



ON THE LEVEL

Newsletter 2015 OCT

SOUTHERN

"Professionals Committed To Excellence"

Healthcare Forum

at our NOVEMBER MEETING

Join us!
(info pg. 3)

ANNUAL SILENT AUCTION
(details start on pg. 4)

Thank You Renewing Members!

Lifetime Construction, LLC
42 Tanager Way
Litchfield, NH 03052
603-862-6415

L and M Construction, Inc.
Rick Mitchell
P.O. Box 556
Hampstead, NH 03841
603-329-5099

Tailored Living featuring Premier Garage
Bryan Coulombe
8030 South Willow St. B3 Unit 1A
Manchester, NH 03103
603-232-0117



SNHHBRA

2015-2016 Leadership

President

Sean Caron

Sentinel Insurance Group

Vice President

Bryan Coulombe

Tailored Living

Treasurer

Travis Terry

Travis Terry & Co.

Directors

Lynette Rogers

Homescapes of NE

Judy Powell

JL Powell Construction LLC

Jan Jacome

Crossroads Contracting

John MacKinnon

MacKinnon Construction

Jason Mlocek

Santo Insurance and Financial Services

National Director

Lynette Rogers

Homescapes of New England

National Alternate Director

John MacKinnon

MacKinnon Construction

State Director

John MacKinnon

MacKinnon Construction



NOVEMBER MEETING



*Join us at The Yard Restaurant
in Manchester, NH for our
November Meeting and
Heathcare Forum!*

Be Informed! Are You Ready For 2016?

Learn about changes in Health Care!

We are putting together a panel of experts to give you the latest information available regarding the upcoming changes.

WHEN

Wednesday, November 4th
6-8:00 pm

WHAT

NETWORKING-Health Care Forum
featuring Sean Caron of Sentinel Insurance Group
and a representative from Tufts Health Freedom Plan

Enjoy dinner buffet, cash bar, and 50/50 raffle!

WHERE

The Yard Restaurant
1211 South Mammoth Road
Manchester, NH 03109

COST

\$25.00 pp member/\$30.00 pp non-member

RSVP

Contact Lisa at 603-475-285
info@snhhbra.com

Reservations are required for this event and cancellations cannot be accepted after October 30th.

We hope to see you there!

Please bring a non-perishable food item for the local food pantry!



Ho Ho Ho.... Have you started your holiday shopping...?



Annual Silent Auction Holiday Social & Toy Drive

December 9th 6:00pm to 9:00pm

...no worries, we've got you covered!

Shop with us at the SNHHBRA Annual Silent Auction,
Holiday Social and Toy Drive!

SAVE THE DATE

Wednesday, December 9th

6-9 pm

Birchwood Vineyard Event Center

(formerly Promises to Keep)

Derry, NH

We're happy to announce our committee members:

Lynette Rogers-chair

Trish D'Alleva-Embroidme

Michelle Aprahamian-Palmer Gas-Ermer Oil

Bonnie Breen-Salem Cooperative Bank

Bryan Coulombe-Tailored Living

We couldn't do it without our dedicated members!

If you've never been to the auction you need to add this to your calendar this year. It's a whole lot of fun, there are incredible items to browse and bid on, we have delicious holiday fare and libations (cash bar), the holiday spirit is alive and well that evening as our members and the entire building community come together to ring in the holiday season.

We also invite the US MARINES-Toys for Tots to join in on the fun as they mingle with SNHHBRA members and collect toys for this very important charity. We'll be adding some new very FUN activities and raffles, guaranteed to be a fun night. We encourage our member businesses to buy/reserve a table to bring staff and spouses along.

Many other active SNHHBRA members are also involved in putting this all together:

Jan Jacome-Crossroads Contracting

Jason Mlocek-Santo Insurance

Mark Dawley-Raynor Door Authority

Sean Caron-Sentinel Insurance Group

In the coming weeks you may be hearing from our committee looking for items and sponsorships. Please consider donating an item that will highlight your business s and bring in a new customer (be creative - it can also be a service) or sponsor and get your logo out there in front of the bulding community!

❄ Use the Sponsor and Donation Forms on the next two pages to get started!



Annual Silent Auction
Holiday Social and Toy Drive
Wednesday, December 9th from 6-9pm
Birchwood Vineyard, Derry, NH
Formerly Promises to Keep



It's the most wonderful time of the year!

