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MARCH 2023 Issue Volume 101



# LIBI News

*Libi's List*

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LIBI's Monthly Meeting of the Associate Council on March 1st @ Villa Lombardi's in Holbrook



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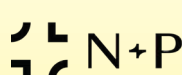
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*Michael Florio*

## CEO's Report

The last few months have been an exciting, but challenging time for the building and real estate industry. There has been an intense focus on housing policy across New York State. Governor

Hochul released an ambitious

and bold plan to create 800,000 new housing units across the state over the next decade. As part of her plan, each downstate municipality would be required to grow their housing stock by 3% over a three-year period. Additionally, areas around MTA rail stations would be rezoned to add density and developers would have the ability to appeal to a state entity if a local government denied their proposed project. These mandates have been met with fierce opposition from a bipartisan group of local officials across the state, who believe Albany should not be interfering in local zoning control.

As we enter the end of March, the State Senate and Assembly have released their own budget proposals, which remove both the TOD mandate and the state override board and instead replace it with a requirement that municipalities develop a plan to grow their housing by 3%. The legislature also proposes to increase the fund available for infrastructure assistance from \$250m to \$500m to provide incentives for local governments to meet their targets. This is welcome news, especially for Long Island, where we know many areas lack the essential sewer and wastewater services necessary to accommodate increased development.

Much could change as negotiations enter the final stages with before the April 1st budget deadline and LIBI will continue to monitor the situation and push for reforms we believe balance the need to increase housing production, while understanding the unique needs and challenges each municipality here on Long Island faces. At the end of the day, the fact that housing has been so hotly debated and is a top agenda item of the state is likely a good thing for our industry.

In addition to our focus on housing policy, we have been engaged in several other important legislative items:

**Good Cause Eviction:** LIBI continues to oppose Good Cause Eviction (GCE) in any form and has made that clear to the Governor's office and our state representatives.

We are also working as part of a statewide coalition to build support for opposing GCE. We have made it clear that any advancement made to increasing housing stock will be completely negated if GCE were to pass. It would make it harder for projects to get financed and will force builders, developers, and their capital to move to other business friendly states. We encourage you to contact your local state representatives and voice your opposition to GCE.

**Self-Certification for Building Permit Applications:** We have a bill in each chamber sponsored by Assemblyman Stern and Senator Martinez. They both have it as a priority. It passed the Senate last year and will likely do so again. The hurdle is CSEA is blocking it in the Assembly. With an emphasis on housing, we hope that the Governor and other leaders can help push this over the finish line.

**All Electric Buildings:** Both the Governor and Senate have included language requiring the move to all electric buildings for new construction to begin in 2025 (for buildings under seven stories). We have submitted amendments that seek to raise serious questions about the reliability and capacity of the grid to handle the increased loads. Requiring some of these important questions to be answered will hopefully extend the start date beyond 2025.

**E-permitting:** We have seen some local municipalities move to online permitting and are encouraging others to do the same. LIBI has met with some of the software providers and believe they offer a product that would provide transparency, accountability, and convenience for builders and for residents. We are seeking state funding to help defray some of the start up costs and entice more to take advantage of this technology.

Besides our state legislative agenda, we have worked with local officials in Suffolk County on wastewater issues related to the installation of IA systems and excess capacity in sewage treatment plants. We also continue to oppose the Town of Oyster Bay's decision to limit basement heights in many zones within the town.

This is just a sampling of the many issues that LIBI is engaged in on behalf of the industry. We are excited for the renewed emphasis and engagement from our members and see tremendous growth in participation in our Young Professionals, Women's, Remodelers, and East End committees.





*Vincent Calvosa*

## President's Report

We all know the business world can be difficult to navigate and get your foot in the door, but when I hear of LIBI builders and associates sending business to non-LIBI organizations over

fellow members it really grinds my gears. We, as an organization, should put our fellow members up and beyond non-members. It is one of the best ways to support LIBI.

No one needs to be reminded that times are tough and are going to get even tougher. Like the original pioneers who fought off untold enemies and challenges as they blazed a trail across North America, LIBI members have to work together to keep what business we have within the LIBI "family". That solidarity, that togetherness, that feeling of, "As long as I belong to LIBI I will not be alone in battling this economy," is what will get us through the tough times. It will also solidify the relationships we need to have in place to handle the rush of activity that will take place once we get through this glitch in the economy. I say glitch with the utmost certainty that we, as a nation, have always had ups and downs but we always pull through and rise above.

