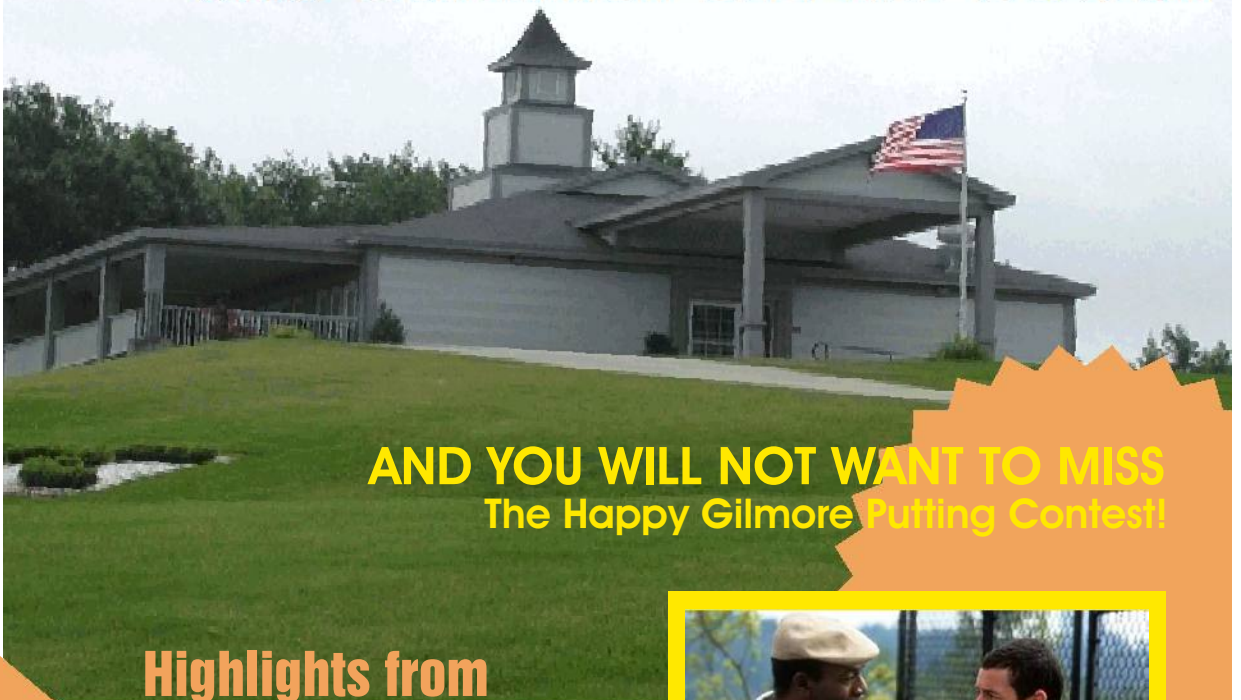


**SOUTHERN**

*"Professionals Committed To Excellence"*

# 15th Annual Charity Golf Tournament and Summer Sizzler Social



**AND YOU WILL NOT WANT TO MISS**  
The Happy Gilmore Putting Contest!

**Highlights from  
our April Meeting!**

page 6



**Join us Monday June 13!**

details page 3

## *Welcome New Members!*

Enterprise Bank  
David J. Twiss - affiliate  
8 High Street  
Andover, MA 01810  
978-656-5718

Granite State Hydroschild, LLC  
Paul Muckerheide  
180 Stage Road  
Hampstead, NH 03841  
603-496-6398

## *Thank you Renewing members!*

Santo Insurance and Financial Services, Inc.  
Jason Mlocek-affiliate  
224 Main Street, Suite 2A  
Salem, NH 03079  
603-890-6439

Dube Plus Construction  
Lori Langan  
10 Bricketts Mill Road  
Hampstead, NH 03841  
603-329-5077



# SNHHBRA

## 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



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

## Golf Volunteers wanted!

NETWORK and enjoy a day outdoors with area building professionals!

Contact Lisa at [info@snhhbra.com](mailto:info@snhhbra.com)



# 15th Annual Charity Golf Tournament and Summer Sizzler Social To Benefit Hammers For Veterans

**June 13th**

12:15pm registration  
Windham Country Club

You can't beat a day on the golf course with friends!

