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1757-8 Veterans Memorial Highway,  
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APRIL 2023 Issue Volume 102

# LIBI News

*Libi's List*

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LIBI Newsletter is published monthly by the Long Island Builders Institute, 1757-8 Veterans Memorial Hwy., Islandia, NY 11749. LIBI members may submit articles and photographs of interest to the building and remodeling industries on Long Island, but the editor-in-chief may reject any submission or advertisement.



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*Michael Florio*

## CEO's Report

### Looking Back On My First 100 Days

At one of our recent LIBI functions a member came up and asked me how my first 100 days were going. Until that point, I hadn't even thought of it, but it gave me a moment to reflect. The last three months have been a whirlwind of developing new relationships, learning new issues and understanding the value that LIBI provides to its members, the home building industry and to Long Island community. I was left a solid foundation to work from, but I see the potential for even greater growth and success in the future.

From day one of my start here, we have been in the middle of a statewide discussion and plan to double the number of new housing units over the next decade. As a building organization, we have supported the overall goal, but have made our concerns clear that a mandated approach that could override local zoning would be problematic and could ultimately lead to lawsuits that result in stagnation and fewer projects getting done.

As of this writing, we are still waiting on a state budget that is now weeks late and as much as we are hoping for a victory on housing policy, we continue to fight to keep Good Cause Eviction out of the final deal. We have worked with a statewide group of organizations to oppose Good Cause, knowing it would be a devastating blow to the housing industry and result in less housing being built.

One of the most exciting events I have participated in was the 31st LIBI Trade Expo held at the end of March. Over 95 exhibitors attended and nearly 800 people came through the doors. Going into the event, the expectations were mixed, but the results blew everyone away. The feedback was unanimously positive from all who attended. The vibe and energy in the room was palpable and you saw many people engrossed in conversation and smiling. Additionally, Long Island Home Builders Care (LIHBC), the charitable arm of LIBI, teamed with Canine Companions, a leading provider and trainer of service dogs to assist people with disabilities, to present a special demonstration

of their skilled dogs. LIHBC also donated a custom-built staircase, by Deer Park Stairs, to Canine Companions to assist in their training.

The trade show committee did a phenomenal job putting the event together especially the promotion via social media. Many people approached me and told me it was the best show in years, if not ever. We have already booked the venue again for next year and are looking to go bigger and better.

The formation of new committees that we outlined at the beginning of the year is also off and running. I have attended meetings with each of the Women's, Young Professionals', Remodelers' and East End Committees and they are all actively engaged and eager to contribute to LIBI.

Finally, the 2023 political season is off and running. Over the last few weeks, candidates have collected and filed their petitions to get on the ballot and fundraising events have begun in earnest. The LIBI Political Action Committee continues to examine all the local races and will support candidates who support our priorities. The election of the next Suffolk County Executive will be the marquee matchup of the year. The LIBI PAC has held separate meet and greets with both Brookhaven Supervisor Ed Romaine, the Republican nominee and Dave Calone, the Democratic nominee. We will hold additional meetings and a formal screening process in the late summer/early fall and encourage members to attend.

On April 26th, the PAC will host a special educational event to discuss the political climate with a distinguished group of former Long Island leaders; Congressman Peter King, Congressman Tom Suozzi, Nassau County Executive Laura Curran and Senate Majority Leader John Flanagan. Getting this caliber of expertise together for one night promises to make this a can't miss event.

With all this going on, I am optimistic, energized, and excited about LIBI's future. I want to thank our members who have provided their time, knowledge and guidance to me over the past few months and I look forward to continuing to work with you all for the betterment of our industry.





*Vincent Calvosa*

## President's Report

Wow! Just Wow! That what I say about our members here at LIBI. I was fortunate enough to attend our 2023 Annual Home, Trade & Remodeling

Expo on March 30th at the Hilton L.I. The energy in the room was contagious and the buzz around the show was the best one yet! Thank you to the LIBI builders that took time to visit with our exhibitors, I know it truly means a lot to them to see your support. I also saw a lot of non-members walking the show and visiting the booths. Kudos to the LIBI staff, Lois, Jen, Toniann and Erica that worked hard the months leading up to the show and a huge THANKYOU to Steve Vogel of Event Kings. He really makes everything come together the day of the show. Our Chairmen Phil Sorrentino, Alan Kennemer, Keith McNamara and John Tancredi were on the ball and helped ensure all went smoothly. Our social media campaign was by far the most successful it has ever been, thanks to John Tudisco of TILEBAR. John really used all the tools that social media has to offer and I believe was huge in getting the word out. It was amazing to see the special work that Canine Companions does for the Long Island community. Their service dogs are highly skilled and we were witness to that at the show. I would be remiss if I didn't thank our Marketing Sponsors, it is their support that helps to spread the word about the expo either through print ads or television, it wouldn't be possible without their sponsorship. First OnSite, J. Ratto

Landscaping, Kings Building Materials, Huber Engineered Woods, Maggio Environmental Services, Marcor Construction, Ocean Stone & Fireplace, OMG Shower Doors, Plesser's Appliances, and Riverhead Building Supply. My hat goes off to you!