It should be noted, however, that a LIBI membership does not guarantee business from other LIBI members. A LIBI membership is only as good as what YOU put into it. LIBI offers opportunities to meet and get to know Long Island home builders, remodelers and associated business people. Beyond that advantage, however, the LIBI member looking to secure new business has to prove he or she can do the job better than his or her competitors. Attending these events is one way to help boost your business. The ability of our members to attach

a face with a name that has perhaps bid on a project is worth its weight in gold.

Remember: Keep LIBI first and foremost while making sure the LIBI member gets the "last look." It's the least you can do for family.

With that being said, Spring is right around the corner and I for one cannot wait. Although, our winter was mild, it will still be nice to see the trees budding and hear the birds singing.

I want to encourage you to attend our Home, Trade & Remodeling Expo being held on March 30th at the Hilton L.I. from 3-8. Our Expo is an excellent opportunity to network with other members that you may not get to see at other events. Every year, the Expo Committee offers something new & exciting and this year is no exception. I'm sure you have seen the flyer highlighting the Town Building & Planning Departments Center, where we will have representatives from various towns across Long Island there to answer your questions and listen to your concerns. The charitable arm of LIBI, LIHBC has invited Canine Companions, an organization dedicated to providing service dogs to adults, children & veterans with disabilities, to showcase a few of the special skills their service dogs are trained in. I want to thank Mike Souto and his people from Deer Park Stairs for building a "staircase to nowhere", a special tool used to train the pups, to be presented to Canine Companions during the Expo. Be sure to check them out under the tent.

Lobby Day is back as well. We are planning on April 25th so keep an eye out for the registration to attend with us and have YOUR voices heard in Albany.

Until next month, I look forward to seeing you at the Expo!

## Associate Council Report



*Robert Cartelli*  
*President*



*Beth Howard-Price*  
*Vice President*



*Anthony Confredo*  
*Secretary*



*Chad Lerner*  
*Coordinator*

Opening our meeting on what some may have thought to be a Spring day on February 1st we had 91 in attendance. With the closing meeting for the 1st quarter of the year we did not have any builder speakers. We did have associate council success stories.

First in our lineup was Keith McNamara, our current AVP. Keith spoke about the importance of self-marketing in today's very competitive world.

Our operations director Lois Fricke, spoke next about the following: LIBI upcoming events: March 30th, LIBI hosts our yearly Trade Expo. Mark your calendars for our Annual Dinner Dance Gala on May 5th, honoring Steven Krieger and Keith McNamara. She also pointed out our May 15th golf outing at North Hills, We still have sponsorship opportunities available, so be sure to call the LIBI office for details.

Lois also spoke on behalf of Long Island Home Builders Care. As usual this Committee is hard at work. The Babylon community center spring food drive is in full affect and needs your help. Next would be the annual Easter basket drive. To extend your assistance with both of these matters please contact the LIBI office and thank you.

Alan Kennemer and Keith McNamara spoke for Community Outreach. This is a vital branch of our organization that aids the builders in moving forward with their projects which creates a vacuum of work for all the associates. If you're looking to put rubber to the road think about becoming a town captain for Community Outreach; to do so contact Lois and she will get you going.

Anthony Confredo opened our membership portion of the meeting with a song. With your eyes closed you would have thought Frank Sinatra was in the room.

Anthony was pleased to announce that we stand strong with 660 members and we are still growing. Membership is another great way to add value to your membership. To get involved please speak with Anthony.

On to our speakers. This month we did not have a builder speaker in the attempt to shake the tree we had associate success stories.

Gina Farese of Marcor Construction spoke about her involvement in LIBI and how it has helped her business. Ida Palmieri from 9Brothers Building Supplies added that she found success in taking advantage of all that LIBI has to offer. Dan Kossman of Admor Blinds spoke about his enjoyment of the many events and networking opportunities afforded him.

Steven Loiacono from ServPro brought to light a fun fact about his first year in LIBI. He informed us that he did nothing with it and had no results. Turning the tide he changed all that and got involved, attended meetings, spoke at the builders breakfast and participated in committees. He happily reported that the hard work pays off and found success with his membership.

I think hearing these stories inspired everyone in the room. My personal point of view is I encourage everyone to make their best attempt to speak at a builders breakfast. If you'd like the builders to know who you are and how you can be part of their solution I think you'll find it here. Remember: success lies just outside of your comfort zone.

Our next Associate Council meeting will be held on April 1 at Villa Lombardi's 8:30 AM. We look forward to seeing you all!

