

CONNECTICUT BUILDER



The Magazine of the Home Builders & Remodelers Association of Connecticut

Winter/Spring 2020
Interactive Digital Edition

Spec Home of the Year
SBP Homes

Photo by Francis Dzikowski Photography

www.connecticutbuilder.com

Keith J. Manca Building Company
Best Custom Home 4,000-5,000 SF



TREC
Best Spec Home Over \$8 Million



Altamura Homes
Best Spec Home \$3-4 Million



Tallman Segerson
Best Modern Custom Home



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CONNECTICUT BUILDER

The Magazine of the Home Builders & Remodelers Association of Connecticut

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ON THE COVER: Our 2019 Spec Home of the Year by SBP Homes Doron Sabag and Jim Hoffman, is a mid-country Greenwich stunner, wrapped in Boral siding, with floor to ceiling windows opening it to a lush green landscape. It sold before listing at \$7.8 million or approximately \$1,000 sf.

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From the desk of Jim Perras



Greetings,

The 2020 legislation session is now upon us. This is what is commonly known as the 'short session' lasting from February to May. Though the short session was originally intended to only allow for necessary budget adjustments in the second year of the biennium, it has in practice, become a

sprint to pass into law any and all policy initiatives technically reserved for a normal session. The result is that the sausage is made at breakneck speed with little regard given to hygiene or byproducts. This makes our involvement and vigilance even more important as good intentions often lead to unintended consequences in the short session.

This session, our Government Affairs Committee has decided to focus on two proposals.

1. First, we will once again be advocating for the modernization of the Zoning Enabling Act CGA 8-2. Our intent is to make 8-2 easier for lay people, including municipal zoning officials, to understand. It is no secret that the convoluted state of this statute is a large reason why Connecticut has more land use attorneys per capita than any other state. In addition, our proposal would clarify and reinforce existing municipal reporting requires. It would remove the "character of the community" as a basis for denial which often leads to discriminatory zoning decisions. Lastly, it would create an advisory group that would create guidelines and incentives for municipal compliance.
2. We are also seeking a study of the financial benefits to moving Connecticut to a six-year code adoption cycle. We are confident that an unbiased study will conclude that lengthening the code adoption cycle will provide economic benefits to consumers, state and municipal government and our industry. In doing so, it will help to gain wide ranging support and pave the road for implementation of a six-year code adoption cycle in the 2021 legislative session.

We have also made great strides in recent years to build new coalitions and strengthen old ones. This session, we will be working with various interest groups, including but not limited to, Open Alliance, HomeCT, the Affordable Housing Coalition and others on the following proposals:

- ▶ Rewrite of (8-2) - as described above
- ▶ Transparency for Municipal Plans of Conservation and Development. This proposal would require towns to publish their Plan of Conservation and Development (POCD) on the Office of Policy & Management (OPM) website.
- ▶ Creation of true incentives for towns to complete their POCD and develop protocol for review by OPM to ensure that towns comply with 8-23 affordable housing requirements
- ▶ Develop training curriculum and mandatory continuing education for planning and zoning commissioners to be implemented by 2022

As I've often stated in my short time as CEO of the HBRAC, there are many methods by which we can effectively advocate state government. In conjunction with my efforts as your lobbyist, your efforts are an important tool to move our agenda forward and promote our industry. I encourage you to get involved with our Government Affairs Committee.

Get to know your local legislators.

Meet them locally for coffee or bring them to a jobsite. Call, write and email them on matters of importance to you and your business. The better your personal relationships are with local officials the stronger and more effective our association will be. Should you need any assistance in facilitating a connection with your local legislators, please contact me for help.

Home Building Industry Day at the Capitol – March 16

Lastly, please consider joining us Monday, March 16th at the Legislative Office Building for Home Building Industry Day at the Capitol (HBID).

This year we will be joined by NAHB Chief Economist Dr. Robert Dietz who will present a CT Housing & Economic Forecast to our members, legislators, the administration and housing advocates. A big turnout by our membership will demonstrate to state government officials in attendance that we are organized and serious about making Connecticut a more hospitable place for residents to realize the American dream of homeownership. I strongly urge all who can to attend.

Sincerely,
Jim Perras
CEO, HBRA of CT



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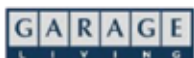
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Eric Santini Sr. and attorney Tim Hollister

On November 20th, the Aqua Turf was pulsing with excitement, as an overflow crowd of 930 builders, developers, remodelers, architects, interior designers and housing suppliers gathered to celebrate the year's achievements at the 26th Annual HOBI Awards Dinner! HBRA President, Chris Nelson, kicked off the evening by recognizing attorney Timothy Hollister, Shipman & Goodwin LLP, for a truly outstanding achievement that will benefit all property owners.



The legal battle over property takings began in 1999, when Connecticut developer, Eric Santini Sr. and NAHB sued the federal government to restore the full rights of property owners under the U.S. Constitution's 5th Amendment *Takings Clause*.

Twenty years later, in June 2019, attorney Timothy Hollister and NAHB won a landmark U.S. Supreme Court decision, restoring the right of property owners throughout the country to go directly to federal court when their property has been taken without just compensation. We owe both Tim Hollister and Eric Santini Sr. our deepest appreciation for the landmark Knick Decision.

2019 HOBI Winners

This year's outstanding HOBI winners addressed their own land challenges with amazing skill and ingenuity, creating exquisite custom and spec homes on what would seem to be impossible building sites. And in an example of superb craftsmanship, gifted builder carpenter, Nick Sapia, restored an antique home to perfection, while replacing its entire foundation and framing.

Top Trends of 2019

On the interior of winning homes, we saw white washed walls with black framed openings, floating staircases and wine walls. Concrete was utilized for floors, counters, tile and sinks. Master baths featured free standing split vanities and curb less slab showers. Outdoor rooms were built with crushed lava rock and pea stone patios, and roof decks of all shapes and sizes continued to be in strong demand. It's clear that California has nothing on Connecticut!

(continued)

2019 HOBİ Judges

NEW CONSTRUCTION



JERRY EFFREN – his Greyrock Companies has won multiple HOBİ Awards, including *Community of the Year* for PUD's in Greenwich, Stamford & Norwalk. He served as both Fairfield County and state HBRA President and as a past HOBİ judge. Jerry is currently building the 2020 *Idea House* opposite the Shore Haven Golf course in Norwalk.



DAVID PREKA – owns Advanced Group, a full service general contracting company in Mystic. He is an HBRA Senior Officer, a past president of Eastern CT HBRA, and served as chair of the Groton Economic Development Commission.



BRIAN LIISTRO – President of Healthcare & Multi-family Construction for the LICO Group, Brian serves as a director for Central CT HBRA and has been a new construction HOBİ judge several times over the years.

REMODELING



NORT WHEELER – is a past president of the state HBRA and HBRA of Eastern CT. His diversified company, Mystic River Building, has won HOBİ awards for their remodeled homes, commercial buildings and new home communities.



CHRIS SHEA – his company, Domus Constructors, has won HOBİ awards for their custom & remodeled homes in lower Fairfield County.



NICK UCCELLO – builds custom and spec homes and pocket communities in Hartford County & on the eastern CT shoreline. Nick serves as chairman of the Central CT HBRA Parade of Homes.

Highlights of the 2019 HOBI Awards



HBRA CEO Jim Perras, HBRA Treasurer David Preka, Events Director Joanne Hoerrner, HOBI Awards Producer, Joanne Carroll, HBRA President Chris Nelson, and VP Eric Santini.



Larry & Babe Fiano with Joanne Carroll



HOBI Awards New Construction Judges L-R David Preka, Jerry Effren & Brian Liistro with HBRA President Chris Nelson.



SBP Homes partner, Doron Sabag and SBP Homes team



L-R HBRA President Chris Nelson with remodeling judges Nick Uccello, Nort Wheeler & Chris Shay



HBRA CEO Jim Perras and Kylene Perras



Michael Murphy, Murphy Brothers Contracting and Scott Hobbs, Hobbs Inc.



Jim and Margie Blansfield



PROJECT OF THE YEAR

SAPIA BUILDING CORPORATION



L-R Project of the Year winner Nick Sapia, Sapia Building Corp. with HBRA President Chris Nelson



Master carpenter and builder, Nick Sapia, elevated the home building profession with his painstaking renovation of a 1799 ship captain's house on Main Street in Essex. Nick skillfully shored up the original structure, installed a new foundation, and replaced the original post & beam framing with structural steel.



Sapia Before



Sapia dining room

He added a conservatory, and outfitted the interior of the home with exquisite trim work, turned walnut stairs and herringbone floors, beaded shiplap ceilings, and a curved coffered ceiling in the master bedroom.



In addition to winning BEST HISTORIC REHAB OVER \$2 MILLION for the antique home restoration, Sapia won BEST ACCESSORY BUILDING for demolishing the existing garage, and then building a new three car carriage house with guest apartment above on this tight and challenging corner lot.



CUSTOM HOME OF THE YEAR

FLETCHER DEVELOPMENT



Ryan Fletcher's spectacular custom home on Norwalk Harbor was featured as the Cover Story in our fall issue. His lovely client attended the HOBI Awards dinner with her parents, and all were thrilled when the top award was announced.



Ryan & Ben Fletcher with their client



Since this home was featured in our last issue, and the exquisite master bath graced the cover, we focused on the unpublished view of the house from the water (pictured on opposite page), showing the amazing three sided, curved Ipe stairs leading to the family room. There are hidden retractable hurricane shutters & screens, and on the far right, a two story curved glass turret

houses the master bath on the second floor, and this 18ft circular dining room on the first level. Also pictured is the kitchen, with island and counters supplied by Everest Marble, oak stripped paneling and an oak ceiling, and the master bedroom with raised hearth linear gas fireplace and floor to ceiling window to the water.

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BEST POOL HOUSE CERRETA BUILDERS

Mike Cerreta's impressive pool house is faced in fieldstone & cedar and features a bluestone floor, mahogany cabinets, fieldstone fireplace and beadboard & mahogany ceiling.



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In Greenwich, Murphy Brothers built the Starlight Farm Equestrian Facility for world class grand prix jumpers. Designed by Jones Byrne Margeotes, the 7,000 sf white oak post and beam barn is equipped with 17 stalls, 84 skylights, radiant heated floors and two groom's quarters. A glass enclosed hall connecting the barn to a great room, features an LED ceiling simulating a constellation of stars.



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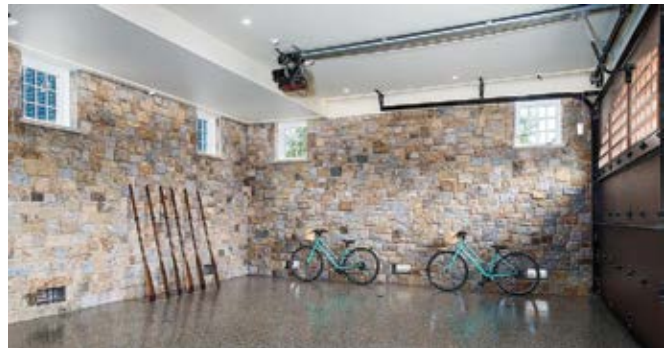




BEST NOT SO BIG CUSTOM HOME HOBBS INC.



In Fairfield Beach, Scott Hobbs built this charming cedar carriage house, designed by Marc Andre to imitate the main house. The garage, with stone veneer walls and epoxy floor, will be used to display the owner's car collection. The open kitchen/family room offers a coffered ceiling and custom barn doors with nautical compass. A spiral staircase leads to the 3rd floor with deck and cupola.



BEST VACATION HOME COASTAL CONSTRUCTION GROUP



Mike Scarpa built this vacation home in Niantic with Hardie siding and a magnificent view of the water.

