

COMING EVENTS

May 16 & 17, 2007

New Member Recruiting drive

8AM - 4PM each day

BNHBA Headquarters

65 Neponset Avenue, Suite 3

Foxborough, MA 02035

May 31, 2007

BNHBA General Meeting, 5:30 PM

Dinner at the Chateau Restaurant, Norton

September 12, 2007

BNHBA Annual Golf Tournament

Poquoy Brook Golf Club, Lakeville, MA

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



BRISTOL NORFOLK HOME BUILDERS ASSOCIATION, INC.

65 Neponset Ave

Suite 3

Foxborough, MA 02035-2038

Visit us on the web at www.BNHBA.org

THINK

About This

“America is too great for
small dreams.”

- Ronald Reagan

Welcome to BNHBA

Creating Housing - The American Dream

We've added four new members to our growing ranks of construction and construction related industry professionals.

New BUILDER Member

Richard Hart

Hart's Enterprise, Raynham.

New ASSOCIATE Members

Timothy M. Johnson

Propane Plus, Rehoboth

Peter Colgan

Big Wholesale LandscapeSupply, Bellingham.

Daniel Congdon, Jr.

K & C Industries, Inc., Franklin.

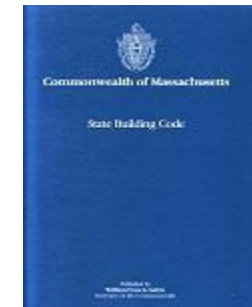


The official newsletter of the

Bristol Norfolk Home Builders Association, Inc.

It's here – finally!

Boston – Depending upon with whom you speak giving birth is easier than coming up with a Seventh edition of the Massachusetts Building Code for One and Two-family Dwellings. After months of delays due to myriad versions, the new code went into effect on April 1st. The good news for builders is that there is a six months overlap period where a contractor may utilize either the sixth or seventh edition of the state building code in the design and construction of a one and/or two-family structure.



Bear in mind that the “overlap” period ends on October 1, 2007. At that time, the only Seventh edition of the code will be effective for single and two-family housing projects.

According to several housing professionals who have seen and studied the new mandates, the updated code will add double the cost of windows and doors for new construction due to an increase in wind standards.

A substantial increase in labor costs is also expected by industry professionals because of increased intricacies in the construction process.

Seminars for the implementation of the new code are in the works, but only for Municipal Building Inspectors at this point. Classes for builders and contractors will be scheduled later this year.

Leff to address BNHBA

Mark H. Leff, president-elect of Home Builders Association of Massachusetts will be the keynote speaker at BNHBA's Installation Dinner. The event is slated for Thursday, May 31, 2007 at The Chateau-Norton, 222 Bay Road.



Mr. Leff is Senior Vice President of Construction Lending at Salem Five Cents Savings Bank. The father of two boys has been actively involved in a number of housing issues and organizations over the years and is a licensed builder.

HBAM's new president is expected to draw a large crowd, so if you are interested in hearing his views on the construction industry, make your reservations early by contacting Ron Costello at 508.543.2419 or register on-line at www.bnhba.org.

Visit us online at:

www.BNHBA.org

For more info on the Code...

For more information on the Seventh Edition of the Massachusetts Building Code, see BNHBA's website www.bnhba.org or check with the Massachusetts Board of Business Regulations and Standards at www.mass.gov.

From the Desk of the President



Greetings...

After a comfortable start to Winter, the temperatures have returned to more seasonal norms. A positive result of the warmer than normal start to Winter was a more active real estate market. We have seen a higher level of Purchase &

Sale agreements passing through the office and there has been a corresponding increase new loan proposals and requests. Likewise, area real estate brokers are reporting that traffic levels for showings and open houses have increased. While this activity certainly is not a harbinger of a return to the levels of 2004, early indications are that with interest rates remaining stable, properly priced houses should attract buyers in the coming year.