We have brought Lobby Day back this year. It will be Tuesday, April 25th. Our CEO Mike Florio is working with NYSBA and we will have a bus available to bring LIBI members up to Albany to have their voices heard on the hill. If you have not signed up, please look in your emails for a registration link sent out by Jen.

LIBI's 81st Annual Dinner Dance is right around the corner. May 5th is the date that we take an evening to recognize our Immediate Past President Steven Krieger and Associate of the Year Keith McNamara. I strongly urge you to RSVP to this event. Our galas are always full of good food, good music and good company.

And last, but certainly not least, our May 15th Golf Outing at North Hills. Golf is full but there will be plenty of other activities to do. We are putting together tennis, pickleball and bowling teams for some healthy competition. North Hills is a beautiful venue and even if you don't do any of these activities, it is still an amazing place to hang out with your fellow members.

In closing, I want to reiterate that we have the best members and it is my honor to represent you as your President.

## 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 April 5, 2023.

Spring was definitely in the air!!!

We would like to give a special thank you to our sponsors AVR Realty Group, B2K Development, N & P / NPV, Ocean Stone & Fireplace and P.C. Richard & Son.

LIBI President, Vincent Calvosa addressed the council and spoke about the SUCCESS of our LIBI 2023 TRADE SHOW! It was by far "The Best One he's attended"! The attendance from both the builders, associates and the public was astounding. We will be encouraging the participation and growth of the Young Professionals Committee, the Remodelers Committee, and the Women's Committee. We welcome all associates' participation as we help grow these new committees.

Our CEO Mike Florio joined us with his two daughters, Keira and Michaela. It was nice to watch his daughters' expression while their dad was addressing the associates. Mike spoke about the State Budget Plan, Housing Initiative, and State of Politics Event at B2K Development's Jericho Bristol on April 26th which is the day after our first Lobby Day since before the pandemic. Lobby Day will be on Tuesday, April 25th. Please send your info into the office and join us at these events because they're vital to Long Island and our families.

Keith McNamara, AVP echoed what our President Vincent Calvosa said; the LIBI 2023 TRADE SHOW was the best one he's ever attended and what a great job the Trade Show Committee and LIBI Leadership did to promote the event!

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. Lois could not be happier with what the Trade Show did last month. Especially with the outstanding social media work to promote the event, that John Tudisco from Tilebar did. 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 sponsorship for all upcoming events. Please speak to the LIBI office if interested in sponsoring an event or how you can get more involved.

Our General Membership dinner meeting was held April 19th at

Waters Edge in Centerport.

Mark your calendars for LIBI's GOLF OUTING at North Hills CC in Manhasset on May 15th. The foursomes for golf are all booked but we do have bowling, pickleball & tennis still available and we can always use more sponsors.

Dave Bloom & Phil Sorrentino did their best comedy relief promoting LIHBC 1st Annual Summer Fishing Trip on July 12th at Captree Boat Basin. Tickets are limited so act fast and we need some sponsors as well.

Other upcoming events include the Annual Dinner Dance on May 5th honoring Steven Krieger, Past President and Keith McNamara, Associate of the Year at North Hills Country Club. Thank you to Steven and Keith for their tremendous efforts leading the organization in 2022.

LIBI's Annual Golf Outing will be held on September 19th at the Rock & Baiting Hollow. Grab your clubs and come out for a great day of golf, drinks, dinner and networking with other trade associates and builders.

Anthony Confredo, our Membership Co-Chair let us know about the 2023 APRIL MEMBERSHIP DRIVE which is our one in three years so let's all get involved and make it a great one! We presently have 675 members and are looking to add a minimum of 70 new members, with the 6 teams that are assembled it looks like a very attainable goal. The next Membership & Networking Committee Meeting will be April 26th, 10:00 am at the LIBI Office.

Adrienne Panella of Conifer-Le Chase Construction has several upcoming projects as well. They are located in Hempstead and Port Jefferson.

Jen Devito of Evolution Long Island gave some background on her company and the various projects they have going on Long Island.

Mike Marshall from Rechler Equities spoke of his Greybarn Patchogue 91 unit Project and his Medford Industrial Building.

