



LONG ISLAND
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www.libi.org



JANUARY 2023 Issue Volume 99

LIBI News

Libi's List

We are Long Island!

On January 11th LIBI installed it's 2023 Officers & Directors @ Villa Lombardi's in Holbrook



S.C. Legislator Kevin McCaffrey, Henry Schreiber, Michael Bonacasa, Phil Sorrentino, Alan Kennemer, Jen Devito, Bryan Kappenberg, Gina Farese, Paul Musso, LIBI CEO Mike Florio, Glen Cherveny, Riverhead Supervisor Yvette Aguiar, LIBI Chairman Steven Krieger, LIBI Operations Director Lois Fricke, LIBI Vice-President Martin Dettling, S.C. Executive Steve Bellone, Islip Supervisor Angie Carpenter, LIBI Secretary Jon Weiss, LIBI President Vincent Calvosa, LIBI Associate VP Keith McNamara, Dilip Deokule, Smithtown Supervisor Ed Wehrheim, Associate Council President Rob Cartelli, Ida Palmieri, Donna Karatas, Jeremy Longo, Anthony Confredo



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LIBI OFFICERS & DIRECTORS FOR 2023

Vincent Calvosa - President

Martin Dettling - Vice President

Anthony Bartone - Treasurer

Jon Weiss - Secretary

Steven Krieger - Chairman of the Board

Keith McNamara - Associate Vice President

Lois Fricke - Operations Director

Michael Florio - Chief Executive Officer

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Michael Florio

CEO's Report

I am honored to begin this year serving as the new CEO and hope to continue the tremendous growth and success that LIPI experienced with our prior CEO, Mitch Pally at the helm. Working together we can continue to build upon the many accomplishments that have been made to promote and advance the residential building and development industry across Long Island.

LIPI is considered one of the premier lobbying organizations, not only on Long Island but across the state, and has an influential voice with decision-makers at the federal, state, and local levels. That cannot happen without the significant support of its members. Our members are the lifeblood of this organization and your active involvement from serving on committees, speaking at community hearings, sponsoring and attending our events, and supporting our political action committee is the fuel that drives us forward.

Under the leadership of our incoming president, Vincent Calvosa, we are looking to expand our member's involvement in LIPI with our Women's Council, Young Professionals Council, Remodeler's Council, and East End Council, along with other educational program offerings. Be assured, there will be plenty of opportunities for you to be involved.

As we enter 2023, housing promises to be a hotly debated topic. During her State of the State address earlier this month, Governor Hochul unveiled a bold plan to build 800,000 new housing units across the state in the next decade.

In order to achieve that goal every municipality across Long Island would need to grow its housing stock by 3% over a three-year period. For reference, over the past three years, Long Island has only grown .56%, so there is certainly room to improve. Municipalities that fail to achieve or make a good faith effort to hit their targets could then have a state board override their local zoning control and approve certain projects.

Additionally, areas within .5 mile of LIRR rail stations would be rezoned to allow for higher density. To help facilitate this growth, the state would provide a \$250 million infrastructure improvement fund and an additional \$20 million for planning.

We support the Governor's vision and determination to address our region's housing crisis, but believe flexibility, additional incentives and the buy in from local officials and communities are essential to any plan.

Our 650+ members, their employees, and their families represent a broad and powerful voice we must be ready to activate as this critical debate plays out over the next few months at the state and local levels and LIPI will keep you informed and provide opportunities for engagement.

Again, my thanks to all of you for your continued support and for having the trust in me to lead this organization forward. My mission is to ensure that each of you get value and fulfillment out of your membership in our organization and together, I hope to accomplish great things in 2023.



Vincent Calvosa

President's Report

I would like to begin my message by thanking the LIBI members for allowing me to represent them as their President for 2023 and by acknowledging my fellow Officers, Chairman Steven Krieger, Vice-President Martin Dettling, Treasurer Anthony Bartone and new to the ladder, our Secretary Jon Weiss.

Outgoing Chairman Jim Coughlan is a pillar in the industry and it was a privilege to be "climbing the ladder" with him. It has been an honor to work with these outstanding members of our industry and I look forward to this year being filled with many successes under their leadership. I would also like to welcome our new CEO Mike Florio. I am confident with Operations Director Lois Fricke, they will lead us to even bigger and better things going forward and strive for the continued success of LIBI.