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OUTSTANDING CUSTOM HOME 5,000 – 6,000 SF SBP HOMES



**L-R Arben Osmanaj, Dana Getz, Project Manager
Pete Fusaro & Maryia Mitrakhovich**

This amazing Sound Beach home sits on an extremely challenging 100 ft spit of land between Greenwich Cove and Willowmere Pond in Riverside. Doron Sabag and Jim Hoffman pulled off the impossible, raising the grade from elevation 6 to 18 ½ ft. SBP Homes project manager, Pete Fusaro, did an outstanding job overseeing construction of this stunning home, designed by Tanner White and surrounded by water. The ultra modern radiant heated interior spaces by Doron Sabag and Dana Getz are open to the water and feature a wrap around deck for easy outdoor access.





Stained wood suspended stairs and a winning black powder coated Vuelift glass elevator by Elevator Service Co. (see p. 16) lead to the second level hall with magnificent master bath with glass white porcelain walls and curbless shower in Striato Olimpico marble from Everest Marble. The master bedroom opens to a breathtaking roof terrace overlooking the water, And how about this flood zone entertainment room open to the view.





BEST OUT OF STATE CUSTOM HOME NORDIC CONSTRUCTION



Rob Knorr's exquisite Pound Ridge home is reminiscent of an historic French chateau. It is designed by Brad DeMotte with a Vermont slate roof, stucco & limestone exterior and copper chimney pots.

Inside, stunning timber framed ceilings, a beautifully detailed kitchen with French stone range hood and arched opening to a two story cove ceiling dining room.

The exquisite pool pavilion is a miniature of the main house with a post & beam interior that multi-functions as a guest cottage.



BEST CUSTOM HOME UNDER 3,000 SF CERRETA BUILDERS



Mike Cerreta built this Fairfield beach house with pergola covered outdoor room complete with outdoor kitchen and TV.



BEST CUSTOM HOME 3,000 – 4,000 SF BY CARRIER HOME BUILDERS

In Burlington, Rajean Carrier built this modern farmhouse in vertical board & batten with black framed openings and a metal roof over the wrap around porch.





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BEST CUSTOM HOME 4,000 – 5,000 SF KEITH J. MANCA BUILDING COMPANY



Keith Manca built this striking Greenwich custom designed by Vicente Burin with metal roof, oversized Sierra Pacific windows from Northeast Building Supply, and a pivot front door. Living spaces feature radiant heated concrete floors and steel beam ceilings, Amy Hirsch interior design, a sleek charcoal kitchen and a crushed lava rock sunken patio.





BEST GREEN ENERGY-EFFICIENT CUSTOM HOME EASTERN INC.

Designed by Greentek Consulting and built by Chris Taroli of Eastern Inc., this green custom home is a duplex in downtown New Canaan, with a three bedroom owner's unit on one side, and a two bedroom rental unit on the other. An ICF foundation, solar panels and heat pumps deliver NET Zero energy consumption.



BEST IN TOWN CUSTOM HOME RR BUILDERS



Rich Rosano was recognized for this handsome, modern farmhouse in New Canaan – a signature Cole Harris design, with curved gable ends and covered porches. Simple casings throughout give an elegant, yet homey feel, and in-ceiling radiant HVAC is efficient, quiet & comfortable.



BEST MODERN CUSTOM HOME TALLMAN SEGERSON BUILDERS & VITA DESIGN GROUP



Tallman Segerson Builders & Vita Design Group mixed classic modern with avant garde in this Westport home. Designed by Lucien Vita, it features a wrap around deck, center interior courtyard, striking red kitchen cabinets & iridescent glass tile back-splash, concrete floors, pneumatic elevator by Elevator Service Co. and view of the water.





OUTSTANDING HARTFORD COUNTY CUSTOM HOME CCC CONSTRUCTION



Corrine & Frank DiBacco



In Glastonbury, Frank & Corrine DiBacco built this Craftsman style home for their six children, and a martini porch with view of the Hartford skyline for themselves. The coffered ceiling kitchen is the heart of the house, and features a maple plank floor, 13 ½ ft. island and walk thru pantry. There are six ensuite bedrooms up, and a master suite on the first floor with direct access to the patio and pool.



BEST CUSTOM HOME 6,000 – 7,000 SF



Tom & Chris Yaroseak built this Carol Kurth designed stone & timber Treetop Lodge, which is sited on a hilltop of natural ledge rock. Inside, vaulted ceilings and antique hewn trusses a live edge walnut kitchen peninsula top, stairs using real oak log slices with bark and steel balusters a vaulted ceiling master bedroom, and railcar bunks for overnight guests.



BEST CUSTOM HOME 7,000 – 8,000 SF RUDDY BUILDERS

In Darien, John Ruddy's Nantucket-style colonial is designed by Steve Jones with intersecting gables and dormers, a columned porch, DaVinci roof and garage privacy sweeps.



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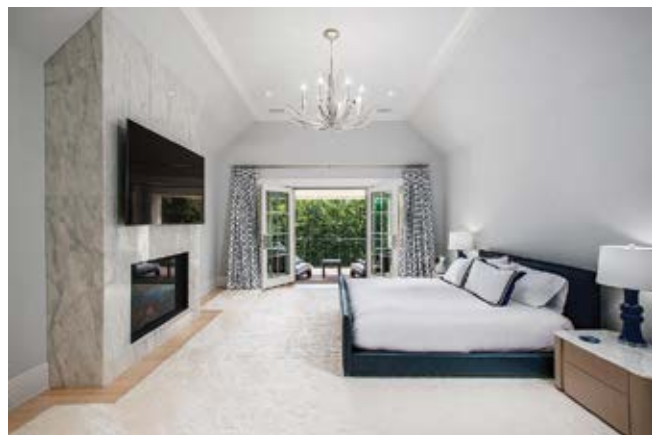




BEST CUSTOM HOME 8,000 – 10,000 SF FLETCHER DEVELOPMENT



Ryan Fletcher built this 10,000 sf Conyers Farm custom, designed by architect Steven Mueller. The front door is from a famous N.Y.C. restaurant. The dramatic foyer is highlighted by a floating white staircase and a floor requiring 21 slabs of marble. Highlights of this home include the spectacular two story vaulted family room. Master suite with luxurious room sized custom master closet and magnificent pool view.





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BEST CUSTOM HOME 10,000 – 15,000 SF BEN KRUPINSKI BUILDER



This magnificent 18,000 sf custom home was Ben Krupinski's last before his tragic plane crash. It is designed by Cardello Architects in cedar shake with stone water table. Outstanding features include a magnificent timber truss Great Room built with ceilings in lava rock mixed with skim coat to reduce noise, a stunning home office and the pool view with arched stone bridge leading to a guest suite over the antique wood barn garage.





On the Cover

SPEC HOME OF THE YEAR SBP HOMES



L-R HBRA Immediate Past President & SBP Homes PM, Pete Fusaro, Maryia Mitrakhovich and Arian Vaso, SBP Homes.



In mid-country Greenwich, SBP Homes Doron Sabag and Jim Hoffman and architect, Tanner White, overcame significant wetlands, by sitting this stunning home sideways on its lot, and floor to ceiling windows open it to a lush green landscape.





The magnificent interior features an eye-catching floating staircase in white oak, a slatted white oak linear fireplace wall, and reveal details instead of moldings.

The fabulous kitchen is outfitted in flat panel rift sawn oak cabinetry and a Giza from Enigma Surfaces waterfall island supplied by Everest Marble, while the sleek, hi gloss Gentleman's Blue butler's pantry in Taj Mahal Quartzite, also from Everest Marble, is a real show stopper.

On the second level, a glamorous all white master bath is clad in large format Padron porcelain tile, while a creative diminishing frosted glass shower door provides privacy. The home sold before listing at \$7.8 million or approximately \$1,000 sf. How about that in a down market!!





SBP Homes Spec Home of the Year



Giza Enigma Surfaces supplied by Everest Marble

Rob Padula

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Builder to Builder Word of Mouth Is the Key to Success for Everest Marble

When looking for the best suppliers, builders rely on word of mouth, and for over 14 years, some of the top builders in the tri-state area have been spreading the word about Norwalk based natural stone importer, Everest Marble.

Doron Sabag of SBP Homes relies on the high quality and wide variety of marble, quartzites, and limestone and various sized tiles that Everest Marble offers, as well as the personalized service he gets from Rob Padula.

Everest Marble added stunning appeal to the kitchens and baths in 2019 HOBI winning homes of SBP Homes, Fletcher Development, Keith J. Manca Building Company, Altamura Homes and Karp's This Old House spec home.

In addition to materials, like Bianco Carrara and Black Absolute, Everest offers high-end and exclusive material, such as Calacatta Gold, Cristallo Extra, Taj Mahal and Dolomite. Their slabs come in a wide variety of finishes, from fully polished, honed, leathered and a new coating called Stone Care System - a new surfacing technique which protects materials from etching and staining. The high quality and variety of its natural stone products, along with the personalized service, are motivating builders, architects and designers to spread the word about Everest Marble. □



SBP Greenwich custom home kitchen with Statuary Gold honed 3cm marble island and counters from Everest Marble



Keith Manca Greenwich custom home kitchen with Lido 3cm granite island from Everest Marble



Everest supplied Karp TOH kitchen with island and counters in Ramses from Enigma Surfaces



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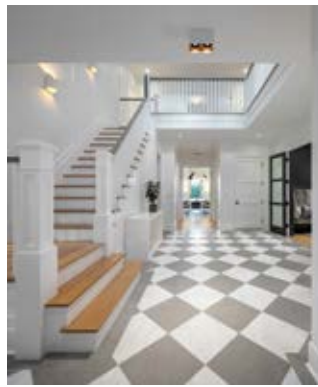


BEST SPEC HOME OVER \$8 MILLION TREC - THE REAL ESTATE COLLABORATIVE



To appreciate the challenge TREC faced in building this classic home opposite the Greenwich yacht club, you MUST see the before - a lot with a 50 ft elevation change, which required that developer Lou Battista and Jennifer Roach swap land to gain a tiered back yard. Then, they built a 40 ft. long retaining wall to create a European style courtyard. Northeast Building Supply provided lumber, siding and LePage windows for the 8,790 square foot home.

The 1,000 sf lawn is equipped with a noise and emission free robotic lawn mower from old Greenwich based Pycor LLC, that won TREC BEST GREEN PRODUCT. The mower is programmable with the convenience of a phone app.



Iconic Modern Home won BEST HOME STAGING \$5-9 MILLION for their creative interior furniture and accessorizing of the home. Pictured at left is the home's gracious foyer with checkered limestone and marble floor. The family room with white oak floor & glass sliders opens to terraced gardens and a waterfront pea stone patio.

TREC won BEST OUTDOOR ROOM for this stunning roof deck overlooking Greenwich harbor.



Listed at \$8.9 million, the home was leased in January for two years, with an option to buy, by a young Manhattan family, who have purchased all the furniture and furnishings.





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



L-R Susie Aldrich, Wade Alix, Darren Andreoli, Bob Sprouls, Laura Groman Potenza, Kirsten Cava, Tom Boulay & Izzy Quaranta

Bob Sprouls & Darren Andreoli showed off their talent for turning challenging pieces of land into the sites of award-winning homes with their newest Compo Beach charmer. Built on little more than 1/10th acre, it's all about the view. It sits directly across the street from sought after Compo Beach with unobstructed views of the sand and Long Island Sound. The VE Flood Zone required an 8 ½' feet elevation, which Bluewater and architect, Tanner White solved by using different siding materials, a floating steel staircase and breakaway walls.

Inside, floor to ceiling windows, a linear fireplace and stone slab kitchen island give the wide open floorplan a modern vibe.

A cable rail staircase leads up to the spectacular roof deck with hot tub and stainless and glass outdoor fireplace, which won **OUTSTANDING OUTDOOR ROOM**.





BEST SPEC HOME \$4-5 MILLION VITABUILT – VITA DESIGN GROUP



In the Compo Beach area of Westport, Architect Lucien Vita used stone, steel, wood & large expanses of glass to create dramatic indoor outdoor living in this post & beam home with courtyard and inviting pool.



