



LONG ISLAND
BUILDERS INSTITUTE

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FEBRUARY 2023 Issue Volume 100

LIBI News

Libi's List

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LIBI held it's 2nd General Membership Dinner Meeting of 2023 at Stonebridge Country Club on February 15th.



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Michael Florio

CEO's Report

HOUSING NEEDS A CENTRAL FOCUS IN NY

If you have been paying attention to the news lately, you might notice that housing is a major focus of today's policy debate. Most of us have known for a long time that we have a housing crisis on Long Island. Too often, we hear more and more of our friends and family moving away because of Long Island lacks both a diversity of housing choices and a supply of affordable housing. I'm sure everyone knows someone whose kids wanted to stay here, but couldn't find a place or who has a friend or relative who bolted for Florida, the Carolina's or another southern or western state which are more affordable.

Stories like this is why Governor Kathy Hochul has made housing a centerpiece of her 2023 legislative agenda. According to the US Census, over the past two years, New York State has led the nation in outmigration, losing more than 400,000 people during that time period. To help reverse this pattern, Governor Hochul has laid out an ambitious plan that calls for building 800,000 new housing units across the state over the next decade.

To achieve this goal, on Long Island, each municipality would be required to grow their number of new units by 3% over a three-year period. Additionally, the area ½ mile around each LIRR station would be rezoned to increase density.

Further details of the Governor's plan include:

- A locality would get 1 point for new units, 1.5 points for revitalizing an abandoned unit and 2 points for affordable or supportive units.
- If the locality failed to hit their 3% goal or make a good faith effort to hit that goal, then a Fast Track process would come into play. A good faith effort would consist of doing two of the following five preferred actions: permitting accessory dwelling units, facilitating lot splits, removing certain restrictive zoning, allowing certain density levels over a portion of previously developed areas, and rezoning a specified amount of commercial areas to also allow for housing. Localities' enactments of preferred actions would not be subject to state or local environmental

review.

- If a locality met its three-year goal or fulfilled the good faith effort, they would not be subject to the Fast Track approval.
- A developer could utilize the Fast Track process, if the locality failed to meet its goals of take preferred actions.
- This bill requires downstate cities, towns, and villages to amend their zoning and other land use tools to increase the average housing density within half a mile of any non- seasonal LIRR rail station.
- This density requirements in these zones would be:
 - o Within 15 miles of NYC: 50 units/acre
 - o 15-30 miles from NYC: 30 units/acre
 - o 30-50 miles from NYC: 20 units/acre
 - o 50+ miles from NYC: 15 units/acre
- Rezoning will be exempt from state and local environmental review processes
- The state would establish a \$250 million fund that can be utilized to assist communities with infrastructure improvements to support housing. An additional \$20 million fund would be created to help with planning and development.

The ability to maintain, control and have a say in what happens in our own communities is a very important aspect of local government on Long Island. Thus far, the thought of having Albany dictate how local communities control their own zoning has met sharp resistance from local officials who have organized several press conferences to oppose the Governor's plan.

The state budget is due on April 1st and we can expect the debate to continue until the final moments. LIBI has met with representatives from both the Governor's office and with many of our local officials to hear the ideas from all sides. There is no denying the need for increased housing, but how we get there and the details of the plan are critically important to get right.

LIBI will be proposing recommendations we feel could help streamline the creation of new housing units and we will be actively involved in helping to shape a policy that is best for our industry and for our local communities here on Long Island.



Vincent Calvosa

President's Report

Here we are into the second month of 2023 and LIBI is off to an amazing start. Our new CEO Mike Florio is settling in nicely as well as our new Admin Toni Ann Sorrentino.

I want to begin by extending a huge THANK YOU to our members for really showing their support this year in regards to the yearly marketing sponsorship packages. The amount of enthusiasm this year is truly overwhelming, bringing our sponsorships to a level never seen.

Our February 15th General Membership Dinner Meeting at Stonebridge Country Club was very well attended. We were honored to have Babylon Supervisor Rich Schaffer in attendance as well as NYSBA's EVP Mike Fazio. They addressed the membership on issues facing the industry. We also welcomed in new members and I am happy to announce that our membership numbers are climbing faster than falling so that is a testament of the great work our Membership & Networking Committee are doing.