**Non-golfers - Dinner and Networking**  
**\$35.00**

Enjoy 18 holes, cart, hot dog lunch, BBQ dinner, live entertainment, awards and prizes.

Get your company name out there in front of area building professionals.

And be sure to enter the Happy Gilmore Putting contest!

Show your support of our association and NH's veterans in need!

**PLEASE SPONSOR!**

*(see next page for more information)*

**Single players**  
**\$135.00**

**Foursome**  
**\$520.00**

**Thanks to our GOLD and EVENT sponsors!**



**east coast lumber**  
BUILDING SUPPLY COMPANY

**[www.eastcoastlumber.net](http://www.eastcoastlumber.net)**

*Helping to Build Communities Since 1976*



**BERKSHIRE  
HATHAWAY**  
HomeServices  
Verani Realty



# ***Southern's Summer Sizzler***

**Let's get together to  
celebrate summer!**

**This is the last meeting of the  
season so let's enjoy some great  
drinks, food, NETWORKING and  
LIVE entertainment!**



**Monday, June 13th**

**Cocktails and entertainment  
start at 5:30pm**

**Enjoy a steak and Chicken BBQ with  
delicious sides, and a cash bar.**

**Cost is \$ 35.00 pp member/guest**

**\$40.00 pp-non member**

**Reservations are required!**



***Meet us at the  
Windham Country Club  
out on the deck!***

**Contact Lisa at  
[info@snhhbra.com](mailto:info@snhhbra.com)**



*Sponsored by:*



**Prepayment is appreciated,  
we accept all major credit  
cards.  
Cancellations cannot be hon-  
ored after June 4th as we must  
guarantee numbers.**





**SNHHBRA Annual Charity Golf Tournament &  
Summer Sizzler Social at the Windham Country Club**  
*Monday, June 13th-registration begins 12:15-1:00pm*  
*To benefit "Hammers for Veterans"*

\_\_\_\_\_ Single Player \$135.00 \_\_\_\_\_ Foursome \$520.00

Fee includes: 18 holes of golf, cart, golf balls, driving range, tees, giveaways, BBQ lunch,  
Awards dinner, prizes for 1st, 2nd, 3rd place teams and contest holes.

Player #1: \_\_\_\_\_ Players Card \$25.00 \_\_\_\_\_

Player #2: \_\_\_\_\_ Players Card \$25.00 \_\_\_\_\_

Player #3: \_\_\_\_\_ Players Card \$25.00 \_\_\_\_\_

Player #4: \_\_\_\_\_ Players Card \$25.00 \_\_\_\_\_

Contact Information Name: \_\_\_\_\_  
Company Name: \_\_\_\_\_ Telephone # \_\_\_\_\_

**Corporate Sponsorships Available**

Gold and Silver sponsorships include:

*A foursome with cart, name listed on signage and your company logo on the table tents.*

**GOLD-** (limit one)- Ability to hang your company banner and speak from the podium.  
Your company will be highlighted in the June newsletter along with a one year (business card size) ad.  
\$2000.00- **SOLD-East Coast Lumber**

**SILVER-** 6 month (business card size) ad in the newsletter. \$1250. 00-

**BRONZE-** 2 players w/cart-3 month (business card size) ad in the newsletter \$750. 00-  
(additional 2 players \$200.00 w/cart)

**Other sponsorships:**

\_\_\_\_\_ -Hole in One \$500.

**SOLD-**Putting Green Men \$200. (prize) **Ins. Solutions**

\_\_\_\_\_ -Putting Green Women \$200. (prize)

**SOLD-** Dinner Sponsor \$250.-**Edward Jones**

\_\_\_\_\_ -Logo on Players Card pack \$150.

\_\_\_\_\_ -Beverage Sponsor (logo/sign) \$200.

**SOLD-**Golf Tees (logo on bag) \$100. **Proulx Oil**

**S-SOLD-** Single Hole or Green \$125.

\_\_\_\_\_ -Longest Drive-Women \$225.(prize)

**SOLD-**Closest to Pin Men \$225. (prize)- **FW WEBB**

\_\_\_\_\_ -Closest to Pin-Women \$225. (prize)

**SOLD-**Longest Drive-Men \$225. (prize) **Platinum Spray**

**SOLD-** Lunch Sponsor (logo/sign) \$175. **Am. Cabinet**

\_\_\_\_\_ - Beverage Coozie (single color logo)\$250.