Platinum Sponsor - \$1200. _____
"Exclusive"

- Your large company banner prominently displayed proudly
- Company name/Logo/Photo recognition included in the slide show
- 6 mos. FREE 1/4 page ad in monthly newsletter (camera ready)
or 3 month FREE-2 slide space in our website home page banner rotation
- An opportunity to give your 5 minute commercial
- 4 tickets to the event

Gold Sponsor - \$750. _____

- 6 months of free business card size ad in the monthly newsletter
- Company name/Logo/Photo recognition included in the slide show
- Recognition from the podium as a sponsor of the event
- 2 tickets to the event

Silver Sponsor- \$500. _____

- 3 months of free business card size ad in the monthly newsletter
- Company name/Logo/Photo recognition included in the slide show
- Recognition from the podium as a sponsor at the event.
- 1 ticket to the event

Bronze Sponsor- \$150. _____

- 1 months of free business card size ad in the monthly newsletter
- Company name/Logo/Photo recognition included in the slide show
- Recognition from the podium as a sponsor at the event.

Company: _____ Contact : _____ Email: _____

Please call or email your pledge to Lisa 603-475-2855 or info@snhhbra.com.

Card Type: AMEX _____ MC _____ VISA _____ DISCOVER _____ BILL ME _____

Card Number: _____

Exp. Date: _____ Sec. Code (3 digit) _____

Name on card _____ Signature: _____

Thank you for your support!



Silent Auction Donation

If you would like to donate an item to our
Annual Silent Auction and Holiday Social
on December 9th at
Birchwood Vineyard Event Center-formerly Promises to Keep

Please complete the form below:

Name: _____

Company: _____

Phone: * _____

Item(s): _____

Item Value: \$ _____

- We can pick up your item prior to the event
- Please scan and email the completed form to info@snhhbra.com or call 603-475-2855 for more info
- We will also be collecting for TOYS FOR TOTS !!



Highlights from our



HARVEY
BUILDING PRODUCTS

October Meeting



Councilor Chris Sununu swears in our new SNHHBRA board of directors

Thank you Harvey Building Products!

Our October 7th meeting at Harvey Building Products was a great night for our local, featuring guest speaker NH Governor's Councilor and gubernatorial candidate Chris Sununu.

He explained the responsibilities of the Governor's Council and how it relates to our very unique structure of state government in New Hampshire. He emphasized the importance of NH citizens and businesses being involved in issues and the need for feedback to elected officials. Councilor Sununu encouraged our members to communicate with his office on issues affecting our industry.

We also heard from the Harvey Sales Team- Gene Poirier who welcomed SNHHBRA members and Mike Roy who gave us an update on Energy Star. Harvey Building Products has many showrooms around New England. If you were unable to attend the meeting, stop into one of Harvey's showrooms and see all the great products they offer to building professionals and their clients.

Kendall Buck NHHBA-Executive V.P. acted as moderator for our installation of officer's ceremony and the swearing in was performed by Councilor Chris Sununu.

We are pleased to announce the 2015-16 SNHHBRA officers and directors:

Councilor
Chris Sununu
swears in
our new SNHHBRA
board of directors



President

Sean Caron- Sentinel Insurance Group

Vice President

Bryan Coulombe-Tailored Living

Treasurer

Travis Terry-Travis Terry & Co., CPA

Directors

Lynette Rogers-Homescapes of New England

Jan Jacome-Crossroads Contracting

Judy Powell-J.L. Powell Construction, LLC

Jason Mlocek-Santo Insurance and Financial Services

John MacKinnon-MacKinnon Construction

Highlights from our



HARVEY
BUILDING PRODUCTS

October Meeting



Congratulations to our 50/50 Raffle winner Phil Messina who generously donated his winnings back to our association. Thanks Phil, much appreciated! [below]

Phil Messina-Messina Flooring-John MacKinnon-MacKinnon Construction
Jim Derderian-American Cabinet Corp., Paul Reid-Seamless Drywall
and Bill Gierhan-Mastic Home Exteriors



Thanks Bonnie Breen- Our 50/50 raffle ticket volunteer with Phil Messina-Messina's Flooring



Paul Domingue and Michelle Aprahamian
Palmer Gas-Ermer Oil



Chantal Demanche
InLaw's Construction, LLC
with Travis Terry
Travis Terry & Co., CPA



Randy Cook-Building Center Inc.
and Stephen Patt
Harvey Building Products



Lynette Rogers-Homescapes of NE
Chris Sununu-NH Governor's Council
and our host Gene Poirier Harvey Building Products



Henry Couture-East Coast Lumber
Ralph Huff-Huff Residential Designs
and Mike Barrett-East Coast Lumber

Highlights from our



HARVEY
BUILDING PRODUCTS

October Meeting



Outgoing president Lynette Rogers, who also serves as the chair of Hammers for Veterans

Our thanks go out to Lynette Rogers! She did a most outstanding job leading and representing SNHHBRA!