Our newly instituted committees are off and running. If you have not joined a committee at LIBI, I highly recommend you take time to do so. We have something for everyone so when you see a meeting notice on the Friday Member Letter, take some time and check out one or more.

I was extremely pleased with the turn out we had for our 1st Young Professionals Committee Meeting that was held in the LIBI office on Thursday, February 23rd. We had a lot of input and I believe this is going to be a productive and very educational committee for the next generation of the building industry here on Long Island. If you want to be part of this, we will be meeting the last Thursday of every month at 3:30 PM in the LIBI office.

Our Women of LIBI Committee continues to be a great success, with additions to the committee at every meeting. We had presentations from some experts in their fields at our last meeting and we hope to continue the momentum.

The first meeting of our newly re-invigorated Remodelers Committee is happening on Thursday, March 2nd at 11:00 AM in the LIBI office. We are confident this committee will have the same high energy and enthusiasm as the Young Professionals Committee.

Our East End Committee is beginning to grow some "legs". We are in the process of forming the basics and bringing in new East End members. We will be focusing on issues that affect the East End of Long Island.

Our Annual Home, Trade & Remodeling Expo is right around the corner! This year's expo will be on Thursday, March 30th from 3-8 PM and we are back at the Hilton L.I. We hope you will take time to come to the show and visit with your fellow members. The show is another networking opportunity and I recommend you take a booth, if you haven't already done so. I strongly urge our LIBI Board of Directors members to stay after the board meeting, walk the show, and show your support of our associates that have spent time & money to exhibit. I believe it is every member of the LIBI board's duty to show appreciation and visit with the exhibitors.

I continue to work with Mike Florio on Governor Hochul's new housing plan. We are sitting down with local officials in hopes of reaching a mutually beneficial agreement. Our voices will be heard. Stay tuned for updates as they come along.

In closing, I want to once again thank you for the opportunity to represent you as your LIBI President. I hope to meet and exceed the expectations put before me.

Associate Council Report



Robert Cartelli
President



Beth Howard-Price
Vice President



Anthony Confredo
Secretary



Chad Lerner
Coordinator

We are pleased to report that we had a well-attended Associate Council meeting at Villa Lombardi's on February 1st, 2023. Way to start the year off strong!

We heard from a variety of speakers including several builders and a public official.

We would like to give a special thank you to our sponsors, P.C. Richard & Son Builder Division, TRITEC Real Estate and The D & F Development Group.

LIBI President, Vincent Calvosa, addressed the council and spoke of some key initiatives for 2023. One of the many exciting initiatives is the addition of several new committees. We will be introducing and encouraging the participation and growth of the Young Professionals Committee, the Remodelers Committee, and a Women of LIBI Committee. We welcome all associates' participation as we help grow these new committees.

Keith McNamara, AVP discussed how vital it is for builders to give their feedback to the trade associates. We need to continue to work on member retention and how we can best support all our members.

The relationship between the builders and the trade associates continues to be a vital part of LIBI's strength and a place where associates can bring a notable add value to the organization.

Lois Fricke, Operations Director, spoke about upcoming events for 2023. Our year is filled with engaging events, some new and some old but all exciting and fun and a great way to interact with other members of the associate and builder membership. We welcome corporate sponsorships for all upcoming events. Please speak to the LIBI office if interested in sponsoring an event or how you can get more involved.

Mark your calendars for LIBI's Trade Expo at the Hilton Long Island on March 30th. Please reserve your space as booths and tables are filling up fast. Long Island Home Builders Care Inc. is working with a non-profit, Canine Companions whom will be featured at the Trade Expo. Canine Companions places service dogs with veterans with disabilities at no charge. More details to follow on this great cause.

Other upcoming events include the Annual Dinner Dance on May 5th honoring Steven Krieger, Past President and Keith McNamara, Past Associate Council President at North

Hills Country Club. Thank you to Steven and Keith for their tremendous efforts leading the organization in 2022.

LIBI once again will be having two amazing golf outings. The first will be held on May 15th at the North Hills Country Club. This outing will feature not only golf but tennis, pickleball and bowling! Our second outing will be at our ever-popular Baiting Hollow Golf Club and The Rock on September 19th. Once again softball will be offered to those that don't play golf. Come out for some golf, drinks, dinner and networking with other trade associates and builders.