\_\_\_\_\_ -Logo on golf ball sleeves \$100.

*If you aren't playing golf, but would like to attend the Summer Social \$ 35.00 pp \_\_\_\_\_  
5:30 pm-NETWORK on the deck, delicious Grilled Steak and BBQ chicken dinner-cash bar*

*Registration is easy, just complete this form and mail or email it to Lisa*

SNHHBRA -P.O. Box 495, Londonderry, NH 03053 or [info@snhhbra.com](mailto:info@snhhbra.com) Call 603-475-2855

*All golf fees must be prepaid, we welcome credit card payments and checks.*

Charge to Credit Card: \_\_\_\_\_ MasterCard \_\_\_\_\_ Visa \_\_\_\_\_ Discover \_\_\_\_\_ AMEX or Check \$ \_\_\_\_\_

Acct. # \_\_\_\_\_ Exp. Date: \_\_\_\_\_ 3 digit \_\_\_\_\_

Authorized Signature: \_\_\_\_\_ Print Name: \_\_\_\_\_





SNHHBRA members enjoyed a wonderful evening at Key Stone Carvings on May 4th, including NETWORKING, food, beverages and a tour of their large stone cutting facility and showroom. A demonstration of their new 5 axis CNC saw was the highlight for many, it's very impressive to say the least.

Tom Brothers from Liberty Mutual spoke briefly on

“managing subcontractors” and gave members some tip and pointers to be sure they have their bases covered when hiring subcontractors with regards to liability insurance. Many thanks to Tom!

Thanks again to Freddie Pihl and Dee Dee Hawxhurst for hosting our May meeting!



Travis Terry-Travis Terry & Co. CPA  
with SNHHBRA President-Sean Caron



Sarah Ayer and Jon Goulet-Home Innovations Corp.  
with Trish D'Alleva-Embroidme Salem





**Key Stone Carvings new 5 axis CNC saw**



**Freddie Pihl- Key Stone Carvings, Inc.**



**Russ Collins-Home Innovations Corp  
with Bryan Coulombe-Tailored Living**



**Judy Powell-JL Powell Construction, LLC  
and Paul Krukoni-KBRCO**



**Michelle Aprahamian-Palmer Gas and Oil with  
Jon Weigler and Maggie Verani of BHHS Verani Realty**



**Tom Brothers-Liberty Mutual Insurance GUEST SPEAKER  
and Nick D'Alleva-Embroidme Salem**





**Key Stone Carvings new 5 axis CNC saw in action!**



**Joanne and Jan Jacome-Crossroads Contracting**



**Paul and Cheryl Muckerheide  
Granite State Hydrosield, LLC**



**Jim Derderian-American Cabinet Corp.  
with John MacKinnon-MacKinnon Construction  
and Paul Reid-Seamless Drywall**



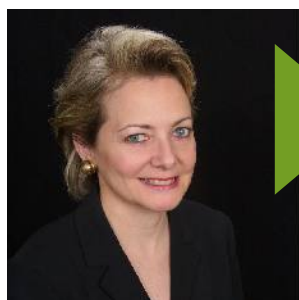
**Bonnie Breen-Salem Cooperative Bank  
with Mike Carroll and Stacy Degulielmo-American Cabinet Corp.**



**Laura Gauthier-Liberty Mutual Insurance  
with Jason Mlocek-Santo Insurance**



# MEMBER SPOTLIGHT



**Judy Powell**  
**J.L. Powell Construction, LLC**

Judy is the founder and owner of J. L. Powell Construction, LLC, a design-build firm specializing in new home construction, additions and garages. In addition to new construction, J. L. Powell Construction handles remodeling projects as well and is a Lead Paint Certified Contractor. Along with her team of quality subcontractors, Judy is a "hands-on" builder focusing the bulk of her time on day-to-day project management, design and sales. Past projects have included new homes of quality and distinction in Castle Reach and Clarke Farm Estates in Windham, and craftsman style custom and spec homes on the Seacoast in the town of Barrington, New Hampshire. The company is now building in North Salem, New Hampshire.