Window walls create 16 ft openings, and glass sliders disappear into wall pockets. White washed walls, steel beams, a linear fireplace, a floating metal staircase lined with gold mesh and a backdrop of glass. Upstairs the master suite is outfitted with a sleek, concrete tile bath SOLD \$4.9 million!



BEST SPEC HOME \$3-4 MILLION ALTAMURA HOMES



Luigi Altamura did a fabulous job with this \$3.7 million New Canaan spec home. It's outfitted with striking Maibec siding from Northeast Building Supply, and Gemi windows and double glass entry doors, which open to a two-story paneled foyer and formal living room with charcoal paneled walls, matching window trim and a trenched, absolute granite fireplace.



Award for her stunning modern furnishings and accessories throughout the home.

A \$17,000 steel & glass wall divides the family room from the winning Best HOME OFFICE. The HOBI winning BEST KITCHEN is outfitted with an oversized Statuary Gold honed 3cm marble island from Everest Marble, concrete quartz counters and plenty of storage.

The gorgeous master bath with curb less marble slab shower won Altamura Homes a 4th HOBI for BEST MASTER BATH. The home sold at close to asking price.

Birgit Anich, BA STAGING & INTERIORS won a BEST HOME STAGING HOBI





OUTSTANDING SPEC HOME \$3-4 MILLION DEROSA BUILDERS



In Old Greenwich, Anthony DeRosa solved a tight corner lot with a front porch and driveway facing one road and the entry door on the other. Stephanie Rapp Interiors added striking furnishings and accessories to the open floorplan. The home is listed at \$3,695,000.



BEST SPEC HOME \$2-3 MILLION D'ACUNTO CONSTRUCTION



In New Canaan, Chris D'Acunto built this classic 6,000 sf shingle style home listed at \$2.9 million.



BEST SPEC HOME \$750,000-1 MILLION DELAURENTIS DEVELOPMENTS



In Fairfield, Eric DeLaurentis won for this colonial which SOLD at \$9,000 OVER asking at \$1.09 million.



BEST SPEC HOME \$1-2 MILLION THE MICHAUD GROUP



In Southport, Rob & Marc Michaud built this charming home with standing seam roof over the front porch and an open floor plan. It sold at \$1.32 million.

2019 HOBI AWARDS

BEST SPEC HOME \$500,000 - 750,000
EG HOME



EG Home built a four bedroom spec home at their *Trailside* community in Monroe with 5" hand scraped solid oak floors and glass tile backsplash in the kitchen. It is listed at \$689,000.

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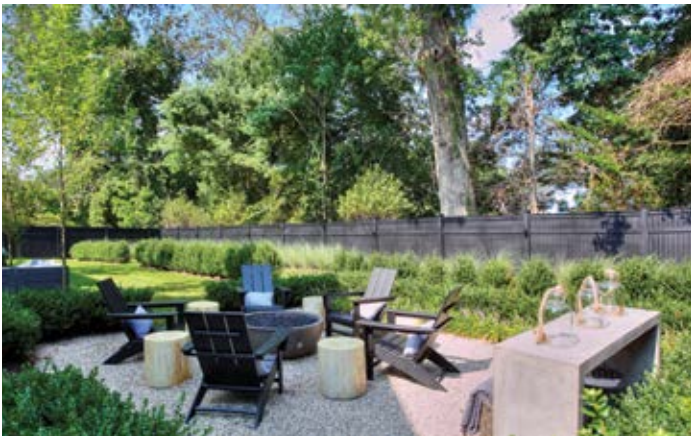
BEST IN TOWN SPEC HOME

BEST SPEC HOME INTERIOR DESIGN
HOGUE ID ★

Michelle Hogue built this in town Westport spec with architect John Halper using stucco, brick, clapboard and cedar for the exterior, and then put her interior design talent to work in customizing the interior for today's homebuyer.

She used a powder coated steel beam and cantilevered island in the striking kitchen, Venetian plaster walls, and a split staircase. On the second floor, a dramatic oak paneled tent ceiling master bath is outfitted with an \$8,000 concrete tub that retains heat and a curb less slab shower.

Hogue is a true believer in outdoor rooms as an extension of interior living space, so she used a solid black fence as the rear yard wall, and created several outdoor living areas with a boxwood enclosure. The home SOLD in 24 hours last fall at \$1.4 million.





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BEST NEW OLD SPEC HOME
KARP


In downtown New Canaan, Karp partnered with This Old House, restoring the façade of this 1840's Greek Revival, and creating modern indoor outdoor living hidden from the street. The hi tech interior features this **OUTSTANDING WORKING KITCHEN**, a chic family room with wine wall and see thru fireplace and cable rail staircase. Frosted doors in the master bath hall slide open to reveal the **BEST MASTER CLOSET** by Karen Bradbury, Closet & Storage Concepts with striking dark textured doors & drawers.



Karp won **BEST OPTION UPGRADE** for the Leviton Smart Load Center with smart phone app. It's 25% faster to install because breakers are plug-in vs. hard wired. The home is listed at \$3.75 million.

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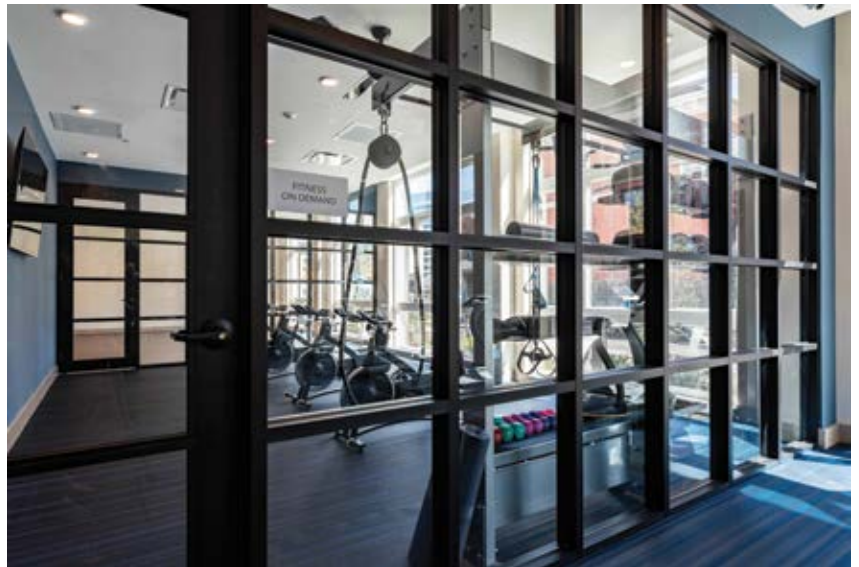
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COMMUNITY OF THE YEAR RMS COMPANIES



Parkside at City Crossing is an excellent example of smart growth development. Located in an otherwise derelict section of inner city New Haven, the 110 apartment, 4 story building has revitalized the surrounding area. Parkside is a public private partnership between RMS Companies and the Connecticut DECD, and the very successful 1st phase of a mixed used development.



The community is targeted to a growing millennial market, and is outfitted with co-working space, a bar & fireside lounge with HDTV, 24 hour fitness on demand, and 1&2 bedroom apartments, 30 % of them affordable to those earning area median income. A signature RMS rooftop lounge with grilling stations and games, is Parkside's most popular amenity.



BEST FAIRFIELD COUNTY CLUSTER COMMUNITY RMS COMPANIES



RMS Companies L-R Vinnie DeMarzo, Sheila Bajaj, SMB Design & Jay Inzitari

Randy Salvatore also gets hi density developments approved, built and sold in record time!

Ainslie Square in Stamford is a combination of attached townhouses and single-family homes – a total of 62 units PLUS a Clubhouse and pool – all on 5 acres or 12upa. Pictured are a typical kitchen and 2nd floor master bedroom.

RMS won Best Interior Merchandising for the skill and creativity of SMB Interiors Sheila Bajaj. Sheila's striking furnishings and accessories in both the living spaces and Clubhouse had strong appeal to both Fairfield County millennials and empty nesters.

The compact *Ainslie Square CLUBHOUSE* is equipped with a heated outdoor pool, as well as a cozy, inviting entertainment lounge with fieldstone fireplace, a bar and a second floor gym.

The homes at *Ainslie Square* range in price from \$500,000's for the attached townhouses to starting in the mid \$800,00's for the single-family homes, and 70% SOLD in 1 year.



BEST HARTFORD COUNTY CLUSTER COMMUNITY
BEST SINGLE FAMILY HOME \$400,000-500,000 ★
ROSWELL DEVELOPMENT



In the historic district of Granby, Hartford County, Jonathan Vosburgh is developing Copper Brook, a cluster community of 41 Craftsman style homes within walking distance of the Granby town center and the town park. The homes are 2,200sf, priced at \$400,000-500,000, and twenty are sold.

BEST POCKET COMMUNITY
D'ACUNTO CONSTRUCTION ★



Chris D'Acunto won for *Thomas Ridge* in New Canaan, three luxury homes, each with a six bedroom septic system and room for pool & cabana.



BEST FAIRFIELD COUNTY SINGLE FAMILY HOME \$500,000-6,00,000 ★
CORBO ASSOCIATES



In Newtown, Corbo Associates did an excellent job value engineering this modern farmhouse, by using a simple colonial design with black framed windows, stone accents and a standing seam porch roof. Inside, gray stained red oak floors, shiplap walls and black accents achieved at a \$500,000 sales price.



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BEST HARTFORD COUNTY SINGLE FAMILY HOME \$500,000-6,00,000

T&M HOMES ★



T&M's Colebrook model at *Glastonbury Glen* is equipped with a mudroom, laundry and walk-in pantry off the garage, a 1st floor master and three bedrooms, each with a walk-in closet. Sales price \$557,000.

BEST HARTFORD COUNTY SINGLE FAMILY HOME \$600,000-7,00,000 ★
T&M HOMES

Back at *Glastonbury Glen*, T&M Homes Senator Grand Plus model offers an angled hall from foyer to family room, front & back stairs, and a kitchen with three solar powered Velux skylights & solar shades, as well as an upstairs master with his & her walk-in closets at \$603,000.

BEST FAIRFIELD COUNTY SINGLE FAMILY HOME \$600,000-7,00,000 ★
EG HOME

EG Home was recognized for their 4 bedroom home at *Trail-side Reserve* in Monroe, which features a two story stone fireplace, master bath with walk-in shower and soaking tub.

BEST SINGLE FAMILY HOME OVER \$800,000 ★ T&M HOMES



In West Hartford, T&M's 4,500 sf Senator model at *Gledhill Estates* is finished on three floors, and features six bedrooms, all with walk-in closets, and a master bath with furniture style vanities and a Moen digital shower. Sales price \$929,900.

BEST LUXURY CONDOMINIUM COMMUNITY BEST LUXURY CONDOMINIUM ★ HORTON GROUP



Horton Group won for *The Residences at 66 High Street* in downtown Guilford. After restoring an 1800's mill building, Kenny Horton added three new steel frame buildings with underground parking and an elevator lobby on each floor. The units have luxury finishes, mahogany flooring and a deck or patio overlooking the salt marsh and L.I.S. A 2,600 sf unit SOLD at \$1.9 million, a record setting \$730 sf.

BEST MID-PRICED CONDOMINIUM BY CARRIER INC. ★

Johnny Carrier's model at *Yorkshire at Farmington* is over 3,000 sf, including a finished basement, custom mudroom, two story foyer, granite & quartz counters in the kitchen and a wet bar \$654,000.



BEST AFFORDABLE TOWNHOUSE T&M HOMES



T&M's AFFORDABLE townhouse at *South Windsor Woods* features a tandem garage with kitchen, dining and 19 ft. wide Great Room, master suite + extra bedroom and bath and a 3rd level loft for a total 1,900 sf at \$290,000.