Our CEO, Mike Florio, discussed the state mandate concerns about rezoning and overriding control. He reiterated the need to expand membership and value. He also talked about work force development and working to create BOCES partnerships.

Our Membership & Networking Committee led by Jon Weiss, Debbie Davey and Anthony Confredo introduced the B.E.A.M. (Builders Employing Associate Members) award. More to follow as this program evolves. Currently there are 657 members with 2 pending.

Alan Kennemer and Keith McNamara of Community Outreach discussed the Kulka Islip Project and encouraged the membership to attend the March 1st hearing. Davin Kulka and Barone Management gave insight into the development of their 130,000 square foot storage facility in Syosset and another logistic project in Hauppauge that's approximately 38,000 square feet.

Peter Florey and The D & F Development Group have several upcoming projects as well. They are located in Wyandanch, Bellport, Rockville Center and Freeport.

Mike Bonacasa gave some background on Red Rock Industries and some insight into their North Bellmore project.

Thank you to our guest speaker, John Kennedy, Suffolk County Comptroller.

For more information on the above-mentioned projects and how to contact the appropriate person, please call the LIBI office.

We look forward to seeing you at our next Associate Council meeting which will be held on Wednesday, March 1st at Villa Lombardi's.

Membership & Networking Committee Report



Jon Weiss
Chairman



Debbie Davey
Co-Chair



Anthony Confredo
Co-Chair

Happy February! We hope you're enjoying this builder friendly weather. Hopefully you're all strategizing on how to assist our organization through the growth of membership. Myself, and my two co-chairs, Anthony Confredo and Debbie Davey are aggressively continuing to achieve our current 2023 goal of 700 members. It will take effort from all to achieve this, but membership growth is essential to the expansion of our organization. The larger we become, the louder we roar.

We were excited to recognize Liz Nachman of Brandable Marketing as our January's Committee Member Spotlight. Liz is truly an amazing person and goes up and beyond to help with recruitment and retention. Thank you Liz!!

In soliciting new members we find it prudent to highlight the benefits that accompany the membership. The builder and Associate network runs deep and is stacked with quality companies that are more than willing to work and do business within the LIBI circle. It should also be noted that our lobbying arm is the strongest and most

vocal voice in our industry. LIBI has been a major asset in getting many projects, both large and small, pushed through the deep thicket of bureaucracy that exists in our community and ensuring the existence of many construction jobs and creating many more.

As most of you are aware, our LI Builders, Home, Trade & Remodeling Expo is back for 2023. Booths sell out very quickly so don't delay. The date for the Expo is Thursday, March 30th and we are back at the Hilton L.I. This is a good way to further network and display your goods or services to other members.

Lastly, my involvement in the membership committee continues to be exciting and challenging. I look forward to others taking up the challenge and assisting myself and my co-chairs in exceeding our 2023 membership goals. Please feel free to stop by the LIBI office and see how you can get more involved in the membership drive as well. See you soon.



Associate of the Month



Debbie Davey

DD Agency LLC have been members of LIBI since 1991. Since joining Debbie has been a staunch supporter of LIBI and works tirelessly to promote and build membership. In 2002, she was the Associate Council Vice-President and was elected to the LIBI Board of Directors in 2003. She has served on numerous committees including Dinner Dance, Community Outreach, Hall of Fame and BEAM but her main focus was and remains Membership. As an Ambassador of Membership, she strives to make our new members feel welcome and "show them the ropes". Debbie is a driving force behind our Membership Drives, keeping everyone on their toes to recruit new members.

Debbie is a regular at all our dinner meetings and events. You can be sure Debbie will "hit you up" to buy some raffle tickets at one of our golf outings.

Adding to her extensive involvement in the organization, in 2019 Debbie was elected to the LIHBC, Inc. Board of Directors, as well as heading up the new Women of LIBI Committee with Jen Devito.

LIBI is a stronger voice in the building industry because of dedicated members like Debbie.



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Remodelers' Council



Caleb Haniquet



Gina Jarese



Kurt Smith

We are starting the year off with some great news. LIBI is bringing back the Remodelers' Council for 2023! Long Island Builders Institute has and continues to strive to increase our accomplishments and involvement throughout all aspects of the building industry. The enclosed or attached list of accomplishments are some of the proudest accomplishments thus far, and we look forward to increasing involvement, and working on solutions that are representative of all of our members that create this great organization we all cherish.