I have been a member of the Long Island Builders Institute since 1996, first as an Associate member and then becoming a builder and I have seen many ups and downs to our industry and our organization. I have built homes for charity, been active in numerous Committees & Councils and have worked with many Presidents in the past 27 years as a member and I feel this has set me up perfectly to be the voice of LIBI during my tenure.

My goals for this year are to create an atmosphere of camaraderie and to re-unite and pull together all of our members as an organization. ALL members are valuable and a LIBI membership is a valuable piece in the toolbox of our member companies.

LIBI is first and foremost a lobbying organization but without the support of our members, we are nothing. I would like to strengthen our PAC (Political Action Committee) to be a tremendous voice in the industry and to do so, we need to educate our members about what PAC is and does and why we need them to be heard. Our PAC does routine screenings as needed to allow our membership the opportunity to hear what our candidates have to say and make an educated choice in who they want to support or not support.

I will be working closely with our Membership Chairman, Jon Weiss, Co-Chairs Debbie Davey and Anthony Confredo to introduce 5 new Committees to help our members get more involved, as we know involvement is crucial to your success in LIBI. 2023 will see a continuation of our very popular Women in LIBI committee chaired by Jen Devito, Gina Farese, Debbie Davey and Tonya Lewter-Gordon. This committee was formed to empower the women who are members or who work for members through education and networking. New for 2023 will be:

- The Young Professionals Committee headed up by Paolo Pironi and Gina Farese, this committee will focus on mentoring and helping to build a benchmark for the future of the building industry.

- East End Committee will be focused on issues affecting the East End of Long Island and help to expand our membership base to the East End and recruit members that work there

- Remodelers Committee chaired up by Caleb Haniquet, Gina Farese and Kurt Smith, focusing on issues that our Remodeler members face and last but certainly not least

- Education, we are bringing LIBRERI back to life, which is the educational aspect of LIBI that was put on hiatus for a few years but we are bringing it back to provide much needed educational opportunities to our membership, from OSHA course, blueprint reading, project management and estimating, just to name a few that we hope to bring to the table.

I look forward to working with Anthony Bartone as LIBI Treasurer this year to help strengthen LIBI's finances through our many events during the year, offering individual sponsorships for events or the Yearly Corporate Sponsorship Packages. There is no lack of opportunities to get involved and market your company to the membership and support the organization as a bonus.

We will continue to work for our big builders through our legislative agendas that include; good cause eviction, and prevailing wage laws. We will continue to be a voice in these and many other issues to achieve the best outcome for our members.

We will still be addressing the Oyster Bay issues that are plaguing our single family builders. This is an ongoing battle that we are meeting with officials to come to a resolution that doesn't hurt our "smaller" guys. We are also advocating to streamline the building permit process on Long Island.

An important goal I am devoted to is ensuring our Associate Members get a fair shot at builder projects. I will stress to our builders the importance of using LIBI members, treating them with the respect they deserve and ensuring they are given a fair shot on working for them. Along with our 2023 Associate VP Keith McNamara and Rob Cartelli as Associate Council President, I will be working closely to ensure our associates get the respect they deserve as members of this organization.

In closing, I want to extend a big thank you to Jen Fricke for really pulling through when we were so short staffed. The LIBI office didn't miss a beat and it was due to their hard work and diligence to always put the members first. I want to welcome our newest addition to the staff, Administrative Assistant Toni Ann Sorrentino. I would be remiss if I didn't thank our Bookkeeper Ann Hinds for her many years of professionalism and care in handling of the LIBI books and the additional support of Erica Scoma.

Please feel free to reach out to me at vcalvosa@libi.org or the LIBI office if you have any questions or issues you need addressed.

I look forward to a very successful 2023 and see you at the next event!!!

Associate Council Report



Robert Cartelli
President



Beth Howard-Price
Vice President



Anthony Confredo
Secretary



Chad Lerner
Coordinator

LIBI kicked off the new year with just over 75 in attendance for the January associate council meeting and it felt like a spring day as the golf carts were lining up outside.

Our incoming builder President, Vincent Calvosa, spoke first by thanking our SPONSORS following with the powerful message: Proverbs 27:17, "as iron sharpens iron so a friend sharpens a friend". My takeaway from this is that we are all here to help one another. Some of Vincent's goals for LIBI's 2023 agenda is to connect with all members personally, to build LIBI to be stronger in all senses and maintain its integrity throughout the industry. Additionally, to educate members on how valuable our PAC organization is for all of us. We wish you luck with your new position within our fine organization.