BEST MID-PRICED TOWNHOUSE TOLL BROTHERS INC.



Toll Brothers Bethel model at *Ridgewood at Middlebury* features vaulted ceilings in both the family room and kitchen and is priced at \$380,000.

BEST LUXURY TOWNHOUSE DEROSA BUILDERS



Anthony & Michael DeRosa won in the luxury category for this hi-efficiency townhome in downtown Greenwich, one of two on a very tight site. It features black framed doors and windows, white oak floors and four bedrooms with ensuite baths and an outdoor patio at \$2.3 million.



BEST RENTAL UNIT GREENWICH CUSTOM HOMES



In Greenwich, Joe Granito built this gated rental community of 7 four-bedroom, four bath townhomes with interiors by Laura Michaels Design. Each luxury apartment features a family room with linear fireplace, kitchen with quartz counters and slab backsplash, and a marble master bath. Rents are \$8,250 per month.



BEST 55+ COMMUNITY EG HOME



EG Home's *Chatfield Farms* in Beacon Falls features a 10,000 sf. clubhouse with pool, and beautifully detailed homes with high-end granite and stainless kitchens and 1st floor master suites, with homes priced in the mid \$300's to low \$400,000's.

BEST 55+ HOME
TOLL BROTHERS INC. ★



Toll Brothers was recognized for their *Regency at Prospect* model featuring a 1st floor study and 1st floor master suite with vaulted shiplap ceiling at \$353,000

OUTSTANDING NEW HAVEN COUNTY CLUBHOUSE
VIGLIOTTI CONSTRUCTION ★



Vigliotti Construction's *Parker Place Apts.* Clubhouse in Wallingford offers indoor and outdoor dining with fireplaces, a pizza oven and fully equipped gym & theater.

BEST COMMUNITY OUTDOOR LIVING ENVIRONMENT
TOLL BROTHERS INC. ★



Toll Brothers won for the expanded deck at Rivington Club in Danbury, which features an outdoor bar, outdoor kitchen with grilling stations, see thru fireplaces and ping pong tables.



REMODELED HOME OF THE YEAR

BLANSFIELD BUILDERS



Jim Blansfield, Blansfield Builders and architect Kathleen Poirier with HBRA CEO Jim Perras and President Chris Nelson



Jim Blansfield built this curved lakefront addition designed by Kathleen Poirier with knotty cedar tongue & groove siding, stone veneer and Kemper waterproofed decks



Inside - unique elliptical inlay marble slab floors from India and backlit columned panels, curved walls, curved stairs and a massive cupola. The master bath features a curved double vanity with chevron glass tile backsplash and marble slab steam bath. The exercise room is outfitted with a hot tub and porcelain tile floor. The home was completed in time for a July wedding.



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**BEST RESIDENTIAL REMODEL \$3-5 MILLION
BEST ENTRY & BEST EXTERIOR FEATURE
BEST REMODELED BATH OVER \$100,000
GATEHOUSE PARTNERS**



Gatehouse Partners and architect, Tanner White, created a modern new look for this Greenwich home by using oversized arched black framed windows and a winning entry with 6X8' pivot door and striking tension rod floating staircase.



Florense cabinets and teak counter with teak and mirror backsplash highlight the butler's pantry, and the chic kitchen is outfitted with a cantilevered dining island.



The winning master bath features backlit vanities floating on a black leathered granite wall, marble tile floor and freestanding tub overlooking an Ozone pool with built-in spa.



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BEST REMODELED BATH UNDER \$100,000 ★

REDWOOD CONSULTING & CONSTRUCTION

Classie Stevenson did a full renovation of this Wilton master bathroom, using glass enclosed shower and water closet, a Bainultra jacuzzi tub and custom made vanity cabinets and mirror/medicine cabinets. The shower has floor to ceiling marble tile with tile accent that matches the tile carpet on the bathroom floor.



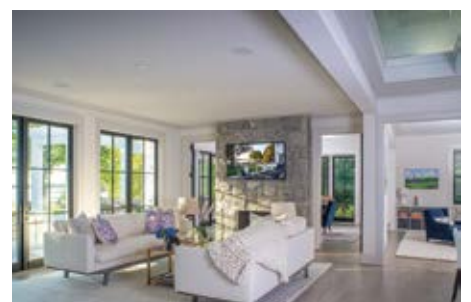
BEST RESIDENTIAL REMODEL \$2-3 MILLION ★

BEST MASTER SUITE ADDITION

OUTSTANDING POOL HOUSE

REDWOOD CONSULTING & CONSTRUCTION

Classie Stevenson remodeled this waterfront Riverside home, adding a cupola over the main stairs and a tower for the winning master suite with wall of glass opening to L.I.S. First floor renovations include a new modern kitchen that opens up to family room with a wood burning stone mantel fireplace, and a series of French doors that leads to a grand 25'x 30' deck. An impressive 2nd floor structural glass floor leads to second floor deck. The winning pool house offers an OUTSTANDING OUTDOOR AMENITY – an infinity pool overlooking Long Island Sound.



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BEST HISTORIC REHAB \$1-2 MILLION D.A.S. BUILDERS



Chris Alvarez built a two story addition for a landmarked Greenwich home. Pictured is the Great Room with stunning river stone fireplace wall and 100 year old timbers, beamed kitchen and dining room with 11" antique white oak floors.



BEST HISTORIC REHAB UNDER \$1 MILLION STONE HARBOR LAND COMPANY



Marc Johnson restored this 1912 Superintendent's Cottage on what had been a 57 acre waterfront estate in Greenwich; added a new three car garage; redesigned the center stairway; and removed interior walls for easy flow.

BEST MODERN HOME REMODEL BEST SPECIAL PURPOSE ROOM



This Easton home was purchased from Frank Lloyd Wright's granddaughter. Steve LoParco & Frank Spoto with architect, Christian Calemme, added 3,000 sf, including a powder room with pebble stone wall and marble slab sink, and this winning wine room with massive feature stone fireplace, slate floor, backlit bar and glass enclosed wine closet.





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BEST SPEC HOME REMODEL

CCO HABITATS



David Vynerib converted a 1987 three bedroom “condominium-looking ski house” into a six bedroom modern home, within the original footprint, and while taking full advantage of water views. The 5,003 square foot home was listed at \$1,890,000. It sold for \$50,000 over its full asking price in a bidding war. Total renovation was accomplished in only six months at \$96 sf.



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BEST RESIDENTIAL REMODEL \$750,000-1 MILLION

BEST BUTLER'S PANTRY
DEROSA BUILDERS

DeRosa Builders and architect, Nick Arpaia, gut modernized a mid country Greenwich home using black framed windows against white walls, a striking kitchen with subway tile wall and black range hood, clean millwork and a sun drenched playroom. The home's winning 12X10 ft butler's pantry is built in rift and quarter sawn white oak and equipped with a full-size Sub-Zero wine fridge and Sub Zero refrigerated drawers. A tall pantry cabinet features rollout shelves for easy storage.



BEST NEW OLD HOME REMODEL OVER \$750,000



JOHN PAUL DEVELOPMENT



After a devastating fire ravaged the 1816 Sherman Parsonage in Greenfield Hill, Fairfield, John Paul purchased it and replaced the back of the home, painstakingly matching the original 19th century framing with 21st century framing.

The gourmet kitchen is a chef and wine lover's delight with a Sub-zero refrigerator, Wolf range, ice maker and beverage chiller surrounding a custom 10'x10' quartz eating- island and a custom 550 bottle temperature-controlled wine wall with glass doors.

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BEST NEW OLD HOME REMODEL UNDER \$750,000 ADVANTAGE CONTRACTING



Jarrett Kravitz renovated an abandoned 1840 farmhouse in Clinton, turning it into this charming NEW OLD HOME with wrap around porch and upper sundeck. Inside - bead-board ceilings & built-ins, a chestnut island in the kitchen, eyebrow window and flared ceiling in the dining room and an attic bunk room.



BEST RESIDENTIAL REMODEL \$500,000-750,000 CERRETA BUILDERS



Mike Cerreta remodeled this Fairfield beach duplex with see thru wine wall and kitchen with triple stainless cylinder range hood, master bath Thassos glass shower and picture window, a limestone patio & beach!



BEST RESIDENTIAL REMODEL \$250,000-500,000 EAST COAST STRUCTURES



John Sullivan used steel beams to add a new open kitchen, dining and family room for a growing Darien family, as well as a new vaulted ceiling master suite.



BEST SPECIAL PURPOSE ADDITION ★
POLITO BUILDERS



Joe Polito and architect Chris Pagliaro connected this addition to a Wilton colonial only at the mudroom. Inside - a spectacular basketball court in fir, maple and black steel with a Dur-A-Flex epoxy floor and the owner's Villanova logo. Glass garage doors open to a terrace, and the second floor entertainment room with bar overlooks the gym.



**OUTSTANDING RESIDENTIAL
REMODEL \$250,000-500,000
BLANSFIELD BUILDERS** ★



Jim Blansfield remodeled his own post & beam home with 8" white oak floors, an open kitchen by Jodi Hook with rift sawn white oak island and integrated cabinets, family room with built-ins and a new 32ft long workshop below the deck for him.

**BEST RESIDENTIAL REMODEL \$100,000-250,000
KOUSHOURIS CONSTRUCTION** ★



John Koushouris had to demo a brick chimney from basement to attic, and install an I-Beam, to create this new open kitchen family room with 10 ½ ft long stone island, quartzite backsplashes and built-ins. Neil Hauck architect.

**BEST REMODELED ACCESSORY BUILDING
BEST REMODELED LIBRARY
SIGNIFICANT HOMES** ★



Significant Homes and Charles Hilton Architects restored the exterior of a 1940's stone cottage and antique greenhouse on a Greenwich estate, and gut remodeled the interior. In the main house, Significant and Charles Hilton won BEST LIBRARY for this cozy retreat lined with bookcases, a paneled bay and reading TV area.

BEST CONVERSION – KARP ★



Karp converted a 1923 barn into this charming guest cottage. Inside, there's a family room, kitchen and 12 ft cathedral master bedroom with bath.



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BEST EXTERIOR HOME REMODEL
BEST OUTDOOR LIVING ENVIRONMENT
HEMINGWAY CONSTRUCTION ★



Hemingway took the exterior of this amazing seven gable Weston home all the way to the substructure, and then built stucco and glass walls, and a skylit channel on each gable roof. The spectacular outdoor amenities range from Koi ponds with glass connectors and waterfalls to stone terraces and a Fleetwood glass screen porch with vaulted wood plank ceiling.



BEST REMODELED KITCHEN
HEMINGWAY CONSTRUCTION ★



Hemingway did it again with this gorgeous kitchen featuring textured gray cabinetry, 3" polished quartzite waterfall island and counters set off by a dynamite porcelain plank floor. County TV & Appliance supplied the Wolf stainless steel appliances, including an induction cooktop in the island and a 24" microwave drawer. The show stopping butler's pantry is finished in metallic Ferrari blue.



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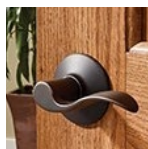
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BEST REMODELED POOL HOUSE
BEST INTERIOR/EXTERIOR HOME FEATURE
HOME CONSTRUCTION ★



Bob Levine & Charles Hilton renovated a Georgian pool house with white beadboard wainscot and arched pass thru to the kitchen, porthole windows and aquatic colors throughout.

Levine & Hilton also renovated the main house with this traditional English conservatory featuring wraparound windows, a glass roof, limestone floor and retractable shades.



BEST COMMERCIAL REHAB
RICCI CONSTRUCTION ★



Jonathan Ricci renovated a 1930's block building in Wallingford, installing an underground drainage system for Center Street Brewery. A 4,000 psi concrete floor with rebar holds 24 tons of weight. Pictured is the bar tap room.