LIBI is committed to growing the Remodelers' Council, with clear intentions to advocate for the changes that are necessary throughout this sector of our industry. Through educating, advocating and representing all sectors of our industry, we look to gain legislative support to preserve and

improve significant aspects of our industry. The Construction Field is one of the top employment fields present on Long Island, with an astonishing amount of Remodeling companies throughout Nassau and Suffolk Counties that rely on this industry to support their families, communities, and local economies.

The Remodelers' Council is grateful to have the full support of our new Chief Executive Officer, Michael Florio, as well as our President, Vincent Calvosa; both who stand behind the remodelers fully and thoroughly. The goals of this council are to support the remodelers of LIBI, assist the remodelers in understanding how LIBI functions overall, and stand as an open dialogue for the remodelers of Long Island to find solutions to the issues and obstacles we are all facing, along with a call to action and plan of how to implement changes with the full support of the LIBI organization and all of its members.

We encourage any and all members who are interested in being a part of the changes they would like to see implemented in the industry to take a stand, join and support this council, and bring your ideas, problems and obstacles to the table if you want to see the changes in the industry. Whether it is related to permitting issues, OSHA concerns, general business operations, or a desire for general education in the remodeling industry, the Remodelers' Council is looking for support and members to join to make this Council as effective as it can be. Remodelers, we heard you, we hear you, and the time for change is now.

Young Professionals' Council



Paolo Pironi



Gina Jarese

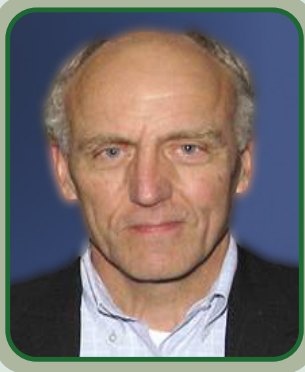
We are proud to announce the formation of LIBI's Young Professionals' Council for 2023.

The Young Professionals' Council's goal is to embrace peer to peer learning while learning and growing from one another from the ground up. As young business owners or employees, we strive to bring new ideas and inspiration to the building industry, while bridging the gap between what has been done for years, with new innovative approaches to the building industry.

The purpose of this committee is to build the future leaders of LIBI! Come learn from some of the best in the business through their wisdom and guidance. We will be the future of our industry, so it is never too early in your career to get involved, have a safe place to learn and ask questions, and understand the importance of getting involved!

We are grateful to have the full support from our new Chief Executive Officer, Michael Florio, as well as our President, Vincent Calvosa. We are the future of the industry, and our ideas, goals, and accomplishments are what will shape the future of the building industry as a whole.

This is also a great opportunity to comfortably and openly discuss business obstacles, learn from some more seasoned professionals that can help guide us with their years of valuable wisdom and experience, and gain the confidence and abilities in the necessities to run and manage an effective business operation.



John Barrows

Update from NAHB

Having recently returned from the Winter Committee and Leadership Meetings and the International Builder Show (IBS), I thought it appropriate to provide an update on national happenings and the show.

This year's IBS was the most successful in the last 10 years. There were over 70,000 attendees to this year's Las Vegas venue. The committee meetings were held in the 3 days prior to the show. A new slate of Senior Officers were installed with Alicia Huey, a builder and developer from Alabama becoming the Chairperson. Incoming to the Senior Officer ladder is Bill Owens, a custom builder and remodeler from Ohio. Bill has been active over the years of his membership and will bring some new perspectives to the leadership team. Alicia's priorities for this year are to continue to promote housing affordability by addressing supply chain issues, working to eliminate regulatory barriers that increase the cost of housing. She states that, "Increasing the production of attainable and affordable housing is the best solution to the current inflation".

The Inflation Reduction Act was the topic of several committee meetings and there were reports from the

LI Green Homes Council

EPA and DoE. While some of the details are being finalized with an anticipated spring roll-out what is apparent is there are some significant incentives for builders and remodelers building to Energy Star and the DoE's Net Zero Ready Program. As of now single-family builders building to Energy Star will receive a \$2500.00 tax credit per home, and if a home is certified to the Net Zero Ready Program there is a \$5000 tax credit per home. As of now those credits go to the builder; it is not yet known if there will be a different method how the credit will work for custom builders where the client owns the land. For multi-family builders the credits are \$1000/unit for Energy Star and up to \$5000/unit for Net Zero Ready units utilizing prevailing wage.

