

COMING EVENTS

November 29, 2006

BNHBA General Meeting, 5:30 PM
Dinner at the Chateau Restaurant, Norton

January 31, 2007

BNHBA General Meeting, 5:30 PM
Dinner at the Chateau Restaurant, Norton

December 13 & December 20, 2006

OSHA Safety Certification Class
Bank of Canton auditorium,
490 Turnpike Street, Canton

9AM - 2PM (5 hours x 2 days)



• Please visit www.BNHBA.org for full details and to reserve your seats on all events •



BRISTOL NORFOLK HOME BUILDERS ASSOCIATION, INC.
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FOXBOROUGH, MA 02035-2438

Visit us on the web at www.BNHBA.org

THINK About This

“Our great weakness lies in giving up. The most certain way to succeed is to always try, just one more time.”

- Thomas Edison

Creating Housing - The American Dream

**Welcome
to
BNHBA**



Norton – Add two more members to our ranks - **Todd M. Zell** of TM Zell Development Co., Inc. and **Ann Marie Kurko** of Mansfield Bank were installed at the September 27th meeting at The Chateau – Norton. Past President **Charlie Magri** handled the official “swearing in” duties. Welcome Todd and Ann Marie!



The official newsletter of the
Bristol Norfolk Home Builders Association, Inc.

Increase sales? You bet!

Norton – It was billed as a meeting that could change your life – at least business-wise. If you were one of the more than 40 members who attended September’s monthly meeting, you, at the very least picked up a sales tip and were given something to think about the next time you make a sales call.

Scott Robbins of Next Level, Inc. teaches individuals and corporate sales forces techniques that achieve results. Mr. Robbins works with businesspeople on behavior and attitude along with technique to make success sales.

The father of three youngsters from Millbury told the attentive audience that the term “salesperson” has gotten a negative connotation over the years, when in fact, if a sales person is doing his or her job, they are problem solvers and can actually be an asset to a customer/client as opposed to being a pushy nuisance.

The Association is pleased with the many positive comments it’s received with this type of presentation, and will attempt to provide this type program at future meetings.



BNHBA President **Brian E. Dunn** presents a certificate of Appreciation to Scott Robbins, Next Level, Inc. for his interactive presentation at the September 27, 2006 meeting.

More than just another golf tourney



“Team Horner” was just one of 21 “foursomes” participating in the annual BNHBA Golf Tournament. Horner President **Jim Britland** (Right) takes a break with teammates **Ron Secia**, **Wendell Nooth** and **John Pope**.

Lakeville – How often can you make business contacts, raise money for a great cause and have a heck of a lot of fun in the process? At least once a year if you play in BNHBA’s annual Golf Tournament.

The outing moved to Lakeville’s Poquoy Brook Golf Course and from June to September. **Brian E. Dunn** said, “We wanted better participation so in addition to waiting until the end of the summer, we also wanted a more centralized location to attract more golfers.”

More than \$9,000 was raised toward the association’s scholarship fund. Executive Officer reports the weather was “fantastic” and that everyone associated with Poquoy Brook were cooperative and helpful, although the course itself is “a real challenge.”

The really goods news according to Ron there “was not a mosquito in sight!”

From the Desk of the President



Greetings...

I am pleased to report that our annual golf outing was a roaring success. The outing went a long way in replenishing our group's scholarship account with nearly \$9,000! Congratulations to **Jim Britland** (Horner Millwork) and his group which took home the first place prize.

I believe a good time was had by all and I extend my deepest gratitude to the players, sponsors and donors who helped make the day so enjoyable. A special thank you goes out to the members of the Golf Committee who put the time in to make this event happen; **Bert Costa** and **Joe LaPalme** (Bedrock Granite Co.) and **Mike Cavallaro** (MC Designs, Inc.).

During the outing I had the chance to speak with **Dennis Caponigro** (A. Caponigro & Co.) and **Bob Naismith** (Naismith Construction, Inc.), two long time active members of the association. During the course of our conversation Dennis mentioned that his firm has been a member of the builders association for more than 30 years, they obviously are doing something right. Once again Bob Naismith donated a heavy duty radio to the raffle. To Dennis and Bob - we appreciate your ongoing involvement, your continuing support and look forward to seeing you at next years' event.

Our September meeting that featured Scott Robbins on "How to Grow Your Business" was well received with Scott offering some very valuable tips.

Upcoming events include a networking social being hosted by National Lumber on October 19th at the firm's Mansfield Kitchen and Bath store. We are also planning a session to review the changes being brought about by the pending 7th Edition of the Building Code for one and two family homes. The new 7th Edition will be going into effect in January 2007 and calls for some dramatic changes. We also have an OSHA workshop tentatively on the planning board for early December.

So that we might better serve your membership needs, over the coming weeks we will be delivering a brief survey to learn the membership's thoughts, wishes and topics that you want your Association to focus upon in the next year. Please take a moment to complete the survey and return it to Ron Costello.