BEST NEW COMMERCIAL UNDER \$3 MILLION
NELSON CONSTRUCTION ★



Chris Nelson added outdoor dining & entertainment pavilions to Hope Meadow Country Club in Simsbury, and 80 lights with Lutron scene control from Connecticut Lighting in the curved Grand Staircase. Pictured is the stunning radiant heated patio bar with six big screen TV's.

BEST NEW COMMERCIAL \$3-5 MILLION COASTAL CONSTRUCTION MANAGEMENT ★



Mike Scarpa built this corporate office building featuring copper eyebrow dormers, a reclaimed barrel ceiling, two sided fireplace and ocean blue polished concrete floor. An Ipe deck overlooks the Niantic River.

BEST NEW COMMERCIAL OVER \$5 MILLION PETRA CONSTRUCTION CORP. ★



The HOBI's are always on trend, and Petra Construction Corp. built the 25,000 sf state-of the art *Area Two Experimental Brewing* facility adjacent to Two Roads Brewery in Stratford. Designed by Neil Hauck with a 45ft curved wood truss ceiling, open walkway and this amazing Doug fir butterfly ceiling in the fermentation vessel. Other features include a cedar and mahogany exterior, rooftop beer garden, tap room and bar!



COMMUNITY SERVICE AWARD VIKING KITCHEN CABINETS ★

David Trachten, owner of Viking Kitchen Cabinets partnered with Heart 9/11 to provide a new kitchen and bathrooms for disabled U.S. Marine, Ryan Dottie.



David Trachten



BEST MARKETING COMMUNITY BERKSHIRE HATHAWAY HOME SERVICES NEP ★



At Sunlight Construction's *Cambridge Crossing*, Berkshire Hathaway has used Simsbury's top tier town rating to appeal to every demographic with the tagline "Live, Work and Play in Simsbury". They were successful in selling 14 homes at Cambridge Crossing in 2019.

L-R Kris Barnett, Susan Faulkner, Bill Ferrigno (Sunlight Construction), Shelia Gschwind, Stacey Berkman, Sandy Fine, Brett LeFevre, Lynn Rival, Sasha Dagnall

BEST MARKETING HOME DELAURENTIS DEVELOPMENTS ★



Jennifer & Eric DeLaurentis

Jennifer DeLaurentis marketed one of their homes in Fairfield by using video and a mobile design app to engage Moms of Fairfield with design polls. She SOLD the home in just 62 days

BEST SOCIAL MEDIA CAMPAIGN FOR A COMMUNITY CALCAGNI REAL ESTATE ★



Sean Brunnock Parker Place video producer, Vinnie Valentino, Carrie Vass Brainerd and Frank Vigliotti, Vigliotti Construction

Calcagni Real Estate reached over 4,000 potential renters on social media with their video promoting the advantages of living at Parker Place Apts. in Wallingford.

OUTSTANDING SOCIAL MEDIA CAMPAIGN BY A BUILDER CLEARVIEW FARM PRESERVE ★

Clearview Farm Preserve used daily slide shows and videos to land several contracts from Instagram followers.

BEST SOCIAL MEDIA CAMPAIGN BY A SUPPLIER COUNTY TV & APPLIANCE ★



Sean Rosen, Luigi Tevolini, Fernando Rosales, and Elio Vetrini

County TV & Appliance does an exceptional job on their Instagram thanks to Luigi Trevolini, who keeps it creative and appealing to consumers. Judges were impressed that County partnered with LG on an Instagram contest to win a set of laundry appliances and reached over 200,000.

BEST COMMUNITY WEBSITE BERKSHIRE HATHAWAY HOME SERVICES NEP ★



HBRA President, Chris Nelson, Therese Nuzzolo, Frank Nuzzolo (FN Builders), Lynn Rival & Beth Diloreto

Berkshire Hathaway's mobile responsive *Willow Pond Farm* website has helped SELL 5 homes in five months for FN Builders.

BEST VIDEO FOR A COMMUNITY CALCAGNI REAL ESTATE ★



L-R Sean Brunnock, Carrie Vass Brainerd, Vinny Valentino, Joel Grossman, Beth Allen Byrd, Jennifer DeVivo, Jeanine DeVivo, Kathy Bauer, Heidi Matusik, Calcagni President Antonio Liguori, Lorrie Maiorano, and Doug Blackwood

Calcagni Real Estate created this high energy VIDEO to appeal to young professionals by showcasing the contemporary vibe and prime location of *The Lofts at 335*, a rental community in Stratford. Calcagni promoted the video on their Facebook, Instagram and You Tube channels, and their leasing agent, Ralph, did the same on his personal social media accounts with great success!

BEST COMPANY VIDEO TILE AMERICA ★



Ryan Zibold (Outside Sales), Brian Knies (Tile America Owner/President), Lana Camera (Product Manager & Showroom Coordinator) & Ryan Coyle (Outside Sales Manager).

Tile America partnered with CTC&G to produce their company video in both short (30 seconds) and longer versions. It has been used across all of their social media platforms, as well as a commercial ad on Connecticut TV stations and as an e-blast to the company database. It was also instrumental in Tile America winning 2018 Connecticut Retailer of the Year.

BEST SPECIAL EVENT AITORO APPLIANCE ★



L-R Ron Pirro, Simon Billig, Michael Wong, Linda Gilmore & Jesse Vargas

No one does EVENTS better than Aitoro, especially their signature “BAD Night” for builders, architects and designers, which attracts over 250 housing industry professionals to their 12,000 sf award winning Norwalk showroom. For over 10 years, Aitoro has collaborated with a variety of partners to create more than a dozen unique events each year.

SPECIAL RECOGNITION ★



Central CT HBRA deserves special recognition for their October Parade of Homes, which drew hundreds of potential homebuyers to see 25 homes in Hartford, Middlesex, New London and New Haven counties by 18 different builders.

SPECIAL RECOGNITION ★



L-R Moderator Diane Ramirez, CEO Halstead Real Estate, Julio DiBiase, Dibico Construction, Darren Andreoli & Bob Sprouls, Bluewater Home Builders, Paul Harris, Cole Harris Homes, architect Chris Pagiario & Fairfield County HBRA EO Jackie Bertolone

One hundred sixty members turned out for Fairfield County HBRA's 1st Beyond the Blueprint panel of HOBI winning builders discussing luxury home building.

BEST HOME STAGING OVERALL LTW DESIGN ★



Leia Ward did a fabulous job staging the \$12 million Bruce Willis estate in Bedford, N.Y. It has been featured in Vanity Fair, Architectural Digest & CTC&G and SOLD for close to asking price!

BEST HOME STAGING \$1-3 MILLION HOME BA STAGING & INTERIORS ★



Birgit Anich gave a \$2.8 million Westport home a luxurious modern vibe. The home SOLD in 47 days.

BEST RESIDENTIAL INTERIOR DESIGN CONNIE COOPER DESIGNS ★



In Interior Design, Connie Cooper furnished a New Canaan townhome in a youthful, timeless style for a millennial couple at an affordable \$55,000.





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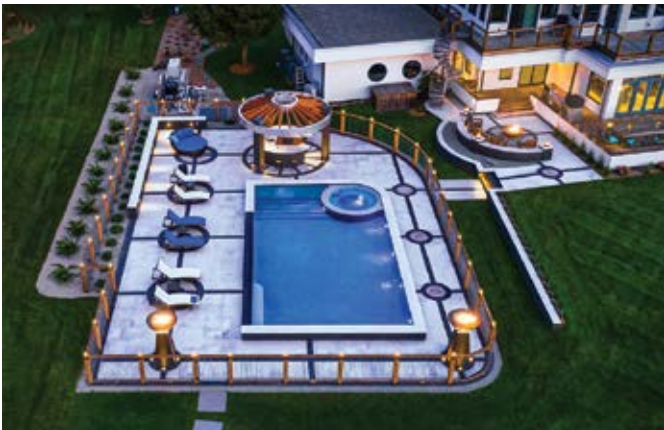
BEST COMMERCIAL INTERIOR DESIGN EMILIA FERRI ARCHITECTURE + DESIGN ★

Emilia Ferri was recognized for her interior design of the Oyster Bar in Bridgeport, where she used floating soffit lighting over a gray ash bar top.



★ SPECIAL FOCUS AWARDS ★

BEST OUTDOOR FEATURE PETRA CONSTRUCTION CORP. ★



How about this fabulous waterfront pool in Guilford in 5-color glass beads with integrated spa, waterfall and pergola covered bar. It was designed by the home owner, Dr. B.E.G. Rothberg and built by Petra Construction.

BEST SPECIAL PURPOSE ROOM MCBRIEN INTERIORS ★



Tori McBrien transformed a formal living room into a SPECIAL PURPOSE game room with wallpapered ceiling, built-in bar and cozy sectional for relaxing.

BEST MASTER CLOSET CLOSET & STORAGE CONCEPTS ★

Karen Bradbury was recognized for the elegant master his & her walk-in closets with striking dark textured doors & compartmentalized drawers in Karp's TOH spec home in New Canaan.



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★ SPECIAL FOCUS AWARDS ★

**BEST HOME TECHNOLOGY
INNERSPACE ELECTRONICS** ★

Innerspace Electronics distributed video for 16 TV's, 20 zones of music and a 164 zone Lutron Homeworks system for lighting throughout a Greenwich home

**BEST HOME ELEVATOR
ELEVATOR SERVICE COMPANY** ★

Steve Roth & Paul Farnsworth



Elevator Service Company was recognized for the Vuelift octagonal glass elevator in SBP Homes winning Riverside custom home.

**BEST SHOWROOM UNDER 5,000 SF
TORRICO DESIGN CENTER** ★

Torrco's New Haven showroom features lighting suspended from high open ceilings and 34 display vignettes.

**BEST SHOWROOM OVER 5,000 SF
BENDER SHOWROOMS** ★

BENDER'S renovated factory building in Waterbury features a polished concrete floor, 18 working displays and wall mounted vanities.

Liz Hubbard and Maria Bufalini,
Waterbury showroom



★ SPECIAL FOCUS AWARDS ★

BEST OUTDOOR SHOWROOM TORRISON STONE & GARDEN ★



Torrison Stone & Garden's spectacular Outdoor Showroom in Durham features hundreds of outdoor landscape materials, a "She Shed" and a raised bluestone patio with gas fireplace, outdoor kitchen and streaming music.

BEST BUILDER WEBSITE BY CARRIER INC. ★



L-R Rajean Carrier, Gayle Dennehy, Robert and Kim Wynne & Johnny Carrier

By Carrier won for their interactive mobile friendly website by Imagine It Consulting, with high speed image and video loading, heat mapping and call tracking.

HOME FINANCING AWARDS ★



L-R Kurt Johnson, Chris Stokes, Chip Poehnert, Ellen Gribko & Jerry Polzella

In a record 23 year repeat, Liberty Bank won Best Construction Permanent Custom Home Loan and for the 4th year, Best End Loan Package.

For the first year, Peoples United Bank won an Outstanding Construction Permanent Custom Home Loan regionally.



Brian Boyce and Jen Chieh of Peoples Bank



Builder News

Arbor Meadows of Cromwell – New By Carrier Single Family Community

Calcagni Real Estate is marketing Johnny Carrier's newest community, *Arbor Meadows of Cromwell*.

Set on a picturesque property, this 75 single family home community boasts an open space design with common greens and permanent buffers. Located within walking distance of the TPC River Highlands Golf Club, River Highlands State Park and the Connecticut River, and just a short 5-mile drive to Middletown's vibrant restaurant scene. The 50 acre parcel is part of the former Millane's Nursery.

The eight models range from 2,104sf to 3,192sf with prices starting at \$497,900-622,900, and feature the signature By Carrier 5 year warranty, along with hardwood floors, granite and stainless center island kitchens, extra large tiled master showers and insulated garages with painted walls & trim.



At the recent Grand Opening ribbon cutting, Mayor Enzo Faienza, Town Manager Anthony J. Salvatore joined Middlesex Chamber of Commerce President Larry McHugh, developer Johnny Carrier and Director of Business Development Joel Grossman for photo in front of the model home.

