

## Beyond the Blueprint Builder Panel

Just one week before the shutdown, over 150 members attended the March membership meeting at Giovanni's in Darien, to hear three HOBI winning builders discuss their winning projects and their individual approach to company success.



**Luigi Altamura, Altamura Homes, Peter Sciaretta, Hemingway Construction & Randy Sullivan, Gatehouse Partners**

Fairfield County led the state in permits last year at 2,360, Fairfield was the only county to see a decrease in sales price of 5%.

Builders have been challenged by onerous town regulations, an anemic new home market, existing home depreciation, and consumers who prefer to rent rather than buy. Luxury clients also expect much more, and want to pay much less. And yet, each of the three builders on our panel tonight has found his own unique route to success.” - Joanne Carroll

While many builders have shied away from the risk involved in building spec homes, **Luigi Altamura** has been successful building & selling luxury homes in Darien and New Canaan. He won 4 HOBI Awards for a \$3.8 mil New Canaan spec home, which sold close to asking price last November.



**Randy Sullivan**, Gatehouse Partners, has been very successful attracting high end new construction and renovation clients. Gatehouse entered the HOBI Awards for the 1st time last year, and won several HOBI Awards for a \$3 million + gut remodel in Greenwich.



**Peter Sciaretta**, Hemingway Construction - Hemingway has been winning HOBI Awards in custom & spec homes and remodeling for over 20 years! In 2019, Hemingway won awards for a spectacular exterior remodel of a Weston home, as well as for a show kitchen in another Weston home.



Moderator, Joanne Carroll, opened the presentation with these remarks:

“The global economic fallout from the coronavirus epidemic and its effect on the S&P and the supply chain is just the latest in a myriad of issues Connecticut builders have had to deal with.

Housing permits in CT dropped from a high of 11,800 in 2005 to 5,100 permits statewide in 2019. And although

**Fairfield County HBRA President Anthony DeRosa and EO Kerry Brun**



The HBRA partnered with some of our 2020 VIP Partners and hosted a food drive to benefit local Connecticut Food Banks from May 20 - June 15. Members offered various locations as drop sites for all goods.

**County TV**

2770 Summer Street,  
Stamford, CT 06905

**HBRA Offices (Lobby)**

2228 Black Rock Turnpike,  
Fairfield, CT 06825

**Pella-Monroe**

220 Monroe Turnpike,  
Monroe, CT 06468

**Interstate-Greenwich**

184 South Water Street,  
Greenwich, CT 06830

**Ring's End-Darien**

181 West Avenue,  
Darien, CT 06820

**PWBC members at the event**



## COVID 19 – Two Months We Will Never Forget *(continued)*

### Peter Sciarretta, Hemingway Construction

From FaceTime to Zoom to organized dial in conference calls – for City/Town Building Inspections, for client site inspections, for construction weekly meetings: technology Apps are performing well and proving to be effective and efficient business tools.

#### Active Residential Projects: Darien – Addition & Alterations Stamford – Addition & Alteration



#### Rowayton – Remodeling



#### Westport – Major new additions and renovations including historic preservation for an existing estate on 14 acres.

#### Have you experienced supply chain disruptions?

We are seeing longer than normal lead times on custom or specialty supplies and YES, we have seen out of stock with no ETA available.

#### What are you projecting for the summer and fall?

We are projecting a stable summer and fall. Once clients with contracted projects feel confident that the environmental is safe, we will commence at a full go. During this time, we are focusing on the organizing, designing and preparing projects - including preordering and storing on-site.

### Gault Stone



Our contractor counter sales are all being done out of a window now.

### Propane Pete, Hocon Gas

“I am so busy all over the state.

All of our builders are busy.

We are making deliveries, doing installations and servicing, but our showrooms will remain closed until they open the state.”

One of Hocon’s builder clients, Eric DeLaurentis, owner of DeLaurentis Developments, had this to say about Propane Pete: “I recommend “Propane Pete” Battaglio from Hocon Gas for all your propane needs. I met Pete a few years ago from a referral through another contractor.

His communication and response time to my needs in this fast-paced business goes a long way. He has come through for me countless times, and has never disappointed. He is not only a great business partner, but I would call him a friend as well. Thank you “Propane Pete”

*(continued)*