LIBI will be introducing five new committees this new year. First in the lineup will be our Women's Committee. Next will be the Young Professionals. We will also be re-instituting our Remodeler's Committee along with an education committee. Last but not least, our East End Builders committee. Each and every one of these will bring much value to our membership.

Next in our lineup was our new CEO, Mike Florio. Mike's message was powerful as well. Mike stated that he's looking forward to new beginnings and the new challenges 2023 will bring. Mike also spoke about LIBI's new website along with the consistent branding throughout social media. We are all looking forward to this. Mike's challenge to the membership is, "do one thing out of the norm, go to one meeting that you have not gone to. Get involved in a way you have not". This speaks power, for we all know growth is outside of our comfort zone. We are looking forward to working with Mr. Florio and wish him all the best with his new position.

Next in our lineup was our past president, a new AVP, Keith McNamara. Keith will be our bridge between the associate council and the builders. Keith drove the nail home by stating the importance of getting involved and working together. Keith brought to light a good point that I feel we may neglect and that is "to work with each other". Do not discount the work you may get from another associate. Building bridges could lead to an empire. We wish Keith all the best with his newfound position and thank him for his past service as associate president. Hooray on a job well done.

Next is our Operations Director, Lois Fricke. She opened by stating that she was very happy to be working with Mike and Vincent in 2023. She also introduced our newest LIBI member, Toni Ann, and a part-time employee Erica Scoma. Welcome aboard. We are looking forward to having you on our team.

Lois is happy to announce that sponsorship package time is here. Packages can be arranged to fit most of our needs. If you have any questions, please feel free to call Lois at the LIBI office. Lois also stated the importance of our upcoming tradeshow. For more details, please contact our office.

Speaking for Long Island Homebuilders Care, Lois Fricke was happy to announce that the Christmas Magic and Babylon Christmas Angel programs were a great success. Thank you to all that helped us bring smiles to over 200 children.

Our Membership and Networking committee this year has a new chair, Jon Weiss. Jon has brought many members to our fine organization throughout the years, so this position should be a perfect fit. Working with Anthony Confredo and Debbie Davey I'm quite certain this committee will yield great success once again. Membership is currently at 659 strong and growing. The next membership committee will be held on Wednesday, January 25th at 10:00 AM LIBI headquarters.

Our first guest speaker was Mr. Keith Lanning presently of Livingston Development. Keith spoke about an upcoming project in Glen Cove.

Next up was Jon Weiss & Nick Masem, in which they brought up some really exciting news. In their upcoming pipeline, they spoke about 86 units to be built in Commack, 140 units in Patchogue, 100 units in Astoria Queens as well as 264 units in the state of Virginia. If you attended and were lucky enough to get Jon's home number, he asks that you call him late Sunday night to discuss these projects.

Last in our lineup was Robert Kern, Councilman for Riverhead. Mr. Kern spoke to Keith McNamara's point of how important it is to have LIBI speak at town board meetings as this really makes a difference in moving projects along. Thanks to The Calvosa Organization, Heatherwood and B2K Development for their contribution in helping to develop Riverhead. Having over 30 years of experience in the private sector he understands the struggles we face moving a project forward. The upcoming Riverhead project has 600 acres of development, as well as moving the Riverhead Town Hall and a Town Square.

For more information on any of the above projects feel free to contact the LIBI office to put you in touch with the persons buying out.

Our next meeting will be February 1st at 8:30 am @ Wind Watch 1715 Vanderbilt Motor Pkwy., Hauppauge, NY 11788

Membership & Networking Committee Report



Jon Weiss
Chairman



Debbie Davey
Co-Chair



Anthony Confredo
Co-Chair

I would like to begin my first article as your Membership Chairman by wishing you all a Happy and prosperous New Year! With that being said, let's jump right into how amazing my two co-chairs are, Anthony Confredo and Debbie Davey are really the stars of this Committee. I am truly honored to have them serve as co-chairs once again and I am sure with them we can reach our membership goal of 700 members. We currently sit at 659 so 700 is not too far out of reach.

The Membership & Networking Committee members really are a force to be reckoned with. Their enthusiasm and willingness to go beyond is the main reason our membership remains strong. I look forward to working with all of them.