Congratulations to our new president Sean Caron of Sentinel Insurance Group - we wish him the best of luck as he takes over the helm of SNHHBRA!



Mike Roy
Harvey Building Products



Jason Mlocek-Santo Insurance
with Roger Demanche
(past SNHHBRA and NHHBA president)
InLaw's Construction, LLC



Paul Reid-Seamless Drywall
Jon and Ben Weigler-BHHS Verani Realty
and Henry Couture-East Coast Lumber

MEMBER SPOTLIGHT



Judy Powell
J.L. Powell Construction, LLC



Judy Powell, owner of J. L. Powell Construction, LLC, is celebrating her 12th year in business as a Design-Build firm specializing in new home construction, additions and garages. In addition to building new, J. L. Powell Construction handles remodeling projects as well and is a Lead Paint Certified Contractor.

Although as sole owner Judy wears all the hats, she focuses the bulk of her time on project management, design and sales. Her vast network of quality subcontractors and suppliers are a part of her team on every project.

Past projects have included new homes of quality and distinction in Castle Reach and Clarke Farm Estates in Windham. Currently, J. L. Powell Construction is building craftsman style custom and spec homes on the Seacoast in the town of Barrington, New Hampshire.

Judy has been a member of NAHB for many years and has served on the Board of Directors for the Southern NH chapter for five years including two years as Vice President. She has served on the Pinkerton Night Committee for the past several years and has also served on the Education committee.

As a complement to her construction business Judy is also a licensed REALTOR® in New Hampshire and Massachusetts for Keller Williams Realty. She welcomes any and all referrals in her newly expanded territory. Specialties include new construction, luxury homes, condominiums, estate sales and relocation clients.

On a personal note, Judy recently completed an ESOL Tutor Training Course and is now certified as a Literacy Tutor for the Literacy Volunteers of Massachusetts. She is currently tutoring a student from Brazil who is enrolled in a Master's program in psychology here in the U.S.

Judy operates her businesses out of her office in Windham, NH and can be reached by email: jpowell@jlpowellconstruction.com or phone: 603-303-6270.



**SANTO INSURANCE
& FINANCIAL SERVICES, INC.**



HARVEY
BUILDING PRODUCTS



NHHBA Member Rebate Program

www.HBArebates.com



What would you think if you could get a rebate for your loyalty to many of the nation's leading housing industry Manufacturers? Well, now you can regardless of your volume!

We're happy to introduce the NHHBA Member Rebate Program, a free member benefit, aimed at increasing your bottom line. For the minimal effort of informing us about the products you use, and telling us when you close on a home or project, you'll be putting money back in your pocket.

When you participate in the NHHBA Member Rebate Program, every home you build can earn you rebate checks! Remember, both Builders AND Remodelers qualify for the NHHBA Member Rebate Program. **Over 70% of the Builders & Remodelers who participated last year received back in rebates more than they paid in annual dues to the Association!**



The Member Rebate Program is a **free** member benefit of the State HBA that is available to all active Builder and Remodeler Members. Visit HBArebates.com for all the details!

You can also find them on Facebook at facebook.com/MemberRebateProgram

NOVEMBER 12, 2015



AREA 1 CAUCUS

*Join Builders, Remodelers, Associates and EO's & Staff
to learn, share and network*

November 12, 2015
11:30 am - 4:30 pm
\$35 per person

Devens Common Center
Spring Hill Suites Marriott
31 Andrews Parkway,
Devens, MA

11:00 – 11:30
Registration

11:30 – 12:15
Lunch

12:15 – 1:05
Keynote: Kermit Baker

1:15 – 2:00
Roundtable Discussions
(Builder/Associate/EO's)

2:15 – 3:05
Keynote: Sue Hawkes

3:15 – 4:15
Area 1 Business,
Federal Legislative Update,
Greg Ugalde, Candidate
for NAHB 3rd Vice Chair

KEYNOTE SPEAKERS:



Kermit Baker,
Senior Research
Fellow at the Joint
Center for Housing
Studies at Harvard
University and the
Project Director of
the Remodeling
Futures Program.

Baker is also the Chief Economist for the American Institute of Architects in Washington, D.C. In this capacity he analyzes business and construction trends for the U.S. economy, and examines their impact on AIA members and the architectural profession.