The 2024 International Energy Conservation Code (IECC 2024) is approaching the public comment phase and final voting on the proposals is currently taking place. The NAHB has a dedicated group of builders, raters, and staff holding weekly conference calls to finalize the NAHB's positions on the multitude of proposed changes. The focus of this group has been on recognizing the needs, and "headwinds", while keeping the proposed practice practical and affordable.

The National Green Building Standard (NGBS) is currently being reviewed per ANSI protocol. The first draft of the 2024 version should be issued in late spring. New York State is currently in the top 10 for states with Multi-family certification (#9).

LIBI'S EAST END CHAPTER UPDATE

The East End LIBI effort is off to a good start. We have assembled and continue to develop a group of interested parties who are discussing what an East End effort would look like moving forward.

Our first meeting was in Southampton at the office of Buddy Wines (RLW4). Buddy is a LIBI Member who sees the need for the revival of the East End Chapter and is interested in providing a voice of the East End Contractor as well as a networking agent to pull likeminded people together. In attendance were; Vincent Calvosa, Lois Fricke, Tulio Bertoli, Anthony Confredo, Buddy Wines, Chip Pierson (Squires & Pierson), Brandon Arnister (Arnister Electric), and Bryan Kappenberg. Key items identified were the absolute fact that meetings need to be held East of the Canal, and that issues unique to the five (5) East End Towns should be the focus.

Potentially a good place to start, where East & West share pain, Electronic Permitting and Third Party Inspections.

Both Mike Florio and Tulio Bertoli have initiated contact with people involved in either software or municipal roles that have demonstrated success. This just might be the right jumping off point for LIBI, bringing experience and the power of relationships into play.

Additional meetings and conversations have been taking place with past East End Chapter leaders, namely; Pat Trunzo Jr., Steven Trunzo, and John Barrows. All feel that the need still exists for an East End effort and are willing to participate.

Our next meeting is Tue. Feb. 28 with Building Material Suppliers (RBS/SRS/WMBs) and four (4) Southfork Builders. The mission will be to pull together a contact list and strategize on delivering personal invitations to East End prospects. From there we are proposing a cocktail event in March serving the dual purpose of networking and listening to the needs of a wider group.

WOMEN IN LIBI COMMITTEE



Jen Devito
Chairwoman



Debbie Davey
Co-Chair

I don't typically enjoy writing reports but this one is different! I can't stop smiling. I am excited and proud to be representing the newly formed

Women in LIBI Committee as their chairwoman along with Debbie Davey as the co-chair.

I've been a builder for 16 years and love this industry. As a woman, it can be lonely at times in the field or at a Libi general membership dinner. In 2022 at one of the dinners, I asked Debbie, "Where are all the women?". I knew they were out there because I would talk to them on the phone at the supply houses, I would see them in the architect or surveyor's offices, I would send my customers to them at the flooring and appliance showrooms, so the question was, how can we get them all together in one place to build comradery and support. Thanks to the support of

Vincent Calvosa, Lois and the other members of LIBI, the Women in LIBI Committee was formed.

Our mission is to Empower, Unite, Educate and Promote Women in the Building Industry. We meet the 3rd Friday of every month at 10:00am at the LIBI office and the enthusiasm in the room is contagious. We focus on networking, education, practicing public speaking and listening to each other's success stories. It is a great committee to help grow membership and retain members. We are searching for more Women Owned Businesses because this certification is a very important title in the industry.

Please share the information about this wonderful group as it is inclusive of all the women employees of our members along with the women business owners.

I'm looking forward to 2023 and the positive impact this committee will have at LIBI!