Throughout the past year the N.A.H.B. in its weekly newsletter has advocated a strategy for builders to increase their focus on the marketing of their properties. One aspect of this strategy has been for the developer to be more hands on in terms of dealing with the buying public, who better knows the selling points of his home than the builder who was involved in the property from the first day. This pro-active approach has been successful for several Association members and putting a face to the name rather than just "the builder" many times helps move a transaction along.

Marketing the Association and our members is a theme that the BNHBA Board of Directors discusses at each of our monthly meetings. In the next couple of months beyond our normal general meetings, the Association will be sponsoring several events that should be an opportunity for our members to expand their contacts and increase your chances for profit. The first of these meetings will be a networking night that National Lum-

ber will be hosting on February 28th at their New Bedford yard. Later in March, BNHBA will be hosting our annual New Products Night. Also happening in the latter portion of the Spring will be our second annual new member drive.

I look forward to seeing you and participating in these upcoming events.

Warm regards,

Brian Dunn

ON THE LEVEL

A Publication of the
Bristol Norfolk Home Builders Association, Inc.

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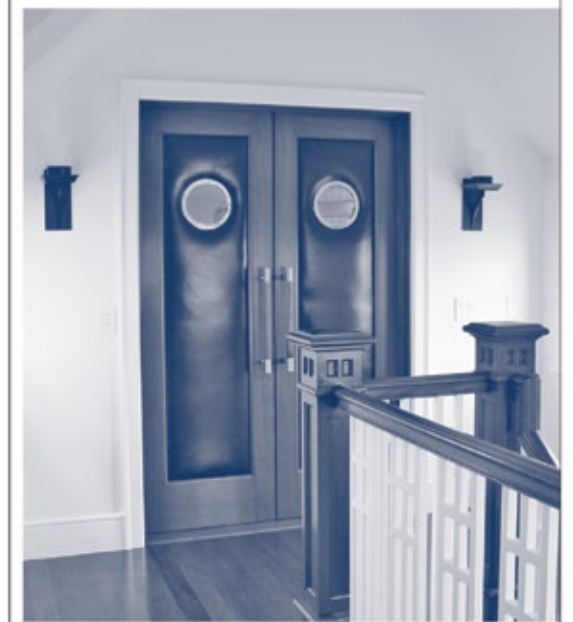
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Member Spotlight:

Mike McDole, National Lumber


Mansfield – We have all heard the phrase “He doesn’t know the word ‘no.’” If you could have the picture of an individual to go along with that phrase it would be the one above – **Mike McDole!** Newly promoted to a Vice President of Sales for National Lumber, Mike is a busy guy. In addition to managing a sales staff of 16 in the company’s south region (Boston, South Shore, Cape Cod, Rhode Island and Eastern Connecticut), Mike

serves on the board of directors of BNHBA.. Ron Costello, Executive Officer of BNHBA said, Mike “has been a diligent, loyal contributor to the many successes BNHBA has enjoyed.” Mike is also active



in the Rhode Island Builders Association as well where both he and National Lumber bring their philosophy of supporting local associations. “I guess the best way to put it,” said Mike, “Is that a rising tide floats all boats. If we want to do business with the industry we must support the industry in any way we can.”

The philosophy has paid off for both Mr. McDole and National Lumber with the company being the largest independent lumber yard in the northeast and Mike’s recent promotion to vice president. “I’m very blessed to have the faith and confidence of our owners to allow me make the decisions I feel will benefit the industry and in turn benefit National Lumber,” added 46 year old father of four grown children. Mike and his wife reside in Narragansett, Rhode Island.

Mike also offered an interesting fact. “40% of what goes into a new home comes through a lumber yard.” Mike McDole and the Kaitz family want that lumber yard to be National Lumber. 