Billie Kaumaya
NAHB Government Affairs
Update on federal issues that affect home builders, remodelers and home building industry service providers.



Sue Hawkes,
MIRM, President,
The Collaborative
Companies, Boston
Ms. Hawkes is a
recognized leader
in the new
construction
industry, consults

throughout the country, and is a regularly featured speaker at the National Association of Home Builders (NAHB) annual convention. She served on the NAHB Executive Committee, as Chairman of the New England Builders Conference, and as Trustee of both the Institute of Residential Marketing and the National Sales and Marketing Council, the latter of which she has chaired. In 1995, Ms. Hawkes was awarded the NAHB "Bill Molster Award" for industry excellence, the highest honor awarded by the NAHB.

R.S.V.P. BY NOVEMBER 6, 2015

Name: _____

Name: _____

Name: _____

Name: _____

Name: _____

Phone: _____

Contact Company: _____

Email Address: _____

☐ Check Enclosed (checks made out to: **NAHB Area 1**)

☐ Charge My: ☐ Master Card ☐ VISA ☐ American Express

Cardholder Name (Print): _____

Card Number: _____ - _____ - _____

Amount of: _____ Exp. Date: ____ / ____ CVV

Billing Address for Credit Card: _____

City: _____

State: _____ Zip: _____

Signature: _____

Contact Eric Person 860-563-4212

eric@hbracentralct.com

Register online at: www.hbracentralct.com/events

Return form with payment to the HBRA of Central Connecticut, Inc.,
2189 Silas Deane Hwy., Rocky Hill, CT 06067. Phone: 860-563-4212.

You may also fax to 860-563-3709 or email to eric@hbracentralct.com

SORRY! No cancellations unless received more than 48 hours prior to event. No-shows will be billed.

Calendar Of Events 2015

The key to success in our association is attending meetings and connecting with other building professionals.

November 4th **NETWORKING**-Health Care forum, heavy appetizers, beer, wine, 50/50 raffle
GET SMART SPEAKER- Sean Caron of Sentinel Insurance Group

The Yard Restaurant-Atrium room (rear)
 1211 South Mammoth Road
 Manchester, NH



December 9th **Annual Silent Auction-Holiday Social-Toy Drive- 6-9 pm**
ITEMS AND SPONSORS WANTED!
 Birchwood Vineyard Event Center (formerly Promises to Keep)
 199 Rockingham Road
 Derry, NH
 Great Holiday fare, cash bar, silent and live auction items

2016

January 13th **JOINT Networking meeting with Greater Manchester Nashua HBA from 6-8pm**
 Enjoy expanded networking opportunities, the museum's interactive exhibits,
 delicious hot and cold appetizers from award winning Chef Keri Laman
 of Tidewater Catering, raffles and more

Aviation Museum of NH
 27 Navigator Road
 Londonderry, NH

February 3rd **Celebrate Chinese New Year with us! Always a crowd favorite!**
NETWORKING-delicious all you can eat Chinese Buffet, cash bar, 50/50 raffle
GET SMART SPEAKER-Travis Terry CPA-get tax tips before you file your return!

Chief Wok Restaurant
 224 N. Broadway
 Salem, NH

March 2nd **POWER BREAKFAST**- Learn all about Google and HOUZZ in an in-depth 8:30-
 10:30 am 1 hour seminar feat. **GET SMART SPEAKER**-Joanne Randall of Sprout
 for Business-**NETWORKING**-raffle-a MUST for you and your marketing staff!

LOOKING AHEAD

March 17-19 **NH State Home Show-Radisson Hotel, Manchester NH**

April 6th **17h Annual Pinkerton Night- more details to be announced**

May 4th **Monthly meeting-Key Stone Carvings, Hudson NH**

June 13th **Annual Golf Tournament & Southern Summer Sizzler at The Windham Country Club**

National Association of Home Builders

Put your
membership
to work now.

Money-saving discounts
that benefit you, your business,
and your family



NAHB Career Center



nabh.org/MA

**ADVERTISE
HERE!**



**Rates start as low as
\$15.00 per month!**

Contact Lisa for more information
info@snhbra.com

Our monthly publication is seen by hundreds of business professionals statewide!



Our rates are affordable and every ad helps support our local association!

Like Your Local!



Like us on
Facebook
[click here!](#)



OCT. Southern New Hampshire Home Builders & Remodelers Association

2015 P.O.Box 495 | Londonderry, NH 03053