



CELEBRATING  
55 YEARS

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## **President's message: The market always has, and always will, come back**

November 12, 2009 - Rhode Island

I begin my second term as president of the Rhode Island Builders Association amid great economic challenges for our state and for our industry. But I also begin at a time of great opportunity for our members.

There are definite signs of recovery in the housing market. Sales are up and people are more confident. Yes, prices are down, the supply of existing homes is up, and credit is still tighter than it used to be. But the bottom line is made up of three facts: People will always need places to live. People will always need to maintain and improve the places they live in. And we are the ones who do the building and the remodeling.

The market always has, and always will, come back.

We also have seen something of Darwin's "survival of the fittest" in our industry. Those contractors who were prepared for tough times through education, through good business practices, and through planning ahead and using good sense have survived. Those who were unprepared may have not.

Your RIBA membership has been a prime survival tool for many reasons. Education is one of them, and strengthening our educational programs has been a prime goal of my administration. RIBA offers seminars and courses on many critical subjects on a regular basis. Whether you need your OSHA-10 course, your lead-safe classes and certification, or just need to sharpen your business skills by taking in a program by one of our expert speakers, you can turn to RIBA.

I can't let the subject of education pass without praise for our hardworking Remodelers Committee. Joe Cracco, Mike Artesani Jr., Sam Brusco, Steve Fitzgerald and Dean Martineau have worked hard to bring you speakers of local and national prominence on critical business subjects on an almost monthly basis.

Speakers this year have included national names such as Shawn McCadden and Alan Hanbury, along with local experts on many subjects. And the Remodelers Committee has a great series of events planned for 2010 as well.

Our other officers, committees and staff also work hard every day to bring you other survival tools. These include everything from RIBA's constant legislative and regulatory monitoring and lobbying, to our evolving insurance programs.

On the matter of insurance, special thanks are due for the unceasing hard work of Ken Jones, chairman of our Workers' Compensation Committee, who is now working with the Renaissance Group to craft a new, cost-effective and creative insurance plan for our members.

It's all held together on a day-to-day basis by our executive director, Roger Warren, a true professional who works with our dedicated staff, often behind the scenes, to keep RIBA effective and running smoothly. Next time you see Roger or any of our staff members, be sure to say "thank you!"

I thank all our members for your confidence in returning me and my team to office for the 2009-2010 year. I pledge to work for an even stronger RIBA so it can continue to provide you with the survival tools you need, and with the tools to prosper in the better times to come!

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