One final thank you, if I may before closing, is to thank our Executive Director **Ron Costello** for his help in staging the golf outing. Ron consistently stepped in to fill voids that might have otherwise disrupted this very successful event. Too often Ron's efforts are overlooked by myself and others.

Warm regards, *Brian Dunn*

ON THE LEVEL

A Quarterly Publication of the

Bristol Norfolk Home Builders Association, Inc.

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Member Spotlight: Charles P. Magri West Wind Development Corp.

Norton – If you were asked to put a face on Bristol Norfolk Home Builders Association, you couldn't go through the list of names without mentioning **Charlie Magri**.

Born in Boston, Charlie holds an M.B.A. from Northeastern University, as a matter of fact, Charlie's three brothers are also Northeastern graduates. The father of two (Katie, 35 and Charlie, Jr., 32) and grandfather of two (Anthony and Andrew) has branched out from development and construction to home inspections. He is currently working under the "Home Team" banner, a successful company he started several years ago.



Immediate Past BNHBA President Charlie Magri (right) with current President Brian E. Dunn in this photo from November 2005.

A two-term President of Bristol Norfolk Home Builders Association, Mr. Magri also served as President of Builders Association of Greater Boston and Home Builders Association of Massachusetts. Through his work and his affiliations with the associations, Charlie Magri has become the "go to guy" for builders and developers seeking advice and counsel for projects. Prior to forming West Wind Development over a decade ago, Charlie was Principal of Charles P. Magri & Associates, a consulting and project management company.

Any article about Charles Magri wouldn't be complete without mentioning his wife of 44 years, Phyllis. Phyllis was truly Charlie's "better half" when he served as President of BNHBA preparing agendas, making names tags and working the reception desk for all meetings during his tenure. Phyllis says in his spare time, Charlie enjoys golf and yes – working.

And The Survey Says...

In order to fulfill his promise to make membership in BNHBA more meaningful, President **Brian E. Dunn** has requested that a survey be taken of the wants, needs and thoughts from members.

30 members have responded to the survey. Here are the highlights.

- ▶18 respondents want a monthly General Meeting.
- ▶18 respondents are most/very interested in housing information.
- ▶22 respondents are most/very interested in sales/marketing education.
- ▶17 respondents are most/very interested in financial/funding information.
- ▶22 respondents are most/very interested in innovative technology.
- ▶19 respondents are most/very interested in networking opportunities.
- ▶18 respondents are mostly/very/somewhat interested in business & tax information.
- ▶22 respondents are most/very/somewhat interested in social/entertainment.
- ▶25 respondents are most/very/somewhat interested in a "sit-down dinner" at our monthly meetings.
- ▶25 respondents are most/very/somewhat interested in holding monthly meetings at The Chateau, Norton.
- ▶24 respondents are most/very/somewhat interested in our quarterly publication, On The Level.

Thanks to all the members who took the time to let their association know their feelings.

If you are interested in the comments that went along with the responses, call Ron Costello at 508.543.2419 or e-mail at bnhba@naisp.net.



It doesn't look like much in this photo but Don and Steve Baker (Baker Construction) say when their new building is completed, it will give them significantly more room for D.A. Baker Construction and BNHBA as well.

A new home for BNHBA

Foxboro – Unless you are very involved in the day to day activities of BNHBA, you probably don't know that the Association is physically in transition. The office which was housed at Don Baker's office building at 2 Liberty Street in Foxboro has been moved to a very temporary location while new offices are being built at 65 Neponset Avenue, across from the Foxboro Company.

The 52' x 24' two story structure will not only be the new home to D.A. Baker Construction and Bristol Norfolk Home Builders Association but at least two more

tenants. According to **Steve Baker**, who is overseeing the construction project said, "We've got several people interested in locating here, hopefully the weather will remain good and we will be completed by mid-November."



While **Steve Baker** (D.A. Baker Construction) works out of a construction office at his new Neponset Avenue location, he also keeps a watchful eye on the progress on the new building construction.



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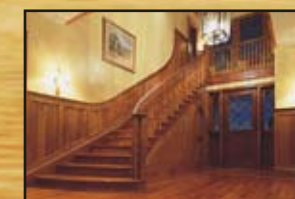
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Thank you...

A big THANK YOU to the individuals and companies that helped in making the 2006 BNHBA Golf Tournament the success it was.

Team #1 – **The Bank of Canton** - Brian E. Dunn, Joe Kulle, Pete DeIPrete & Tom Clancy.

Team #2 – **Norwood Cooperative Bank** - Larry Pitman, Todd Zell, John Galvani & John Crowley.

Team #3 – **National Lumber #1** - Mike McDole, George Mattos, Bob Terenzoni & Brian Robbins.

Team #4 – **National Lumber #2** - John Gearin, Richard Fedeoroff, Kevin Acheson & Andy Hopgood.

Team #5 – **A. Caponigro & Company, Inc.** - John Cloud, Pete Haviland, Dennis Caponigro & Steve Smith.

Team #6 – **Horner Millwork** - Jim Britland, Ron Secia, Wendell Nooth & John Pope.