Greyrock Companies Is Building 2020 Idea House in Norwalk

Each year, This Old House (TOH) partners with an outstanding builder to construct an Idea House - packed with fresh ideas, innovative products, and accessible how-to instruction.

The TOH 2020 Idea House is being built by former Fairfield County HBRA and state HBRA President, Jerry Effren, whose Greyrock Companies has won multiple custom, spec and community awards.

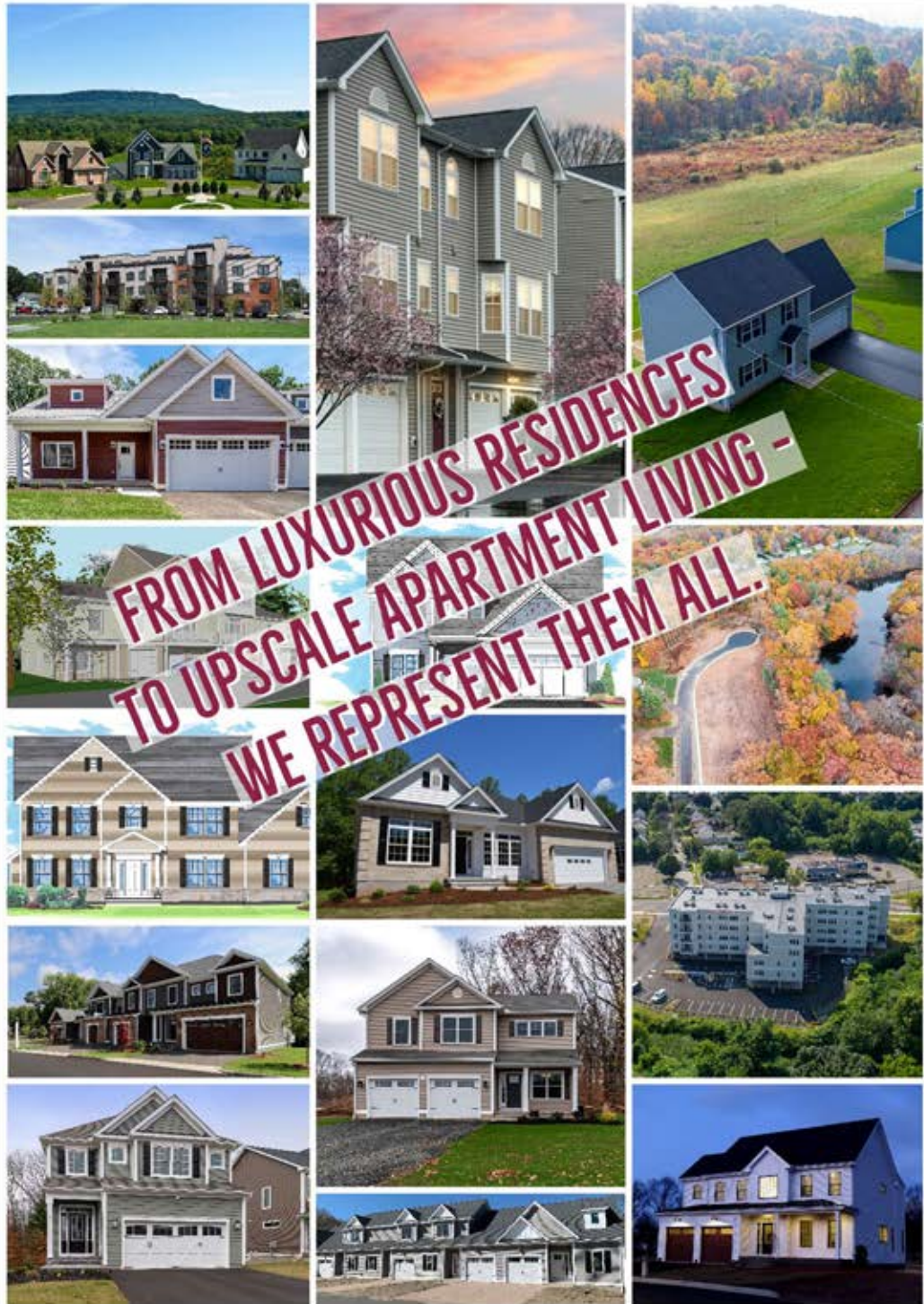


The gracious 3,700-square-foot farmhouse is located on a hillside overlooking Shore Haven Golf Course in Norwalk.. Designed by talented Jamieson Architects, and built by the gifted craftsmen of The Greyrock Companies, this modern farmhouse features a multitude of luxurious amenities, both inside and out. A grand, vaulted great room looks out across Long Island Sound; a chef's kitchen with butler's pantry; a covered porch and patio outfitted with an outdoor kitchen, plunge pool, firepit, and personal putting green; a spacious ground-floor master suite; two additional bedrooms and baths; a bunkroom; and a three-car garage.

Construction progress is monitored on a 24/7 webcam for real-time access, and completion is scheduled for August.



Learn how you can put Calcagni Real Estate's experienced sales & marketing teams to work for you!



Joel Grossman
New Business Development Director
203.272.1821 x1203
Joel_Grossman@calcagni.com





Builder News

TREC Builds A New In Town Luxury Spec Home In Greenwich



After winning a 2019 HOBBI Award for 307 Shore Road, TREC is completing another luxury spec home in Greenwich, this one located in town at 179 North Maple.

Inspired by the classic homes of California, and completely furnished to provide the ultimate in-town living, the 6,000+sf WiFi smart home features seven bedrooms, six full and two half baths, a two car garage and a gated entrance with long driveway for privacy. The interior is designed with 10' ceilings and a double vault family room, and outdoor living amenities include an outdoor kitchen and pool site.

Stamford's building boom shows no sign of slowing

The city keeps building — and selling — apartment towers. The \$90 million sale last month of the approximately 240-unit Infinity property in the South End's Harbor Point development marked the latest in a series of eight- and nine-figure deals in recent years. Those transactions highlight investor and tenant confidence in a segment of the housing market that is driving population growth and also expanding the base of potential buyers for single-family homes.

In recent years, Stamford has created far more housing units than any other town or city in the state, according to building permit data from the state Department of Economic Community Development and the U.S. Census Bureau.

From 2008 to 2017, the most recent year available, the city has issued permits for 4,341 housing units — nearly 2,000 more units than the next closest cities, Norwalk and Danbury. The bulk of those units are downtown and in the South End, where Harbor Point and developer Building and Land Technology have built nearly 3,000 units since 2007.

Developers Add 1,655 Apartments in New Haven

New Haven's economy is set to expand by thousands of apartments, hundreds of hotel rooms, and a nearly \$1 billion new Yale neuroscience center in the coming years — if projects in the pipeline proceed as planned in 2020.

Acting Economic Development Administrator, Michael Piscitelli reported that private developers completed or began construction on over 1,655 new market-rate housing units in New Haven in 2019. The report states that another 1,937 market-rate units were also in the works as of October. Many of these new developments have been or are slated to be built atop surface parking lots.

Demand statewide for new housing is roughly 50,000 units by 2025, according to a study by the Connecticut State Data Center. That's a combination of affordable housing, and market-rate. □

Northeast Building Supply Hits All the Right Buttons with Its Builder Clients

What do Altamura Homes, Bluewater Home Builders, TREC and Tallman Segerson have in common?

They are 2019 HOBi Award winners, and Northeast Building Supply is their lumber, siding and window supplier!

In contrast to Connecticut's multi-generational lumber and window suppliers, Northeast Building Supply could be considered a start up! Established in Bridgeport, CT in 1988, Northeast has expanded over the last 30 years – to New Canaan (Weed & Duryea), Cornwall Bridge, CT, Mamaroneck, NY, and Long Branch, N.J.

Northeast has built a strong reputation for consulting, supplying, and installing luxury windows & doors – LePage Millwork, Western Window Systems and Arcadia Custom.

New Northeast Building Supply President and CEO, Jason Cohen, previously worked on Wall Street and for Walmart corporate. He described the advantages Northeast offers its builder customers:

“Our distinguishing feature is our people. People who strive to deliver exceptional customer service every day, and who call their customers partners and friends. We make sure that we are adding value to our contractors' businesses. We want to be known as an extension of our customers' company.”

Several outstanding 2019 HOBi Awards winners are loyal Northeast Building Supply clients.



We have been working with Northeast Building Supply for the last 8 years.

Northeast has become a critical extension of our company with superb backroom support.

Takeoffs are a very crucial part of bidding a project and Northeast is consistently excellent in this area. They provide us with reports in a format that we haven't found with other suppliers. These reports assist us in getting our bids together in a shorter time frame, and in a more intuitive organized fashion, which helps us win business.

In addition to backroom support, we find their sales, yard operations and deliveries to be the best in the industry. Northeast goes above and beyond for us. We look forward to continuing our great relationship together for years to come.

- Darren Andreoli & Bob Sprouls, Bluewater Home Builders



We have been working with Northeast Building Supply for 20 years and have always found their team to be knowledgeable and a great resource. What really sets them apart is their commitment to providing excellent service and their willingness to go above and beyond in helping their contractors.

- John Segerson, Tallman Segerson



Northeast has been a great partner over the years. They have Invested the effort and time to create a long-standing relationship with us.

– Luigi, Altamura Homes

Northeast is continuing to meet the changing needs of its clients. Their Bridgeport Home Center and lumber yard will be going through a transformation in the 2nd quarter of this year, including a full-service drive thru lumber yard and premier specialty decking and siding showroom.

Weed & Duryea in New Canaan will be going through a major interior renovation in Summer 2020 to create a one-of-a-kind showroom, shopping experience, and event space for Contractors, Designers, and Architects.

Northeast rebuilt its Cornwall Bridge lumber yard in 2017 after experiencing a catastrophic fire in 2015. Store and yard are back to being the town's largest employer.

The outstanding service and real value Northeast Building Supply offers its contractor clients, continues to help them build successful, award winning new homes! 🏡

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Stephanie Rapp is 2019 Woman of the Year

An award-winning interior designer & chair of the country's fastest growing PWBC

On December 10, 2019, at the HBRA of Fairfield County Annual Awards dinner, Stephanie Rapp was recognized as 2019 Woman of the Year.

Since joining the HBRA of Fairfield County, Stephanie has been an outstanding asset. As a charter board member of the association's Professional Women in Business Council, she helped shape it into one of the fastest growing councils in the country. This year, she was elected to lead PWBC as its chair.



Stephanie Rapp is founder and principal designer of Stephanie Rapp Interiors, a full-service interior design firm based in Westport, CT. Her firm excels at creating interior projects that are modern, chic and inviting, and reflect the authentic lifestyle of those who live there.

A graduate of New York's Pace University, Stephanie honed her business and client management skills while working in the advertising industry. However, it was her interior design training at Parson's School of Design which gave her the passion and expertise that she has brought to projects over the last 20 years. Stephanie has developed long lasting relationships with her clients, who appreciate her creativity, design savvy and easy-going personality.

A valuable design build team player

Stephanie Rapp Interiors is a respected and admired member of the Design/Build community. The input Stephanie has given architects and builders during design and construction has been invaluable in the success of their projects in Fairfield County, and vacation homes out of state.

Most recently, she has worked on new construction projects with John Hertz, Hertz Construction and Fairfield County HBRA President, Anthony DeRosa, DeRosa Builders.



Michael & Anthony DeRosa with Stephanie

A \$3.5 million Greenwich home built by DeRosa, with interiors by Stephanie Rapp, was recognized with a prestigious 2019 HOBI Award.

What's more, Stephanie Rapp Interiors was the 2017 HOBI Award winner for Best Interior Design, and an A-List Award finalist for Best Modern Kitchen in 2019. □

Elevator Service Company Will Connect the Iconic Pilgrim Monument with the Center of Provincetown with a Bradford Inclined Elevator



The Provincetown Pilgrim Monument is the tallest all-granite structure in the United States, and attracts over 100,000 tourists from around the world each year.

