



B.C.B. Gazette



March 2010 1151 Titus Ave., Rochester, NY 14617 Office: 585.338.3600 Fax: 585.467-3740 www.the-bcb.net

OOPS!



IMPORTANT OPPORTUNITY

The BCB has been working with Lee Loomis, the NYSERDA Energy Smart Communities Coordinator for the Finger Lakes Region, to assist in connecting our membership with opportunities to become participating contractors in the NYSERDA Home Performance with ENERGYSTAR programs. The enclosed flyer describes a March 26, 2010 informational mini-seminar, at the Cornell Cooperative Extension, 249 Highland Ave. Where you can learn more about the benefits of participating in these programs for you and your customers.

CONDOLENCES

We would like to offer our sincere condolences to Betty Weis, the BCB's past vice president and long time board member on the passing of her husband Vince.

NEW LEAD RULE INFO

Hopefully by now most contractors know that effective April 22, 2010 the EPA's Lead Renovation, Repair and Painting rule governing the work professional remodelers do in homes built before 1978 goes into effect.

Contractor's businesses will have to be certified and in addition an employee will also need to be a Certified Renovator. The employee will be responsible for the training of other employees and overseeing work practices and clean-up.

The training required is an eight hour class with two hours of hands-on training. The certifications are valid for five years. A Certified Renovator must take a four hour refresher course to be recertified. Contractors doing lead work will have to give to the homeowner a EPA "Renovate Right" brochure and have them sign the form included in the booklet.

There are many rules the contractor must follow among them are: warning signs must be posted and containment structures erected to prevent spreading dust, etc. Records of the project must be kept by the contractor for three years.

The BCB has arranged **FREE** training for its members through Environmental Education Associates (EEA) To register go to their website at: www.environmentaleducation.com. Then select date desired (if available) and call the EEA office at 585-783-1465 Ext. 1 to register.

If the FREE classes become full the BCB is working with EEA to conduct further classes at a reduced cost to its members. **Register NOW!**

Five Questions Asked by Contractors Regarding the Lead Paint Rule

1. Do I need to start testing for lead paint on April 22, 2010? No. You probably should start testing sooner. Because any jobs you have in progress (sold, or pending installation) are automatically subject to the new laws on that date.

2. Does my company need to be registered with the Environmental Protection Agency as a renovation firm? Yes. And do it now- the EPA can run up to a 90 day delay on approvals-if you will be performing home improvement work on houses built before 1978. The application at www.epa.gov/oppt/lead/pubs/toolkits.htm is easy to fill out. The fee is \$300, and registration is good for five years.

3. Should my installer be registered with the EPA as a renovation firm? Yes, if your installers are being treated as independent contractors. (1099) It is suggested that they also register as the law does not distinguish if the person performing the work has been hired by the consumer or general contractor.

4. Can I tell before I visit the house if there's lead paint? Yes, to a degree. If you can determine that the house was built after 1977, then there's no lead paint. You can enter the home's address at: www.HouseAgeCheck.com a national data base of public and private "year built" information. Also check county records or tax assessments. Keep the info in case of an EPA audit.

5. Will siding work trigger lead paint laws?

Not always. Where siding is applied over an existing wall or painted surface through the use of fastening devices considered to be a renovation under the law. But if the sub-surface or wall is being modified or removed prior to the siding being applied, or the work is disturbing soffit or fascia, then you need to treat the job as subject to the lead paint laws.

Note: customers will be aware of the law!

Better Contractors Bureau, Ltd.

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PRESIDENT'S MESSAGE

The Home Fair Expo 2010 is over an unfortunately the weather did not cooperate. The snow storm on Friday and having to shovel out on Saturday kept many people home. Sunday did pick up however and it seemed that the people who did come were seriously looking for home improvements instead of just coming for something to do. I talked to some exhibitors who said they got some great leads.

Cystic Fibrosis made over \$7,500 and were extremely grateful to all the exhibitors who donated to their silent auction. They came to my booth and personally thanked us for donating a garage door opener.

Every year there are factors that effect the show attendance. Last year it was the economy, but I still sold fifteen jobs from the show. A lot of times I get calls six months later from people who said they stopped by our booth. One member was telling me that they got several leads and then on Monday after the Expo they received two calls from people who did not even sign up for an appointment at the show who wanted estimates. I know that I will be sending in my deposit for next year and I hope that a freak snow storm won't hinder other exhibitors from doing so also. Being a member of the BCB and participating in the Home Fair Expo are inexpensive ways to keep your name out there and to let people know you are a reputable company with the backing of the "Watchdog" of the industry. Thank you for your continued support!

Michelle Tracey Stundtner
BCB, President

NEWS RELEASE

David Cerrone, Matthew Brodman and Scott Brant, all from Fitch Construction, Inc. based in Penfield, NY recently took the two day installation Masters class at the Four Seasons Sunrooms in Holbrook, NY.

Installation Masters was prompted by the U.S. Dept. of Energy (DOE) and developed by the American Architectural Manufacturers Association (AAMA).

The program is a nationwide training and certification program for new construction and replacement installers of windows and exterior glass doors in residential and light commercial markets.

The installation Masters training and certification program is an important and exciting tool being offered to installers of windows and doors all across the country.

The program is specifically designed to help installers install products according to manufacturer's installation methods, improve energy efficiency, work more efficiently, optimizing both time and energy and maximize product benefits for happier and healthier customers.

David, Matt and Scott all successfully completed the two-day program and test. The certification not only helps them in their business but insures the consumers they deal with that they are dealing with contractors that are very knowledgeable of the business and the products they sell.

NOTICE !

The BCB year ends on March 31, 2010 and with that it also means that the two year term of office of the present officers will expire. If anyone wants to nominate a candidate for President, Vice President or Secretary they may do so by sending in their choice with twenty-five member signatures supporting their nominee. Nominations to date are: Michele Tracey Stundtner current President to continue for a second two year term, Tim Galli, current Secretary to move up to VP, Dave Marshall Secretary and Mike O'Connell, CPA to continue as our permanent Treasurer.

HOME SHOW REPORT

Well the BCB annual Home Fair Expo show is now over and for the first time in 26 years we got hit with a snow storm which hurt our attendance. But the attendees that did brave the storm were serious buyers and many exhibitors indicated that they got some quality leads. One exhibitor in particular who sells a panel to save customers on their electric bill said he sold over 50 of them at \$399 each and was thrilled with the show.

All in all the show went well with the exception of a few problems. For the first time ever a large overhead door was damaged in the Dome but the exhibitor was gracious enough to admit it and it will be paid for by him through his insurance. We weren't so lucky on the two exit doors that were also damaged in the Dome, as no one would take responsibility for those.

We had some disgruntled exhibitors in Minette Hall who were in the center aisle and were upset about the closeness of the vehicles that were there to their booths. This was an unfortunate first time occurrence, as the show decorator made a mistake in measuring the aisles and did not leave enough room in the center aisle as in prior years. Although we would insure the center aisle would be corrected next year we feel that even at a loss to the BCB of \$2,000 we will no longer place any vehicles in the aisle.

The show dates for next year are **Feb. 25,26,27,2011.** Mark the dates and if you will be participating next year be sure to send in your **\$100** deposit per booth by **April 30th** to reserve your space. Reservation forms have been mailed out so don't delay reserve NOW!!



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