Team #7 – **Stephen Issler & Sons** - Stephen Issler, Jr., Joe Sirois & Bob Zarembovicz.

Team #8 – **JT's Lumber #1** - Phil Pescarino, Sam Booth, Paul Murphy & Jim Tavares.

Team #9 – **JT's Lumber #2** - Al Cabral, Bill Fitz, Bill Meyerjack & John Ventura.

Team #10 – **Mechanics Co/operative Bank** - Joseph T. Baptista Jr., Nancy E. Stokes, Paul Santos & Mike Russell.

Team #11 – **Cape Cod Lumber** - Butch Thurston, Bruce Clark, Brian Jager, Rick Rockwood.

Team #12 – **MC designs, Inc.** - Mike Cavallo, Mike Wheller, David Izzo & Alan Kooris.

Team #13 – **Bedrock Granite Company, Inc.** - Joe LaPalme, Steve LaPalme, Andy Ferruche & Mark Watters.

Team #14 – **Bedrock Granite Company, Inc.** - Bert Costa, Mickey Valasquez, Ed McPhearson & Joe Medeiros.

Team #15 – **Maystar Realty Corporation** - Greg Spier, John Tumivicus, Dennis Baker & David Goold.

Team #16 – **Boro Sand & Stone Corp.** - Kenn Hansen, Kevin Lawless, Mark Sullivan & Russ Klowan.

Team #17 – **Pollis, McHoul & Associates** - Austin McHoul, Mark Blanchette, Al Hurder, & Bob McConchie.

Team #18 – **Dartmouth Building Supply**

Team #19 – **Naismith Construction, Inc.** - Bob Naismith, Scott Urban, Mike Silva & John Silva.

Team #20 – **Mozzone Lumber Company, Inc.** - Tony Travassos, Mike Saucier, Tim Cassidy & Tony Cassidy.

HBAM moves, too



The Home Builders Association of Massachusetts has moved its offices. **Linda S. Donato**, Executive Director says she is enjoying the new location, and invites members and non-members to stop by and see her new office.

Home Builders of Massachusetts

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ldonato@hbama.com

Ron's Ravings...



Foxborough – I've been very gratified by the number of compliments I've been receiving about our September meeting. While the accolades have been coming to me, the success of this meeting is entirely based on the old adage that "many hands lighten the load." In the case of our September conclave, kudos to:

Ann Marie Kurko – Check-In.

Al Hurder – Phone Calls to Rally Attendance.

Charlie Magri – Phone Calls...

Mike McDole – Phone Calls...

Larry Pitman – Phone Calls... and Raffle.

Richard Gagnon – Phone Calls...

Jason Delgado – Phone Calls...

Don Bryan – Phone Calls...

Kelli Kassor – Phone Calls...

Christine Zuendt – Arranging for the Speaker.

Charlie Magri – Induction of new Members.

Brian Dunn – Master of Ceremonies.

Greg Spier – Update on 7th Edition of Building Code.

Al Hurder – Raffle Tickets Sales.

Charlie Magri – Raffle Prizes purchases and Financial.

Ferguson/Daddario – Donation of Construction Radio.

Ron Costello – Members Survey Composition.

Christine Zuendt – Analyzing Survey Results.

While these people distinguished themselves, the success of September's meeting is a credit to the 44 attendees who took time to actively participate in trying to make a more positive environment for the creation of safe, decent workforce housing in Massachusetts. Not only did they spend time, but also put their money where their mouths are. These are the folks that focus on the solution side of the equation. They made a difference.

Peace, *Ron*

OSHA safety classes forming

Mark Wednesday, December 13 and Wednesday, December 20, 2006 on your calendar. The Occupational Safety and Health Administration (OSHA) will be holding safety certification classes. The classes will be held at The Bank of Canton's auditorium, 490 Turnpike Street (Route 138), Canton. The Classes will be held from 9:00 a.m. to 2:30 p.m. (Five hours per day for a total of 10 hours).



OSHA's safety certification is vital for contractors doing any work involving \$100,000 for more involving state and/or federal funding. The certification is also critical because most insurers require the OSHA certificate for the contractors they insure.

To learn more about the classes and to register contract Ron Costello at 508.543.2419 or check BNHBA's website at www.BNHBA.org.

Networking gathering a home run

Mansfield – BNHBA members and non-members were brought together on Thursday evening October 19, 2006 with a "Network Gathering" at National Lumber.

More than 80 building and construction industry professionals gathered at the Mansfield showroom of the lumber company. In addition to being treated to hot and cold hors d'oeuvres, there was plenty of cold beer and wine for the group.

National Lumber provided five \$100 gift certificates for raffle. "This event went well beyond any expectations I had," said BNHBA Executive Officer, Ron Costello. "**Elliott Kaplan, Margie Kaitz** (National Lumber owners) and **Mike McDole** (National Lumber sales manager) really extended themselves to make this event a huge success," added Mr. Costello.

On behalf of BNHBA thank you, National Lumber you guys really know how to throw a party!