Judy has been a member of NAHB for many years. She has served on the Pinkerton Night Committee for the past several years, has served on the Education committee and has served as Vice President of the Southern NH chapter for two years. She is currently serving a 6<sup>th</sup> year on the Board of Directors for the Southern NH chapter.

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 either state. Specialties include new construction, luxury homes, condominiums, estate sales and relocation clients.

Judy is also certified as a Literacy Tutor for the Literacy Volunteers of Massachusetts and meets weekly to teach English to a foreign student.

Judy operates her businesses out of her office in Windham, NH and can be reached at [jpowell@jlpowellconstruction.com](mailto:jpowell@jlpowellconstruction.com) or 603-303-6270.

## NHHBA Member Benefit Q1'16 Claim Deadline Extension

Hello!

I have some exciting news to share with you! The 1st Quarter deadline for rebate claim submission has been extended to Friday, May 27, 2016! This provides all of your Builder and Remodeler Members an extra week to claim their completed residential addresses from January 1, 2016 through March 31, 2016.

Please pass on the GREAT News to all of your Builder and Remodeler Members!

I attached a full page flyer and provided some helpful links below. Feel free to cut & paste the helpful links below and spread the word!

If you need anything additional, please let me know.

**Member Rebate Program – Q1'16 Claim Deadline Extension!**

**Don't Leave Money On The Table!**

Builder & Remodeler members can claim for any completed residential addresses from January – March 2016 that used any of our 50+ Manufacturer brands.

The deadline to submit has been extended to May 27th.

[www.HBArebates.com/claimform.html](http://www.HBArebates.com/claimform.html)

[www.facebook.com/MemberRebateProgram](http://www.facebook.com/MemberRebateProgram)

Builder Testimonials: <http://bit.ly/1HQGSef>

Webinar Schedule:  
[www.HBArebates.com/webinar.html](http://www.HBArebates.com/webinar.html)

Registration:  
[www.HBArebates.com/registration.html](http://www.HBArebates.com/registration.html)

**Member Rebate Program Tutorial Videos:**  
[www.HBArebates.com/tutorial.html](http://www.HBArebates.com/tutorial.html)

**Member Rebate Program Claims Process:**  
[www.HBArebates.com/claimsprocess.html](http://www.HBArebates.com/claimsprocess.html)

Best Regards,

Kim

Kim Klein  
Member Rebate Program  
[www.HBArebates.com](http://www.HBArebates.com)  
Direct - 732-612-3865

<https://www.uberconference.com/hbalocals>

# ATTENTION BUILDERS AND REMODELERS:

Do you want to start getting money  
for products you already use?



The Member Rebate Program is a free member benefit of your State Home Builders Association that is available to all active Builder and Remodeler Members.



The Member Rebate Program rewards Builders & Remodelers for using any of the 50+ participating manufacturers.

It's as easy as  
1-2-3 to participate!

- 1) Register
- 2) Submit a Rebate Claim
- 3) Receive a Rebate Check!

Visit [www.HBArebates.com](http://www.HBArebates.com) to Register & Claim

Call us Toll Free: 866-849-8400

Or visit our website: [www.HBArebates.com](http://www.HBArebates.com)

"Like" us on Facebook for more information: [www.facebook.com/MemberRebateProgram](http://www.facebook.com/MemberRebateProgram)



OVER 70% OF  
PARTICIPANTS RECEIVED  
MORE THAN THEIR ANNUAL DUES  
TO THEIR ASSOCIATION LAST YEAR!

The average rebate per Builder/  
Remodeler company who  
participated in 2015:  
**\$1,178.12**





## OSHA Announces New Recordkeeping Rule Regs

May 12, 2016

The Occupational Safety and Health Administration (OSHA) on Wednesday announced it has issued its final electronic recordkeeping rule.

The rule requires covered industries, including construction, that are employers with 250 or more employees to electronically submit their 300, 300A and 301 forms to OSHA on an annual basis. Construction industry employers that have between 20 and 249 employees are only required to electronically submit their 300A annual summary forms. HiRes

OSHA will provide a secure website for the transmission of this information. The rule allows for certain redactions to be made, such as employee names, addresses, and health care provider information.

Additionally, the rule includes provisions that require employers to inform each employee of their rights to report injuries and illnesses and how to do so, and inform them that they may not be retaliated against for reporting injuries or illnesses.

