Winspire Experience.

►► For more information,  
see Package Description.

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**All Proceeds Benefit The Building Hope Foundation Inc.**

**\*Do not need to be present to Win**

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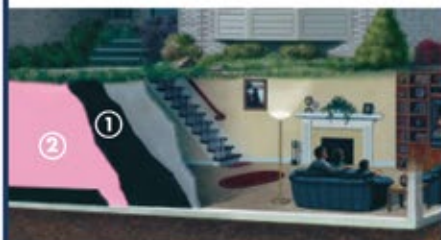
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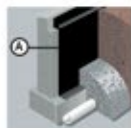
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\*See TUFF-N-DRI.com for full details on the 30-year performance warranty. \*\*Builder magazine Brand Use Studies, ©2009, Tremco Barrier Solutions, Inc. TUFF-N-DRI® is a registered trademark of Tremco Barrier Solutions, Inc. WARM-N-DRI® is a registered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

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The HBRA of Central CT held a 70th Anniversary celebration of the Home Builders Association at the Hartford Club, the venue for the first HBA meeting back in 1944.

## HBRA OF CENTRAL CT NEWS



Past Presidents of New Haven and Hartford HBA L-R Lou D'Amato (1978 & 1997), Kevin Ahern (2001-02), Mario DiGioia (2012-13), Mark Nuzzolo (1993), Marion Czaplicki (2012-2013), Joe Migliaro (1988-1989), Liz Verna (2004), George LaCava (2003-2004), Larry Fiano (1985-1986), Bob Hanbury (1993-1994), Eric Santini (1981-1982), Ken Boynton (2007-2008), Dick Kelley (1987-1988), Bob Fusari (1991-1992), Chris Nelson (2009-2010), Bill Ferrigno (1997-1998) & Mark Lovley (2011-2012)

## Bender Showroom After Hours Networking Event

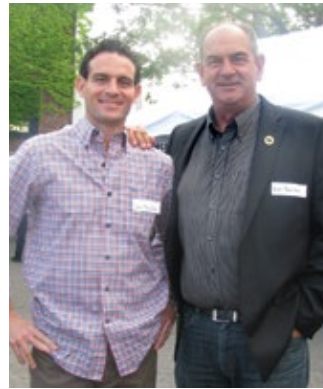
A record 500 builders and suppliers attended the June 11th event at Bender Showroom in New Haven with food trucks in the parking lot and a sushi extravaganza and bar inside the spectacular showroom. The highlight of the evening was the raffle of a two year lease on a new Lexus E350.



HBRA of Central CT EO Eric Person, HBRA of Central CT President Johnny Carrier, Nina Bender & Sheila Leach, HBRA Dir. Member Services



Bender showroom



HBRACT President Ken Boynton & son John



Melanie from Ricci Construction & Liz Verna



John Ricci, Ricci Construction



Sushi line



Marion & Betty Czaplicki and Judith & Mark Stidsen



Eric Sr. & Lois Santini, Bob Wiedenmann, Sisto Salzillo & John Gilotti, CAFD.

## BAEC NEWS



## Housing Industry Leader Mourned by Builders & Building Officials

Tim "Bampie" York, 64, of North Stonington, died tragically on Monday, June 16, 2014.

He was born March 8, 1950, in Damarscotta, Maine, the beloved son of Ollie (Hoffman) York of Groton and the late Gerald W. York. He attended local schools and graduated from Stonington High School, Class of 1969. He was united in marriage to the former Janet Higginbotham on June 3, 1972 in Christ Church, West-erly. Mrs. York survives him.

For the past 20 years, Tim was a Town of Colchester building official and invaluable expert and educator on code related issues. He regularly taught building code classes for the State of Connecticut, as well as for local HBA's and at Ring's End Education Center. He was a huge Red Sox fan and an avid fisherman of salt and fresh water. He loved and treasured spending time with his family, especially his grandchildren.

In addition to his beloved wife of 42 years, he is survived by two daughters, Amy York of Pawcatuck and Jennifer VanLew and her fiancé, Schon Russell, both of Stonington; and his two sisters, Bonnie and Mookie Deveau of Ledyard and Sherry and Martin April of Mystic. He is also survived by his sister-in-law, Linda York of North Stonington; and seven grandchildren, Avery, Tyler and Sawyer VanLew, Kaylee York, and Haley, Travis, and Deegan Russell; as well as several nieces and nephews.

A funeral service was held at 10 a.m. Saturday, June 21, in Mystic, and many builders and building officials from around the state, who respected and valued Tim's knowledge and generosity, were in attendance. Here are a few of the expressions of sympathy that Tim's family received from the industry.

The news of the passing of Tim York caught me totally by surprise. What a tragedy for his family, the Town of Colchester, CBOA and all of us who had the pleasure to work with and be trained by Tim over the years.

– Norton Wheeler, Graduate Master Builder, Mystic River Building Co. & 1st VP - Home Builders and Remodelers Association of Connecticut

Tim will always be remembered in the construction trade as the fairest inspector to work with. I was very fortunate to do many projects in Colchester and have the privilege of getting my inspections done by Tim. Mr. York, I will miss you and all of your help.

– Sincerely,  
James McNally, Colchester

To the Family of Tim York On behalf of the Massachusetts Federation of Building Officials and Massachusetts Building Officials. Our hearts go out to you in this time of sorrow and loss.

Massachusetts Building Officials have benefited from Tim's work on the New England Building Officials Association and his efforts will be sorely missed.

Tim will be in our thoughts during this year's Conference. Many of Tim's colleagues cannot say enough good things about his commitment to the Building Official profession. Our thoughts and prayers are with the York Family.

– Massachusetts Federation of Building Officials of Needham, MA,

We were greatly saddened to hear of Tim's untimely death and offer our deepest sympathies to his wife and family. He will be missed.

– Office of the State Building Inspector of Hartford, CT,

In lieu of flowers, donations may be made in his memory to The Jimmy Fund, 10 Brookline Place West, Brookline, MA 02445.

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