"Create a day worth having"



# LIBI's Associate Council Meeting

March 1st at Villa Lombardi's



## Membership & Networking Committee Report



*Jon Weiss*  
Chairman

I am sure everyone is starting to think about spring and hopes of warmer weather and the traditional rush of business seen at this time throughout our industry. This is a perfect time to introduce LIBI to new potential members as you deal with your vendors, subcontractors, and other professionals within the industry.

It is also that time of the year when we start our membership drive and start to create teams etc., which will include prizes for the winning teams as well as bragging rights. There will be more details to follow next month. Let's see if anyone can beat Team B2K this year.

As most of you are aware, our LI Builders, Home, Trade & Remodeling Expo is back for 2023. 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 products or services to other members. Please extend the invite to anyone you feel could benefit from this great



*Debbie Davey*  
Co-Chair

event. It is important for people outside of LIBI to see what our members can offer them on their upcoming builds or renovation projects.

We would like to also acknowledge Lenny Minervini from Checkmate, he was recognized as our Committee Member Spotlight for February. Lenny has been and continues to be a valuable member of LIBI who puts forth tremendous amount of effort and involves himself wherever and whenever needed. Congrats Lenny and keep up the good work.

In closing, there has never been a time in our industry as there is now. We must be united and in lock step. With the volatility of the commodity markets affecting our building materials and supplies not to mention the increasing labor shortages we are all experiencing and the continuing thicket of bureaucracy we face at the numerous jurisdictional agencies, we must speak loudly and from one voice with many faces behind it. What does this all mean, it's simple, the more our membership grows the more powerful and influential our message becomes.



*Anthony Confredo*  
Co-Chair



## *Associate of the Month*



John Tudisco

**tilebar**

Tilebar's John Tudisco has been a LIBI member for less than a year but has embraced his LIBI membership ten fold. He is active on the Membership & Networking Committee, Associate Council and the Trade Expo Committee. John really stepped up and took control of the social media to get the word out about our 2023 Expo. He created amazing posts to be shared on the various social media platforms as well as creating the registration on Event Brite. He volunteered to handle the ads for social media and all while getting his own booth ready for our Expo. LIBI is a more recognized organization thanks to members like John.

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## Remodelers' Council



*Caleb Haniquet*



*Gina Jarese*



*Kurt Smith*

The Remodelers' Committee held its first meeting earlier this month. While we know that Rome wasn't built in a day, this fiery group has quite an agenda cut out for them.

The purpose of this committee is to give the remodelers a direct line to LIBI for the issues they face in the industry, and to implement solutions knowing that there is representation for the remodelers in both LIBI and the industry as a whole.

While we know this will take time, the important thing to remember is that by working on common issues many of us face in the industry, this committee gives the remodelers one voice. The goal as a group is to navigate the remodeling industry by clarifying where we were, where we are, and where we are going as remodelers.

The obstacles we face as a whole affect more than just the remodelers. The subcontractors are affected, suppliers, design professionals, manufacturers, and the list can go on. From workforce development issues, permitting, and licensing to name a few, this group has their sleeves rolled up ready to tackle the many obstacles we are facing, one problem at a time.

If you would like to be a part of implementing real solutions for the remodelers of Long Island and the industry as a whole, please join us for our next meeting at the LIBI office on April 6, 2023.

## Young Professionals' Council



*Paolo Pironi*



*Gina Jarese*

The level of excitement in the room for our first meeting was indescribable. We have a wonderful group of young professionals in our association; LIBI's future leadership is looking brighter than ever!

The purpose of the Young Professionals' Committee is to bring together a group of vibrant professionals and provide the resources to them to help them grow their businesses, enhance their careers, and meet the people they hope to within the association.

Over the next few months, we plan to bring in guest speakers who are also LIBI members to share their success stories, as well as teach the group on

topics such as Blueprint Reading, to understanding insurance and reading contracts. Too often do we hear that people came to a meeting and didn't get any business. The goals of this group are to help our members to gain an understanding that showing up isn't how you get in front of opportunities. Putting in the time and efforts into this organization and networking with other members will help you gain the necessary traction many members may be looking for.

Our goals are to teach these young professionals the best approach to meeting the right people, while also teaching them the necessary components within their business from insurance, to employment issues, to everything in between so that they can deliver their services the best way possible to the membership. We will be discussing daily obstacles we face in business, and learn from other members who we will be bringing in to share their wisdom and experience, because, what better way to learn?

Please join us for our next meetings at the LIBI office on March 23, 2023 and April 27, 2023.