I want to encourage everyone to get involved, we have instituted new committees and councils in hopes of engaging more members. Our Membership & Networking Committee is always

open to join and we will welcome you with open arms. We meet the last Wednesday of every month at 10 AM in the LIBI office and we keep our meetings to an hour.

Our next event is the General Membership Dinner Meeting happening on Wednesday, February 15th at Stonebridge Country Club in Smithtown. I hope to see you there.

In case you haven't heard, 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.

In closing, I hope you will consider joining us in the LIBI office for the Membership Committee meeting or contacting the LIBI office to find out how you can get more involved and make the most of your LIBI membership. Until next month....



Associate of the Month

9 Brothers Building Supply's Ida Palmieri joined LIBI in 2017. Since then she has been a staple at the General Membership Dinner Meetings with her husband Tony, is very active on the Women of LIBI Committee, Golf Outing Committee, Associate Council and was recently elected to the LIBI Board of Directors.

She is a strong supporter of LIBI both financially as well as an advocate for other companies to join the organization. Ida's smiling face and welcoming manner make her a pleasure to have as a member.

LIBI continues to be a strong organization with members like Ida and 9 Brothers Building Supply.



Ida Palmieri



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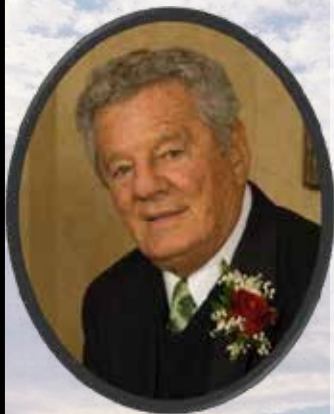


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Dimitrios "Jim" Tsunis
1928-2022

Dimitrios "Jim" Tsunis Sr., beloved father of LIBI member Jimmy Tsunis of The Northridge Group, passed away peacefully in his home on December 25th, 2022. Mr. Tsunis' parents emigrated from Platanos, Greece and settled in Brooklyn where he was born. He loved baseball and was an avid New York Yankees fan. This love of the game brought him into a summer job as a bat boy for the Brooklyn Dodgers.

After World War II, he signed up for the U.S. Marine Corps, where he served in Pearl Harbor, China and Guam before leaving to start his long career in the restaurant business. He ran the Rotisserie Restaurant with his brother Charlie until the sale of the restaurant, and eventually becoming a salesman for National Dairy. After becoming familiar with the dairy industry working for National Dairy, Crestwood Dairy and Sheffield Farms, he purchased Presske's Dairy, which he ran along with his many other businesses.

The 1960's saw Jim switching gears to begin working in the real estate development and banking industry and was quickly appointed to the Board of Directors of Tinker National Bank. During this time, he partnered with Whitey Ford, NY Yankees Hall of Fame Pitcher, on many development projects, including the Ford Professional Building in Port Jefferson Station.

Jim and Whitey partnered with Edward Long and began a legacy of endeavors, including a fundraising golf tournament, "The Pinter Tournament of Stars" which led into the founding of the Long Island Charities Foundation, which raises money for a wide variety of charitable organizations on Long Island.

He was a member of the Centereach Chamber of Commerce, Centereach-Lake Grove Lions Club, the Association of Developmentally Disabled Children, Port Jefferson Elk's Club, the Adelphi College Fund Raising Committee and also served as Vice-President of the Harbor Hills Country Club. He was also a member of the Brookhaven Industrial Development Corporation, being appointed by Governor Nelson Rockefeller. He was also a driving force in launching what would become Dowling College.

Jim was an avid golfer and never missed an opportunity to hit the greens even into his 90's. The Long Island business community will not be the same without Mr. Tsunis' expert guidance and experience.