Constructed between 1907 and 1910, the Monument is dedicated to the Mayflower Pilgrims who landed in what we now call Provincetown on November 11, 1620. The Cape Cod Pilgrim Memorial Association of Provincetown owns and manages the Pilgrim Monument and Provincetown Museum.

Connecting the Pilgrim Monument to the Center of Provincetown

Since 1910 when the Pilgrim Monument was dedicated on land donated by the Town of Provincetown, the idea of connecting the Town with the Monument was proposed. The concept has had various starts-stops over the years; however, none of the ideas ever made it past the drawing board.

The solution from Elevator Service Co. – an inclined elevator to convey people up the very steep hill

After a long and meticulous project development process, Elevator Service Company was granted approval, on November 19, 2019, by the Commonwealth of Massachusetts, Div. of Professional Licensure, Office of Public Safety and Inspections, Board of Elevator Regulations, which after deliberating, voted to allow the Bradford Access Inclined Elevator project to proceed.

The Bradford Access Inclined Elevator will contribute to the economic health of Provincetown in addition to helping the Pilgrim Monument grow with increased admissions. International and domestic

visitors, hearing about the project, are already making inquiry to schedule dates to visit Provincetown

The ability to offer access to physically challenged persons has been a long time coming. The literal connection, albeit over 109 years in the making, will strengthen the historic nature of Provincetown as a community of firsts. The first landing of the mayflower Pilgrims, the first interaction with the indigenous people, the first document of democracy (The Mayflower Compact), the first birthplace of American theatre, and the first LGBTQA community. □



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Marvin Acquires Distributor A.W. Hastings

Marvin obtains expertise, service offerings of long-time New England-based distributor

In October 2019, Marvin acquired the assets of Enfield, Connecticut-based A.W. Hastings, and is now the owner of its distributor in New England and Eastern New York.

“The future is bright at Marvin, and we are actively pursuing initiatives that not only contribute to our growth and long-term success, but also align with our values. Joining these two centers of excellence provides further opportunity to deliver on our purpose: to imagine and create better ways of living.”

– Paul Marvin, CEO

A.W. Hastings has served as Marvin’s exclusive representative in New England and Eastern New York for more than four decades. The companies’ shared values have contributed to years of success and this acquisition now brings centralized, one-step service and support resources to Marvin customers in these markets.

“For 173 years, A.W. Hastings’ success has been rooted in leveraging change that creates opportunity,” said A.W. Hastings’ Past President, Dusty Hoyt. “The unification of Hastings and Marvin creates the prospect for us to continue to flourish and face our changing industry as a key part of Marvin’s strategy.”

Fiano Family Classic Split Back Presentation



L-R Nort Wheeler, Larry Fiano, Golf Committee Chairman George LaCava, Greg Ugalde, Joanne Carroll & David Preka

At the January board meeting, Fiano Family Classic Chairman, George LaCava and his golf committee, presented a \$19,989 split back check to the HBRA of Connecticut. This represents the portion of the proceeds NAHB splits with CT from our July 2019 TPC River Highlands golf event. The total split back Connecticut will receive from this successful BUILD PAC fund-raiser will be over \$21,000.

Connecticut continues to lead the country as the #1 Build Pac fund raising event. Congratulations George LaCava and to the 75 Connecticut HBRA member who contribute.

2019 Connecticut Monthly Housing Permits with 104 municipalities reporting

Total units	1-unit	2-units	3-4 units	5+ units	
Jan-19	197	121	8	3	65
Feb-19	301	159	6	11	125
Mar-19	401	152	2	0	247
Apr-19	613	176	4	0	433
May-19	260	183	6	0	71
Jun-19	327	160	60	22	85
Jul-19	381	182	6	13	180
Aug-19	313	190	12	3	108
Sep-19	352	144	20	4	184
Oct-19	1,073	133	2	8	930
Nov-19	444	136	2	16	290
Dec-19	435	124		0	311
YTD Total 2019	5,097	1,860	128	80	3,029
Share of YTD 2019	100.0%	36.5%	2.5%	1.6%	59.4%

Data Source: Census

Compiled by DECD Research 1/27/2020

The Power of Culture in your Business Ecosystem



Every business has its own ecosystem, or different parts and systems that are symbiotic – they need each other to exist at top performance. When a cog is thrown into the ecosystem incorrectly, or if there is one part that isn't efficient, the whole system can breakdown fairly quickly.

A common thread in any business ecosystem is culture. Be it good or bad – it is there.

What is Company Culture?

Company culture is a pre-existing condition. Employees don't bring it with them – it is created by the owner at the inception of the company. It can evolve and change, but it always must come from the top.

If one Googles “company culture”, they will get varied definitions. Here at DiMatteo Insurance, we define culture as a combination of vision, mission, how we interact with each other, how we interact with our customers, how we engage with our community, and the values we honor day to day both at work and in our personal lives.

I learned early on in my career as a business owner, manager, and leader that any shift in our delicate ecosystem quickly derailed forward moving progress.

Is your company in a Culture Crisis?

I have often seen and worked with companies who are struggling with sales, high employee turnover and/or customer dissatisfaction. I've watched the leadership of these companies scrambling to find answers. Was their pricing off the mark? Was there new competition in their area? Were they in an economic downturn? The list went on. Where they often DON'T look is internally – was it their company culture that was a success roadblock? PS - it's often a big piece of the puzzle that prevents them from focusing on the other issues effectively.

Culture – good or bad – has a rippling effect that transcends a company. One bad ripple can quickly create a tsunami. Disgruntled employees will not deliver the best customer experience to your clients, revenues drop, and your NPS (Net Promoter Score – how willing your customers are to refer you to others. Low score means they won't refer, high score means they will recommend you) will suffer.

The good news – you can change. You can correct. You can start over. You can stop the waves from crippling your company.

Five Steps to Creating a Dynamic Company Culture

If your company culture is less than ideal, you aren't alone. Very few business owners launch their companies and hone in on what their culture will be like from the start – in fact, most companies never do a deep dive into their culture until they hire a consultant to fix an ancillary problem.

Creating a shift in your culture takes time and patience, but the good news is it's a team effort, so you don't have to go it alone! Here are the simple five steps I used at DiMatteo to help us create a culture that led to low employee turnover with a “go team” atmosphere, improved customer engagement resulting in a high NPS score, and overall a great place to work.

Understanding your Purpose. You and your employees need to understand and FEEL that what you and they do matters and is important not only to your customers but to the overall well-being of the company. The receptionist is just as vital (if not more) than the president. Each employee is an important part of the ecosystem and has a voice. They need to under-

stand the purpose, buy into the purpose, and live the purpose every single day.

Engagement of the Team. Back to the ecosystem, every employee needs to be able to work at peak efficiency and work well together within the team. Do you have the right team members in the right roles? Do you have good systems and processes in place to ensure everyone knows their jobs and they are productivity machines? Does your team communicate well with each other? The formula for success: Happy Employees = Happy Customers = Improved Profits – if you have great team engagement this is the basis for happy employees.

Circle of Trust. When you have a culture that fosters open communication where employees feel comfortable bringing ideas to the table and are allowed to challenge the status quo you are fostering innovation. Employees thrive in an environment of trust where there is transparency between the layers of management and within the team. As with all culture driven initiatives, this must come from the top. This is where hiring the right people is critical. Bringing someone onboard who does NOT fit the company culture will offset the ecosystem – specifically if this person puts a shadow on the circle of trust. Your employees must feel safe on all levels and the owner is the protector.

Foster Growth. You should always be training your successor, and everyone on your team should be doing the same. Removing the cutthroat, crawl up the ladder regardless of who you step over doesn't fly in a dynamic culture. At DiMatteo, we are in constant learning mode and always support an employee who wants to grow and move into new roles within our company. It's how we have grown as a business. It's important to identify WHAT the employee is great at but also what they really love to do. Foster their growth and allow them to have unlimited learning.

Live It. Culture building isn't one and done. It's more than bringing in a consultant to map out what your vision and mission is. Culture needs to be nurtured and every employee becomes part of the process. Remember culture is infectious, be it good or bad. The ripple effect is quite powerful. As the owner it's up to you to lead your team on the culture front. Be open, be honest, be transpar-

ent. Have regular team meetings and 1:1 sit-downs with employees where you do more listening than talking. Be open to ideas and change and be on the lookout for culture roadblocks – anything that shifts your ecosystem.

Remember, employees and customers will leave your brand not because of money but because of culture. When they don't

feel loved and appreciated, they will search for a company that fulfills those needs. Embrace your culture, nurture it and watch your ecosystem flourish.

Kim Marie DiMatteo CIC, MWCA
Executive Director of Sales and Marketing
kdimatteo@dimatteoinsurance.com
Tel 203.924.5429. ☐

Make CT more accommodating to housing and businesses

It's time to rewrite the confusing law that governs local zoning decisions

By Jim Perras, HBRA of CT CEO

With the legislature's failure to pass House Bill 6749: An Act to Reorganize the Zoning Enabling Act and to Promote Municipal Compliance in the 2019 session, Connecticut missed a great opportunity to spur economic development and address glaring issues of housing affordability, diversity and accessibility.

In general, passage of HB 6749 would have made Connecticut a more accommodating place to live and do business.

This bill would have rewritten the Connecticut Zoning Enabling Act (CGS 8-2) which currently reads like a multi-page run-on sentence. The Act is very challenging to read and understand, even for experienced attorneys. Consequently, the statutory requirements and limitations of the Zoning Enabling Act are mostly lost on laypersons who typically makeup local zoning commissions which are charged with the act's implementation.

This lack of clarity and understanding of the law leads to less predictability and creates a gray area in which the private sector does not excel. This murkiness in the law results in guess work by local planning and wetland commissions and, in turn, overburdens the appeals process and increases the use of litigation to determine the success of a development application.

There's a reason why Connecticut has more law firms that self-identify as land-use experts than any other state as reported by the Brookings Institution and highlighted in an excellent article recently published by the Connecticut Mirror, titled, Separated by Design: How Some of America's Richest Towns Fight Affordable Housing.”.

HB 6749 would have also eliminated the ability of a local planning and zoning commission to reject an affordable housing

application based on the current “character of the district.” The “character of a district” or community is entirely too subjective and vague a term upon which to base zoning decisions and lends itself to misuse by local planning and zoning commissions. This critically important change would have brought more certainty to the permit application process.

Current law requires cities and towns to complete affordable housing plans. However, the law gives little direction to municipalities as to how to complete these plans or what the plans should contain or how compliance is to be determined. The law, as it is currently written, sets our towns up for failure and as such, many towns are currently non-compliant. HB 6749 would have compelled the Department of Housing (DOH) in conjunction with a newly formed working group to develop a format and provide guidance to towns with the plan drafting process. This would have been particularly helpful to small towns with limited resources and staff to put together a plan of this sort.

Rarely has a piece of legislation receive such wide support from a diverse array of interest groups including the Home Builders and Remodelers Association of Connecticut, The Connecticut Chapter of the American Planners Association, and housing advocacy groups including, but not limited to, the Partnership for Strong Communities, the Connecticut Fair Housing Center and the Connecticut Housing Coalition.

That is why our HBRA Government Affairs Committee has made advocating for the modernization of the Zoning Enabling Act CGA 8-2 our primary focus for the 2020 session.

If successful, this will create private sector construction jobs and encouraged economic growth in our state, but more importantly, it will afford more Connecticut residents the opportunity to work where they live by making it easier to address issues of housing diversity, affordability and accessibility. ☐

IBS NEWS



NAHB Chairman and T&M Homes president, Greg Ugalde, presided over IBS 2020, introducing New York Yankee great, Alex Rodriguez, at the Opening Ceremonies. Later that evening, the Area I Reception, hosted by Greg and Mary Anne Ugalde, was held at the Encore Hotel.