In 2014, NAHB strongly encouraged OSHA to withdraw its electronic recordkeeping proposal because the association believed it was merely a statistical means to collect data without demonstrating any evidence that it would effectively reduce workplace injuries and illnesses.

After initial review, it appears that the final rule contains some of the same problematic requirements that NAHB identified in comments submitted to OSHA during the rulemaking process.

NAHB believes that OSHA has failed to show any

benefit for administering the electronic recordkeeping rule to improve tracking of workplace injuries and illnesses, specifically in the construction industry, and the rule lacks justification as to how the submission and publication of this data will improve workplace safety.

NAHB believes that housing the data—the accuracy and quality of which is dependent on a number of factors—online has the potential to cause harm if made public.

This final rule becomes effective on Jan. 1, 2017, except for sections 1904.35 (employee involvement) and 1904.36 (prohibition against discrimination/retaliation), which become effective on Aug. 10, 2016.

Employers must submit their OSHA 300A annual summaries by July 1, 2017. The requirements for the submission of 300 logs and 301 reports do not take effect until 2018, with those forms being due on or before July 1, 2018. Beginning in 2019, the forms will be due by March 2 every year.

It's important to keep in mind that these new regulations do not add to or change an employer's obligation to complete and retain injury and illness records under the Recording and Reporting Occupational Injuries and Illnesses regulation. The final rule is available in the Federal Register at:

<https://www.federalregister.gov/articles/current>

NAHB staff is currently reviewing the 72-page rule and plan to provide members with more information in the coming weeks. Contact Rob Matuga with questions or comments at 202-266-8507.

# Improving Our Labor Shortage



From Niles Erickson's Blog  
Erickson Construction Hudson, NH



## A good place to begin

Good news! The unemployment rate is down and the housing market continues to recover. Homeowners throughout the region want to increase the size of their living spaces or update their homes. Business is good. However, will our local businesses be able to keep up with the demand? An on-going issue most businesses are facing is a labor shortage. So what can we do to help tackle this dilemma?

One step in the right direction is reaching out to our local youth and keeping them updated and interested in our trades industry. In doing just that, the Southern New Hampshire Home Builders and Remodelers Association recently hosted their annual event in Derry, NH at Pinkerton Academy's Center for Technical Education (CTE).

It was a great turnout and successful event, and it was promising to see the younger generation interested in the trades. However, is there more to be done?

There are a number of vocational high schools throughout New Hampshire, offering courses from heavy duty mechanics to the building trades, and from basic woodworking to electrical engineering. These public schools have been providing such courses for years now, and with current circumstances being as they are, perhaps it's time local businesses start taking more interest.

Not every vocational school offers the same courses. Finding out the specifics of each school can be done via their websites. Or if you want to get involved quickly, take it one step further by reaching out to their respective directors and teachers. Inquire about the number of students they have enrolled in their courses, what challenges they face in developing their programs or students, and are they in need of any resources, tools or equipment?

Perhaps it's also a good idea to inquire about being a guest speaker of sorts, introducing the latest technology used in the field or presenting them with case studies and asking for input from the students on how to address a real life issue. It would also be a good idea to reach out to other local businesses in the area and get them involved, providing the students with a variety of resources and options.

The overall goal with reaching out to local vocational schools and students should be to peak their interest, keep them motivated, and assure them there are plenty of exceptional, well-paying, challenging jobs waiting for the right candidates to emerge and take them. In an industry which is struggling to find qualified candidates, reaching out and taking the initiative is a much needed step in the right direction.

Many thanks to Niles for sharing this with our members!



# Calendar Of Events 2016

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

June 13th

Annual Golf Tournament and Southern Summer Sizzler  
Windham Country Club  
Windham, NH

Play 18 holes  
Enjoy dinner, awards and live entertainment

Non-golfers are welcome to attend the after party and BBQ dinner

Contact Lisa [info@snhhbra.com](mailto:info@snhhbra.com)



June 24th

A night at the Fisher Cats  
Hosted by Greater Manchester Nashua HBA  
7:05pm game vs. Harrisburg  
Private 3rd base party deck  
All you can eat buffet-Pulled pork, brisket, chicken, delicious sides  
and a fireworks show after the game!

