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Did you know that...

Bristol Norfolk Home Builders Association, Inc. was originally known as the Attleboro Home Builders Association. The association was re-named in 1992 when it was reconstituted.

We now have 90 members:

- 41 are Builders
- 47 are Associates
- 2 are Affiliates



Join us and enjoy the benefits, too!

BRISTOL NORFOLK HOME BUILDERS ASSOCIATION, INC.

2 LIBERTY STREET
SUITE 1-C
FOXBOROUGH, MA 02035-2438



Visit us on the web at www.BNHBA.org

Creating Housing - The American Dream

Takin' the oath



New NBHBA members (l to r) **Shaun Finnegan, Phil Pescarino & Roy Nelson** take the oath of membership as administered by **Charles P. Magri**, Past President & Treasurer. Welcome aboard, gentlemen, we're happy you're with us!

THINK

About This

"I have never seen a monument erected to a pessimist."

- Paul Harvey



ON THE LEVEL

The official newsletter of the

Bristol Norfolk Home Builders Association, Inc.

Look at us now!

To keep you, our members better informed and to reach out to others in the housing industry about the good work being done by Bristol Norfolk Home Builders Association, you'll notice our new look!

Beginning with this issue, On The Level will become a quarterly publication of BNHBA giving us an opportunity to provide you with news of our organization and what's going on with the housing industry in our area.

"We've had a number of meetings over the past several months about how to better reach our existing membership and how to attract new members to our ranks," said **Brian E. Dunn**, 2005 - 2006 President, BNHBA. "Expanded coverage of the professional and social activities of our association local along with information our members can use to improve their businesses is the goal of this quarterly effort," added Mr. Dunn.



Since we won't meet again until January, let us be the first to say

Happy Holidays

A good time had by all!



Guess who the winner of the best costume award was? Our gracious host and bartender **Don Baker**, D.A. Baker Construction, wasn't trying to steal the banana to make daiquiris, but just wanted to take a break from making sure all were amply "watered".

Thanks for a great time, Don and Sandra!

Happy New Year 2006?

Will the good times stop rolling for home builders in the new year? Maybe if you listen to the projections *Toll Brothers*, *KB Home* and *Pulte Homes*. Toll Brothers, Inc., the Philadelphia-area based construction giant has cut its sales forecasts for 2006 citing delayed openings for new developments and less demand in several of its markets.

Shares of *Toll Brothers* stock have fallen nearly 14% making Wall Street nervous about the health of the housing sector. *KB Homes*, another mega-builder, has seen its stock drop 5.5% and *Pulte Homes* lost 8.9%.

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From the Desk of the President

Greetings!

With the holiday season virtually upon us, it never ceases to amaze me at how quickly a year goes by. Consequently, it's also a new year for BNHBA. I am privileged to serve as your president this year. As we've already seen, the construction industry faces more and more legislation, high costs for materials, high costs for fuel, insurances, etc. Basically it's getting tougher and tougher to make a buck.

That's why now, more than ever, our association is critical to our individual and collective businesses. The old adage of there's strength in numbers is true, that's why this new, revamped, expanded of this and future editions of ON THE LEVEL is being sent out to not only our existing membership, but to the entire listing of businesses in our 2005-06 Resource Guide for Housing Professionals. We need to grow membership in order to keep ours a viable industry.

A big THANK YOU to **Kelli Kassor**, Builders Appliance Supply, Walpole for her very generous sponsorship of our November meeting at Signatures Restaurant, North Attleborough. Thanks, too, to **Steve Mitchell**, Ferguson/J.D. Daddario, Franklin who has already signed up to sponsor a spring meeting. Please consider sponsoring a meeting or taking an ad in our new and hopefully improved ON THE LEVEL.

Thanks in advance for your support,

Brian Dunn

Brian Dunn

The next General Meeting is on
January 26, 2006.
Hope to see you there!

Visit www.BNHBA.org for details.

MEMBERSHIP HAS ITS
PRIVILEGES
508.543.2419

Happy New Year 2006? [Continued from Front Page]

A strong housing market has been credited for supporting the economy over the past several years. Now, with mortgage rates steadily rising to their highest level in the past six months, concern by Wall Street, the mega-builders and maybe even the small builder may be well founded.



A Quarterly Publication of the

Bristol Norfolk Home Builders Association, Inc.

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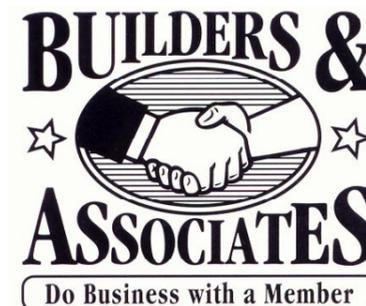
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Member Spotlight

No, he isn't a member of BNHBA, but in future issues of ON THE LEVEL, you'll have the opportunity to get to know some of your fellow members as we turn the BNHBA Spotlight on them.

Have a suggestion for a Member Spotlight? We'd love to hear from you.



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Always the Lobbyist



He's always on the job. During the recent Halloween Party held at the home of **Don and Sandra Baker**, D.A. Baker Construction of Foxboro, our Executive Officer **Ron Costello** dressed the part of a Beacon Hill lobbyist. He even tried to sell Sandra Baker on the idea that joining B.N.H.B.A. makes good sense.

Save the date!

March 29, 2006 is
New Products Night

New Products Night, an annual BNHBA event for the past several years, will continue next year. **Al Hurder**, Hurder Homes is planning and will be promoting this years New Products Night. The expo, which features the products and services of our members and representatives from related industries will be held at Signatures Restaurant, Kelly Boulevard (Route 152), North Attleborough.

New Products Night has been traditionally well-attended by members and guests. It's the opportunity to get in front of existing and potential customers.

If you'd like to be an exhibitor, have any questions regarding the event or would like to be a sponsor, call **Al Hurder** at **508.695.3100**.

Don't wait too long though - tables are very reasonably priced and exhibitor space goes fast!