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LIBI's General Membership Dinner Meeting

January 11th at Villa Lombardi's



Chic Voorhis, Tullio Bertoli, Jim Coughlan,
Peter Florey, Denise Angiulo,
Brookhaven Planning Commissioner Jim Tullo



Gina Farese, Paolo Pironi, Joe Karatas,
Phil Muller



Donna Karatas, Steve Barker, Jonathan Grano,
Dan Kossman, Kurt Smith



Robert Ceriello, AVP Keith McNamara, Eric Herz,
Chad Lerner, Jennifer Thompson, Henry Schreiber,
Jerry Herz, Michael Bonacasa



Frank Bové, Jay Ratto, LIBI CEO Mike Florio,
Pete Musso, Rob Morandi, Enrico Scarda



Jim Coughlan, Kelley Coughlan-Heck, S.C. Legislator
& Presiding Officer Kevin McCaffrey, LIBI Operations
Director Lois Fricke and CEO Mike Florio

LIBI's General Membership Dinner Meeting

January 11th at Villa Lombardi's



Mike Kelly, Jeremy Longo, Larry Davis, Brookhaven Planning Commissioner Jim Tullo, Russell Mohr



Suffolk County Executive Steve Bellone with LIBI Chairman Steven Krieger



Islip Supervisor Angie Carpenter



LIBI President Vincent Calvosa and CEO Mike Florio



Riverhead Supervisor Yvette Aguiar spoke to the membership about her goals for the Town of Riverhead



Smithtown Supervisor Ed Wehrheim also addressed the membership

LIBI Welcomed in New Members

at the January 11th event.



See detailed list of new members
in this issue of the LIBI News!

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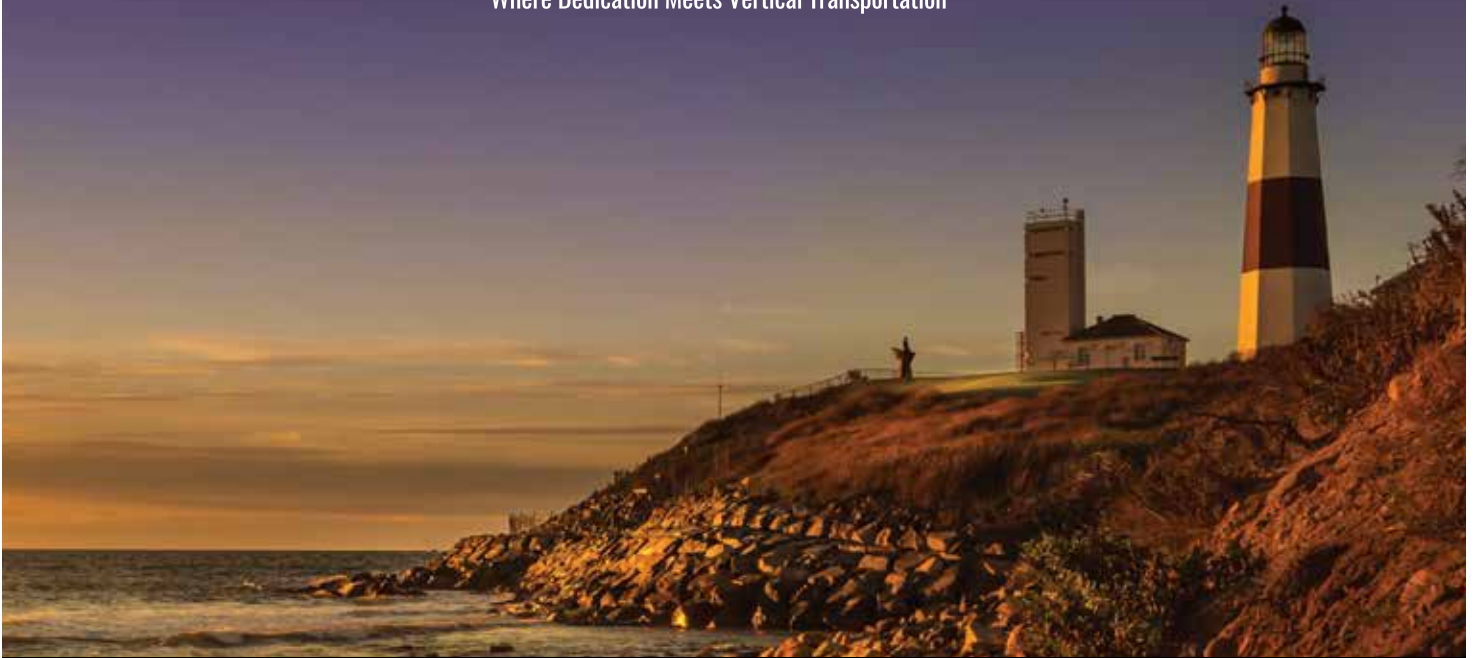
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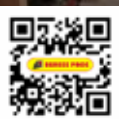