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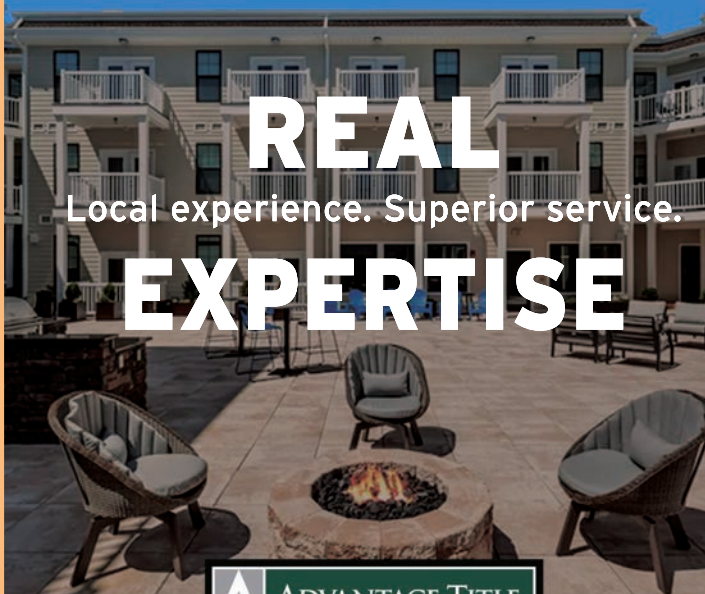
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LIBI's General Membership Dinner Meeting

February 15th at Stonebridge Country Club



Dan Kossman, Steve Barker, Michael Kertzner, Associate Council Secretary Anthony Confredo, CEO Mike Florio, Phil Sorrentino and John Coto



Manuel Carbello, David Levonick, Caleb Haniquet, Gina Farese, Denise Angiulo, Ryan Burnett, Bob Seery, Jeff Lindley



Rich Caputi, Frank Lustberg, Tony & Ida Palmieri, Dave Bloom, Anthony Confredo



Danielle Molaison, Al Neri, Christine Gordon, Kyle Evans, Mitch Cohen, George Erato



Paolo Pironi, Jim Coughlan, Mike Florio, Thomas Kelly, Rich Herzbach, Bryan Kappenberg, Louis Bekofsy, Kelley Coughlan-Heck



Dimitri Sevastos, Grant Havasy, Chris Metaxas, Marie Martineck, Anthony DeCrescenzo

LIBI's General Membership Dinner Meeting

February 15th at Stonebridge Country Club



Babylon Supervisor Rich Schaffer,
LIBI Secretary Jon Weiss, Jay Ratto, Nick Masem



Bob Seery, Frank Bove', Chuck Barredo,
Brittany Gennaro



LIBI President Vincent Calvosa, NYSBA EVP Mike Fazio,
Peter Florey, Paolo Pironi



CEO Mike Florio, Grant Havasy,
LIBI Operations Director Lois Fricke,
Babylon Supervisor Rich Schaffer



Excellent networking opportunities at our events



LIBI welcomes in new members. See full details on
the new member pages in this issue

LIBI's General Membership Dinner Meeting

February 15th at Stonebridge Country Club



Becky Panzner, Elaine DeJesus, Glen Cherveny,
Jane DeSimone, Joan Bonacasa, Alan Kennemer



NYSBA EVP Mike Fazio, George Poulon,
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- A High School graduate entering college in 2023, transfer student or graduate of an accredited two-year college*
- Maintenance of Minimum established academic grades
- Community involvement in charitable, social and/or political endeavors

Please call the LIBI office for additional packets, download application from www.lihbc.org website or the members only section of www.libi.org or you can call Jen at 631-232-2345 or by e-mail jen@libi.org.