NAHB Chairman Greg Ugalde receives Boston Bruins Jersey from Bruins icon Ray Bourque

The Doobie Brothers entertained at the Spike concert



As outgoing Chairman, Greg received a Samsung Galaxy Active2 watch from his Senior Officer Team, a Ray Bourque autographed jersey from Area 1, letters from Governor Lamont and the CT Congressional delegation, and a granite plaque from the HBRA of CT.



Cocktail party at Carmine's Caesar Palace sponsored by DiMatteo, Bender & Cyclone- Steve Temkin, Joe Duva, Mary Anne Sok & T&M Homes team with Kim DiMatteo (red dress).



Jeff Wieland, President of the Ohio Home Builders Association, and Randy Strauss, the Ohio NAHB State Rep. present outgoing chairman Greg Ugalde with the "Ohio Hammer", which has been given to every outgoing Chairman over the last 75 years for a job well done.

Joe Duva, HBRAC CEO Jim Perras & Ken Boynton at Carmine's





Attending the Capitol Club dinner: NAHB Chairman Greg Ugalde, Steve Temkin, Sheila Leach, Mary Ellen & Chris Nelson, Tim & Lynne Bobroske and Mary-Jane Ugalde.



Gold Key reception at Jewel nightclub at the Atria hotel. Pictured are Eric Santini, Jr., Jim Perras, Bill Ferrigno and Lois & Eric Santini.



A Norbord rep shows Andrew Ugalde and Joe Duva of T&M Homes the benefits of using their Tall Wall sheathing, which is larger than the traditional 8 foot sheets, and avoids the need for filler strips.



Steve Temkin & Joe Duva, T&M Homes at GE sponsored event



Joe Duva gets a demonstration of the Moen smart faucet, which can dispense precise quantities of water at precise temperatures based on voice commands.



Andrew Ugalde, Joe Duva and Joe Martelle get suggestions on improving T & M house plans from Ryan White of Dahlin Group Architecture at an architectural review session.



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Lumber Market Update

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



Since my last update nearly six months ago, lumber and panel prices have trended upward. The increases started out slowly, but in recent weeks have accelerated rapidly. Some are saying this is similar to the wild ride of 2018.

What has happened?

Since September, Douglas Fir is up 9.1% after some small decreases through mid-October. KDSPF is up 9.8%. Douglas Fir plywood is up 3.9%, after falling through late January. The gain since late January is 11.3%. OSB is up 18% after falling slightly through mid-October. KDSPF continues to be at a larger than normal discount of 19% to Douglas Fir. It's no surprise why so many builders continue to switch to KDSPF from Douglas Fir.

Why has this happened?

Unlike last year there seems to be greater demand than supply this year. Housing starts are up and mill closure continue to occur. Although new mills in the south continue to come on line and increase production of Southern Yellow Pine, the wet winter in the south has reduced production more than it has reduced consumption. We seldom use SYP here in Connecticut except as treated lumber, but it is commonly used for framing in many other parts of our country.

British Columbia

The annual allowable cut and hence production is still dropping in B.C. This is an ongoing situation and will continue for years.

Transportation

Rail transportation has been severely disrupted in Canada as pipeline protesters have blockaded the Canadian National Railroad tracks in Ontario. This situation will probably be resolved by the time you read this, but at this time it is backing up trains across Canada.

Imports

Lumber imports continued to increase, primarily in European Spruce species. While these are generally very nice in appearance, strength varies significantly from species to species and all are weaker than domestic and Canadian KDSPF. Be sure to refer to the appropriate span tables if you use these. Imports of framing lumber are still insignificant compared to the volumes from Canada, however the volumes from Canada are dropping

Exports

Exports from the U.S. are dropping, especially to China. Chinese tariffs on logs and lumber from the USA are having a big impact.

Conclusion

By the time I write my next column in the Spring, I'll be able to tell you what happened. For now prices are rising, how long this lasts is anybody's guess. ☐

FAIRFIELD COUNTY HBRA NEWS

Honoring the Top 2019 Fairfield County HBRA

On December 10, 2019, the Fairfield County HBRA Awards & Holiday Celebration was held at the Mill River Park Winter Beer Garden in Stamford. The heated 6,000 sf pop up tent was decked out for the holidays, and wait staff passed delicious hors d'oeuvres, while a crowd gathered at the bar, and others had fun at the photo booth.



Sarah Iannarone & Clare Michalak

The dynamic duo, Sarah Iannarone and Clare Michalak welcomed everyone, but this was a bittersweet holiday event for Jackie Bertolone. Sadly, it was her last gathering as Fairfield County HBRA Executive Officer. After two years as EO, Jackie is leaving to become the new Chief of Staff for incoming town of Fairfield First Selectman, Brenda L. Kupchick.



Congratulations Jackie! You will be as great a success in government and an asset for the town of Fairfield, as you were leading the Fairfield County HBRA!

Builder of the Year

Steve LoParco, LoParco Associates



LoParco partners Frank Spoto & Steve LoParco

Remodeler of the Year

Michael Wood, Wood Builders



Wood Builders partners Rob & Mike Wood with Fairfield County HBRA President Anthony DeRosa

Associate of the Year

Lisa Bancroft, Fairfield County Bank



Lisa Bancroft & Fairfield County HBRA President Anthony DeRosa

Supplier of the Year

Alex Shook & Kerry Brunn, Pella Windows & Doors



Kerry Brunn, Alex Shook & Fairfield County
HBRA President Anthony DeRosa

Woman of the Year

Stephanie Rapp, Stephanie Rapp Interiors



Stephanie Rapp & Fairfield County
HBRA President Anthony DeRosa

Volunteer of the Year

Suzanne Stillwell, Jade Marketing Solutions



Suzanne Stillwell & Fairfield County
HBRA President Anthony DeRosa

HBRA Hall of Fame

Elio Vetrini, County TV & Appliance



L-R Luigi Tevolini, Elio Vetrini, Sean Rosen,
Melissa Ramos & Fernando Rosales

John P. Rowins Meritorious Service Award

Kim DiMatteo, DiMatteo Insurance



L-R Kim's sons Michael & Anthony, daughter,
Jessie and husband, John with Kim DiMatteo (center)

In addition to those pictured, the following outstanding members were recognized:

President's Choice Award

Chris Steiner, Steiner, Inc.

Business of the Year

Will Contento, Huber Engineered Woods

Member of the Year

Rich Cunningham, Eds Garage Door

New Members of the Year:

- Kevin Polcer, Polcer Home Improvement
- Candace Pereira, Ava Hunter, & Rina Dimarte, Chloe Winston Lighting Design

HBRA OF CENTRAL CT NEWS

HBRA Central CT 2019 Awards Celebration

Infinity Music Hall, Hartford

HBRA Central CT 2020 President

Liz Koiva, Nordic Builders

Liz Koiva being sworn in as President by Greg Ugalde, NAHB Immediate Past Chairman



Liz Koiva with her Legislative Citation presented by State Representative Tim Ackert



Builder of the Year

Matt Gilchrist, EG Home



Associate of THE Year

Chip Poehnert, Liberty Bank



HBRA Central CT CEO Eric Person, Associate of Year Chip Poehnert & Central CT V.P. Sheila Leach

Remodeler of the Year

Greg Chandler, Gold Shield Construction



Housing Hall of Fame

Bill Ferrigno, Sunlight Construction



New Member of the Year

Rich DelCervo, Kaycan



75th Member Anniversary

Chuck Monzeglio, C.F.M. Construction



Chuck Monzeglio, a founding member of HBRA, was recognized for his 75th anniversary as a member.

HBRA Eastern CT News

HBRAECT Holds 2019 Gala at Foxwoods Casino



The HBRA of Eastern CT, (HBRAECT), closed out 2019 with an exquisite Gala at Foxwoods Resort Casino in their premier grand ballroom. Nearly 200 local leaders, professionals, and industry leaders gathered for a decadent holiday-themed feast, festive desserts, and celebrated our industry as we inducted our 2020 Board Members and presented awards for outstanding achievements.

2019-2020 President Craig D. Caulkins said that the night was about taking a step back to recognize the accomplishments of its members, and their contributions to the community. "It's about celebrating the industry," said Caulkins, who noted that the economic gloom of years past is fading. "The industry is booming and I am laser-focused on bringing new, qualified employees to our industry," which is a personal and professional initiative for upcoming years.

Caulkins, a 30-year business owner, (Caulkins Builders, and Caulkins Homes), is no stranger to the challenges facing the industry. Caulkins added that workforce development is a crucial objective for the HBRAECT. "We will be working to implement a long-term strategy to promote construction and trade careers throughout the state."

The Gala was attended by numerous local and state leaders including Senator Paul Formica, who performed the induction ceremony, and long-time local business owner and Police Commission Chairman Dan Price as the emcee. The HBRAECT raised awareness for local non-profit, The Waterford Country School as well.

The HBRAECT formally installed 2019-2020 President Craig D. Caulkins and his Board of Directors for 2020. The board consists of Pete Battaglio, Vice President, Gail Grillo, Associate Vice President, Beth Glynn, Secretary, Jim Williams, Treasurer, Diana Buscetto, Chuck Gimbut, Ev Hyde, Rico Mastronunzio, Matt Mularski, David Preka, Mark Spinnato, Kathleen Stauffer, Tim Testori, and Nort Wheeler.



L-R Susy Hurlbert, (ECAR CEO), Senator Paul Formica, HBRAECT President Craig D. Caulkins, and Dan Steward, (First Selectman of Waterford).

Several awards were presented throughout the evening including Mark Jaken of Jem Builders who won Builder of the Year. Shawn Amell and Gary Wolinski of Overhead Door of Norwich won Remodeler of the Year. Beth Glynn of Chelsea Groton Bank won Associate of the Year. Dustin Maurice of Green Home Solutions won Volunteer of the Year.

This year, president Craig D. Caulkins presented three Presidential Awards. The first went to David Gable for Hocon Gas, the next to David Preka of Advanced Improvements, the final Presidential Award went to Pete Battaglio, (Propane Pete). The Hall of Fame Award for 2019 was presented to Jim Williams of T.F. Buxton.

The evening was filled with good cheer and great people. If you weren't able to attend, mark your calendar for Saturday, November 14, 2020, and join the HBRAECT at Foxwoods for another amazing Gala. (HBRAECT.com/Gala)

The HBRAECT experienced quite the growth spurt in 2019 with a tremendous increase in event attendance, many of which were sold out, as well as a growth in new membership. Caulkins is optimistic about the upcoming year and looks forward to continued growth in 2020. 📅

HBA NORTHWEST NEWS

On January 2, 2020 Tim Bobroske got the Build PAC year off to a good start by presenting NAHB Chairman Greg Ugalde a check to renew his Capitol Club membership. The 3 Capitol Club members from the HBA of Northwest Connecticut make Northwest by far and away the national leader in terms of the ratio of Cap Club members to the number of firms in the as-



Steve Temkin, Tim Bobrowske & Greg Ugalde

Legislative Night

Monday January 27, 2020 at Chatterley's in Torrington

Legislators present:

Senator Craig Miner, Senate Henri Martin, Rep Jay Case, Rep Maria Horn, Rep David Wilson & Rep John Piscopo.

HBRAC CEO Jim Perras,
Eugene Farley, Rep Maria Horn
and Steve Temkin



Andrew Ugalde, Eugene
Farley, Greg Ugalde, Rep John
Piscopo



Steve Temkin, Rep Jay Case,
Eugene Farley



Eugene Farley, Senator Henri
Martin, Jim Heckman, CTR



Joanne Breen, Alex Kebalo, Senator Craig Miner, Greg Ugalde,
Janet Alexander & Ted Murphy



Eugene Farley with Representative Wilson,
*Susan Vaill LCBR



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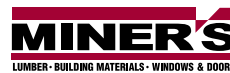
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