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Mark Your 2023 Events Calendar

FEBRUARY

GENERAL MEMBERSHIP
DINNER MEETING
Wednesday, February, 15th @
Stonebridge Country Club

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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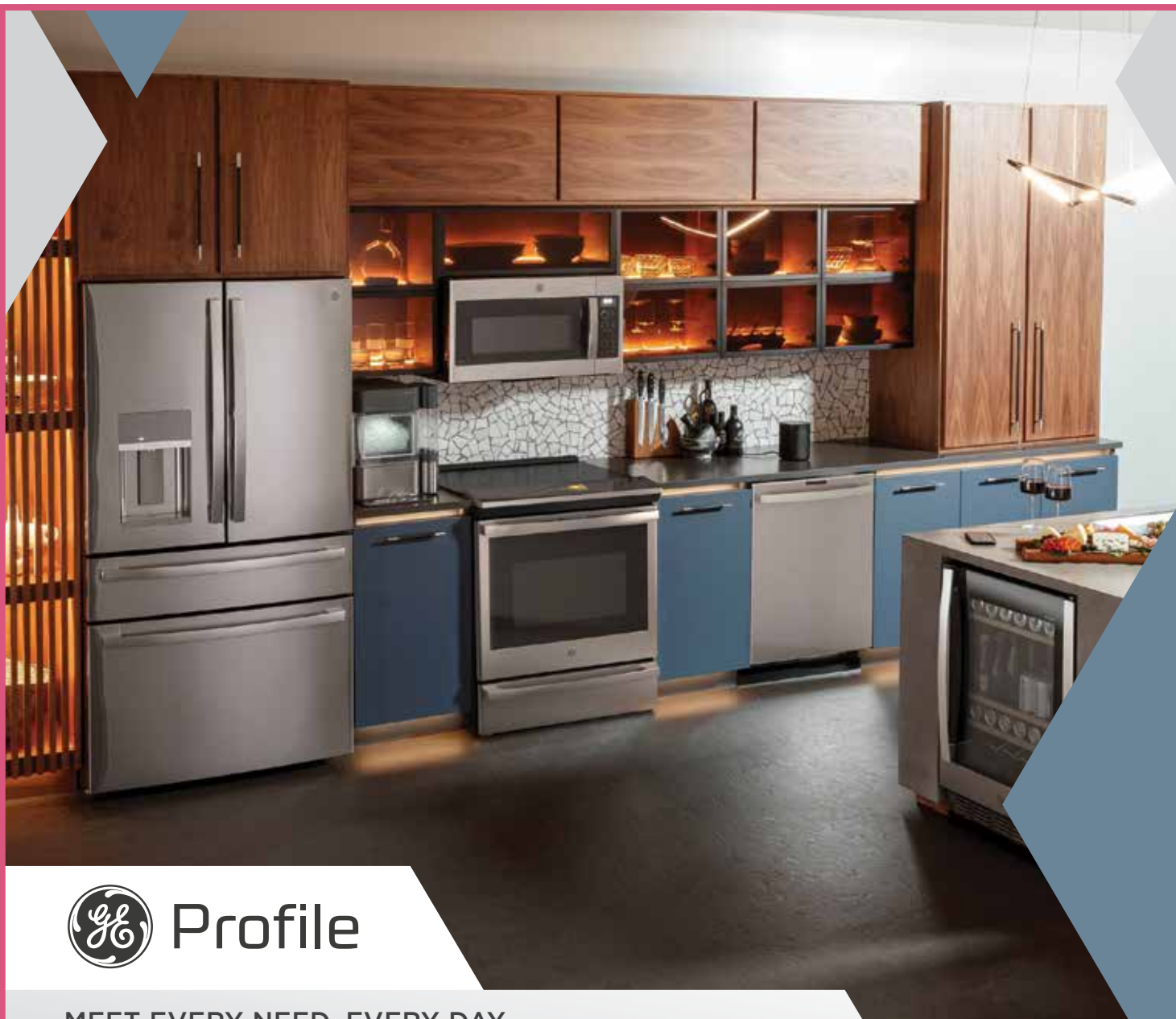


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*General Membership Dinner Meeting Wednesday, February 15th
Stonebridge Country Club 2000 Rayners Way, Smithtown
Cocktails 5:30 Dinner & Program 6:30 PM*

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