Do business with member companies.
www.BNHBA.org

Members Making News

Joseph S. Mozzone, president and treasurer of Mozzone Lumber, Inc. has been elected to the board of directors of Mechanics Co/operative Bank. Both Mozzone Lumber and Mechanics Co/operative Bank are located in Taunton and both long-time members of BNHBA.

Joseph T. Baptista Jr. is promoted to president and chief executive officer of Mechanics Co/operative Bank. Prior to his elevation to president and C.E.O., Mr. Baptista was executive vice president and chief lending officer for the second oldest co-operative bank in the Commonwealth of Massachusetts.

Mike McDole, a director of BNHBA has a new title on his National Lumber business card. Mike was named vice president of sales. Dean Wagar of National Lumber was also named vice president of sales for the north region of the company. Mr. McDole’s responsibility will be for sales in the company’s southern region.

Christine Zuendt, of Mason & Mason Insurance of Whitman, has recently become the proud mother of a 7 pounds, 8 ounces baby girl, Sydney. While mother and daughter are reported doing very well, it is also reported that Christine has given baby Sydney an assignment as her assistqant on the BNHBA Program committee.

You are looking here, so will your potential customers.

To place your message here, call Ron Costello at 508-543-2419.




BNHBA’s new home on Neponset Ave, in the brand new facility that is shared with the owner and builder, also an active member and past President of BNHBA and HBAM, **Donald Baker** of D.A. Baker Construction.

A new home for BNHBA

Foxborough – One thing you’ve got to love about **Ron Costello**, BNHBA’s Executive Officer, is that when you ask him a question – you’ll get a straight answer. That being said, long-time BNHBA member and current director, **Don Baker** is grinning ear to ear these days. Why? Because Ron Costello has given a “big two thumbs up” to the Association’s new office in Don Baker’s new office building at 65 Neponset Avenue in Foxborough.

“The location is great,” said Mr. Costello, “We moved in here on January 16th – a great way to begin the new year and we’ve been settling in ever since.” The new office space is 350+ square feet – about 150 square feet smaller than the former office on Liberty Street. “Sure it’s smaller than our old office,” said Ron, “but it’s a much more efficient use of space.”

In addition to BNHBA, D.A. Baker Construction has moved its offices to the new site along with the practice of Dr. Paul Sanderson, a clinical psychologist. “Talk about an added bonus,” quipped Ron, “He (Dr. Sanderson) has come in handy on more than one occasion, especially with all the craziness surrounding the Seventh Edition of Massachusetts Building Code.” 

Take advantage of your Membership



Visit nahb.org/MA to learn more!




National Lumber’s newly appointed vicpresident Mike McDole welcomes BNHBA members and other guests to the company’s “Networking Night” in February.

National Lumber proves again it knows how to entertain

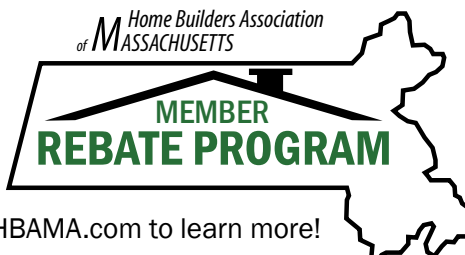
New Bedford – National Lumber and its Kitchen Views facility in New Bedford was the site of a gathering of more than 45 construction industry professionals on February 28th. Guests were treated to hot and cold hors d’oeuvres, beer, wine and soft drinks. Along with a chance for a lot of “shop talk”, the group was treated to a tour of the company’s state of the art manufacturing facility.

While those on the tour saw how technology has helped create high standards of safety and quality workmanship, they also learned that customer service is what sets National Lumber above and apart from its competitors.

The gracious hosts always seem to go the extra hospitality mile. Five attendees of the event won \$100 National Lumber gift certificates. Thanks National Lumber & Kitchen Views for hosting what everyone agreed was a great event. 

Builders get \$\$\$ for FREE!

Home Builders Association
of MASSACHUSETTS



Visit HBAMA.com to learn more!