Tickets are \$40.00 each

Contact Lisa-603-672-6090 or [info@gmnhbra.com](mailto:info@gmnhbra.com)

Friends, family and staff are welcome, the more the merrier!

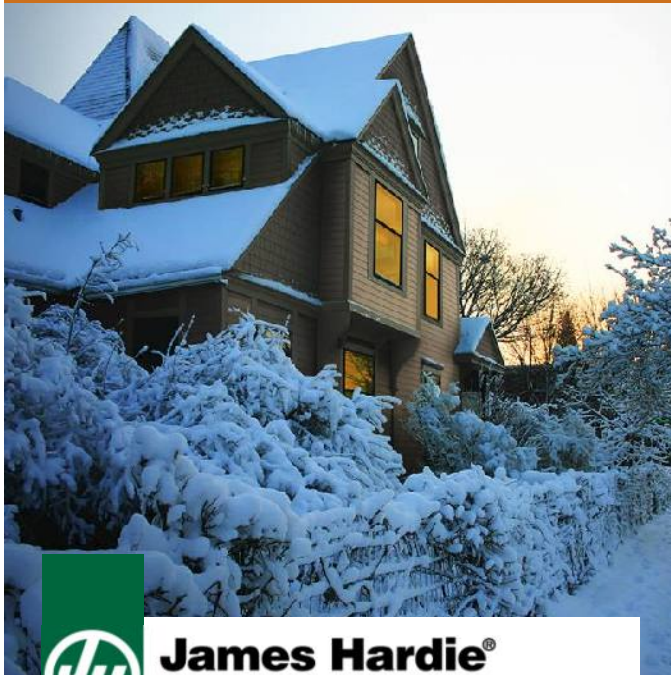


BERKSHIRE  
HATHAWAY  
HomeServices  
Verani Realty

[berkshirehathawayhs.com](http://berkshirehathawayhs.com)



 **CROSS**  
INSURANCE  
[crossagency.com](http://crossagency.com)



**James Hardie®  
Building Products**

[jameshardie.com](http://jameshardie.com)



**east coast lumber**  
BUILDING SUPPLY COMPANY

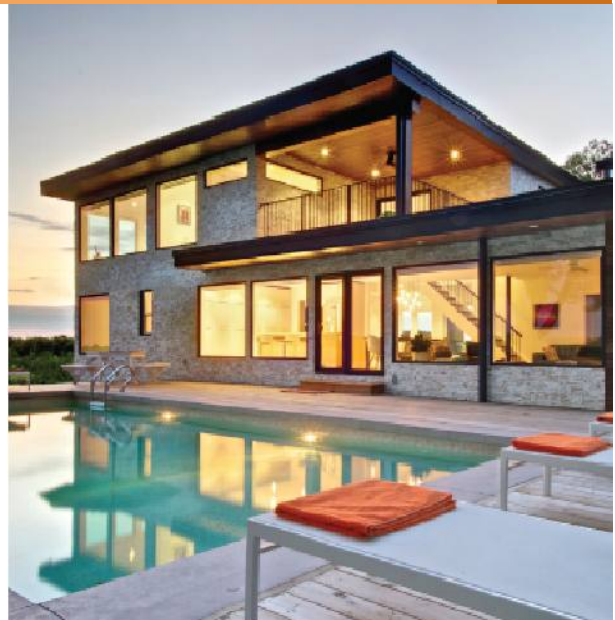
[www.eastcoastlumber.net](http://www.eastcoastlumber.net)

*Helping to Build Communities Since 1976*



**CROSS**  
INSURANCE

[crossagency.com](http://crossagency.com)



## Special Houzz Benefits for NAHB Members

Are you getting the most out of Houzz? With our new NAHB strategic alliance you should be!

35 million people use Houzz every month to build and remodel their homes, making Houzz the place to be to showcase your work, build your brand, and reach new clients.

NAHB Member Benefits Include:

- Free access to Houzz Concierge Service for one-on-one support
- Special pricing on local advertising to reach homeowners in your area that are looking for your services
- Up to 10% off Houzz Shop products

→ Learn More at: [houzz.com/NAHBmembers](http://houzz.com/NAHBmembers)



**MAY** Southern New Hampshire Home Builders & Remodelers Association

**2016** P.O.Box 495 | Londonderry, NH 03053