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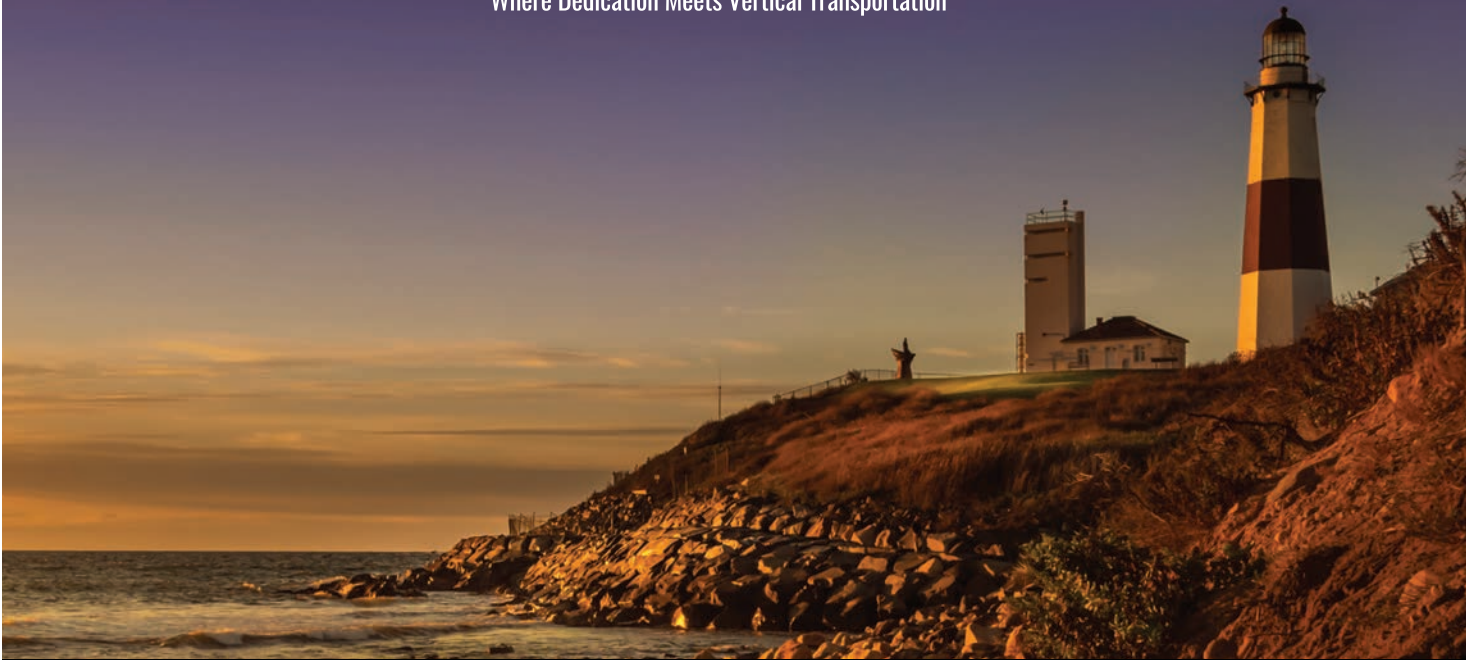
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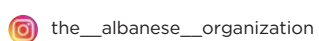
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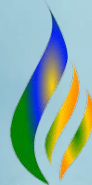
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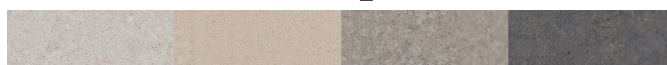
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Mark Your 2023 Events Calendar

MARCH

2023 TRADE EXPO
Thursday, March 30th @ Hilton Long Island, Meville

APRIL

GENERAL MEMBERSHIP DINNER MEETING
Wednesday, April, 19th, 5:30 PM @ Waters Edge, Centerport

MAY

ANNUAL DINNER DANCE
Honoring Steven Krieger & Keith McNamara
Friday, May 5th, 7:00 PM @ North Hills Country Club

LIBI ANNUAL SPRING GOLF OUTING
Monday, May 15th, @ North Hills Country Club

JUNE

GENERAL MEMBERSHIP DINNER MEETING
Wednesday, June 14th, 5:30 PM @ Captain Bill's

SEPTEMBER - Associate Appreciation Month

GENERAL MEMBERSHIP DINNER MEETING
Wednesday, September 13th, 5:30 PM @ Villa Lombardi's

LIBI ANNUAL GOLF & SOFTBALL OUTING
Tuesday, September 19th @ Baiting Hollow Golf Club

OCTOBER

MEET THE CANDIDATES NETWORKING/COCKTAIL EVENT
Wednesday, October 11th, 5:30 PM @ Waters Edge in Centerport

NOVEMBER

GENERAL MEMBERSHIP & ANNUAL MEETING
Wednesday, November 15th, 5:30 PM Verdi's Westbury

DECEMBER

LIBI ANNUAL HOLIDAY PARTY/LAS VEGAS NIGHT
Wednesday, December 13th 6:00 PM Villa Lombardi's

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