## LIBI'S EAST END CHAPTER



*Bryan Kappenberg*  
Chairman

We continue the East End Conversation and met again on March 1st, at Buddy Wines Office in Southampton. In attendance were Managers and sales Reps from Riverhead Building Supply, Florence Building Materials, and Watermill Building Supply.

During the meeting, we identified talking points that will resonate with East End Builders, and the Suppliers agreed to leverage their relationships and customer lists to promote the organization of an East End Chapter.

We will be promoting and have locked in

Wednesday, May 17th, for a 2-hour meet and greet event at Duck Walk Vineyard in Watermill. The event will be sponsored by the three (3) Suppliers and will provide an opportunity to network with potential East End Members.

After an introduction and a talk by Buddy Wines on "why East End LIBI, why now," Vincent Calvosa, President, and Mike Florio, Chief Executive Officer, will also be speaking. We are confident that we should be able to draw at least 50 attendees.

We will be meeting again on April 12th for a progress update and look forward to working together to promote the growth and success of the East End Chapter.

*Richard Galante*

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## WOMEN IN LIBI COMMITTEE



*Jen Devito*  
Chairwoman



*Debbie Davey*  
Co-Chair

Spring is coming and the women's committee is flourishing! We had a packed room last month at the LIBI office! We have been focused on our education initiative, and we were fortunate to have speakers from different Libi members teach the group about reading blueprints, surveys, understanding different moulding applications, countertops and appliances.

Our committee continues to grow and the positive feedback is heartwarming and motivating for us to continue to grow as individuals and as a group! We are happy to be supporting the LIBI organization with this new committee, and bringing in new members to help grow LIBI membership. Please spread the word! If you have a woman in your company that would like to be a part of this committee, have them reach out to us! We would be happy to have them! We meet the 3rd Friday of every month at 10am in the LIBI office.



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501c3



**Long Island Home Builders Care is the charitable arm of Long Island Builders Institute. Our members are dedicated to helping people in need. LIHBCs purpose is to help families with special needs and/or charitable organizations in need. We have fundraising events throughout the year to help benefit the needs of others. We strive to make a difference across Long Island by organizing toy, clothing, and food drives and annually adopting homeless children's shelters for the holidays.**

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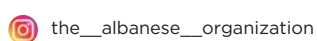




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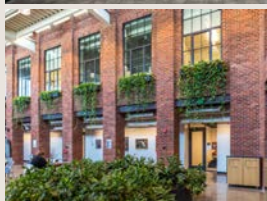
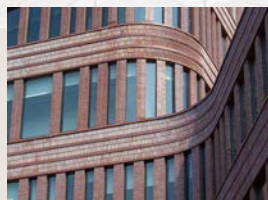
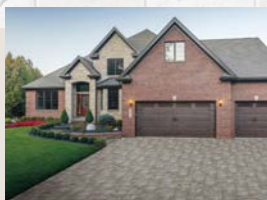
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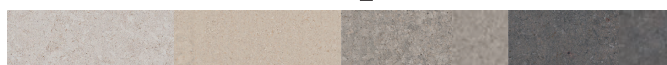
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Thursday, March 30th @ Hilton Long Island, Meville

## 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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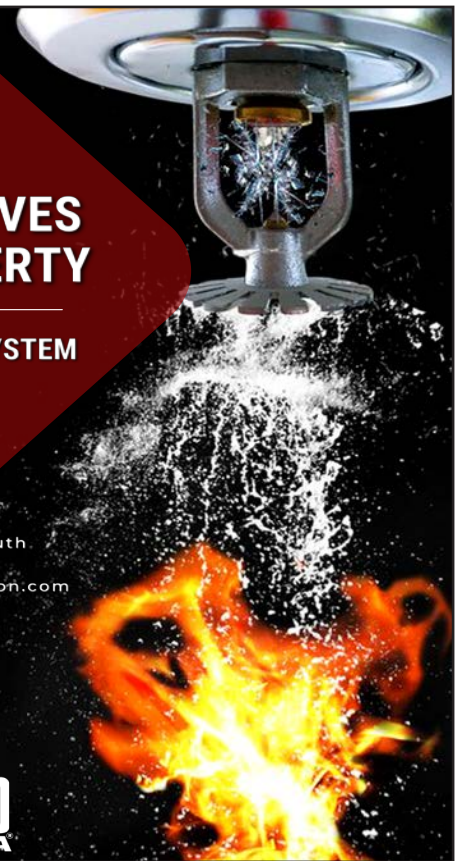
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2011 LINLA Awards

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