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 that will be held on Wednesday, May 3rd at Villa Lombardi's.



## Membership & Networking Committee Report



*Jon Weiss*  
Chairman



*Debbie Davey*  
Co-Chair



*Anthony Confredo*  
Co-Chair

We would like to start off with saying it was great to see such a large and enthusiastic showing for the membership drive kick off meeting. We have some great, hardworking teams this year and hitting our current goals should not be a problem.

We have already seen 5 new members come in from the drive pushing our membership number to 675. The drive runs until the end of May so let's keep the pressure on!

This month we would like to show appreciation for Jennifer Thompson from DRP Solutions for her hard work on the membership committee. Jennifer has put in countless hours and has played a key role in membership retention through

her continued outreach. Please keep up the good work!

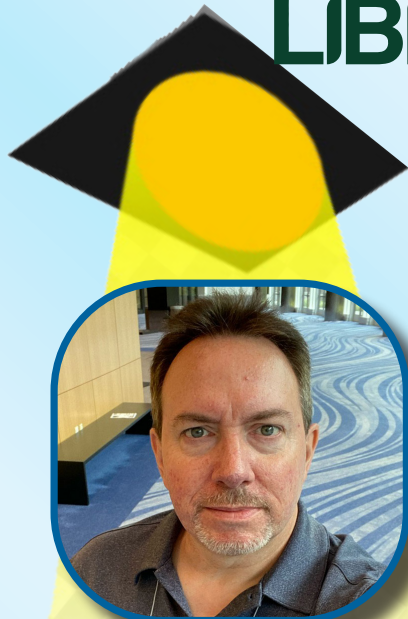
We are always looking for volunteers to join our committee. This committee is not just about membership issues, but also allows an opportunity to network with not just fellow committee members but also many of our members when making our retention calls. These calls are meant to reach out to newer members and gain some insight on their personal experiences with LIBI, but in the same breath, you can "sell" yourself and what you do. I encourage you to come to a meeting and check us out.

Our next membership committee meeting is on the 26th of April. Hope to see all there.



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## *Associate of the Month*



Steve Barker

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Affiliated Agency became LIBI members in March of 2009 with Steve really becoming active by regularly attending our General Membership Dinner Meetings, Golf Outings and special events. He is very active on a number of committees and volunteered to chair the Bowling Committee for the May outing. His numerous committees include Expo Committee, Golf Committee, and Associate Council, to name a few. He instituted the LIBI Podcast, where he takes his own time to interview various LIBI members about their companies and their experiences with LIBI. He also took his interview skills to the expo trade floor, interviewing our exhibitors to allow the public and non member trade an "inside glimpse" of what a LIBI membership can do for them or hiring a LIBI member for any household or business project. Thank you for your support Steve!

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## Remodelers' Council



*Caleb Haniquet*



*Gina Jarese*

The Remodelers Council is diligently working on ways to support LIBI as a whole in integrating the permitting portal process throughout municipalities on Long Island. Our goal is to show industry wide support from a remodeler's perspective necessary to gain as much traction as we can.

The group has decided, with the support of Mike Florio, to arrange a "Meet & Greet" style

breakfast to bring other remodelers within our industry to support LIBI as a whole and increase the remodeler membership which the organization would greatly benefit from. We see this as an opportunity for the remodeling industry to have an outlet for the issues they face daily, to increase overall membership, and give the remodelers of Long Island faith that as a whole, with the support of LIBI, we can make these necessary changes together.

Stay tuned for an upcoming date for a meet and greet remodeler's breakfast and be sure to send fellow remodelers our way so we can all benefit as a whole! These issues cannot be faced in one day, and sure can't be addressed without the necessary support! Let's get the word out to the remodeling industry in its entirety that LIBI is here to lobby, support, listen, and ACT on these issues and concerns we all have as remodelers of Long Island.

## Young Professionals' Council



*Paolo Pironi*



*Vincent Calvosa Jr.*



*Gina Jarese*

Our March meeting was a success with a packed room once again with great enthusiasm, participation, and networking.

LIBI CEO Mike Florio explained to the Young Professionals the current state of the governmental and political issues affecting the Long Island development and construction arenas; including good cause eviction, wage theft, and the problems in the project entitlement process, to name a few. He stressed how vital LIBI's involvement is with helping our builders get their projects approved and described the trickledown effect it has on our associate members. Many of the Young Professionals are now very motivated to get involved in the various PAC events to make sure our voice is heard louder and stronger.

LIBI President Vince Calvosa gave a builder's perspective as

to how LIBI aids in the governmental and political issues relating to Real Estate and Development projects. He also seconded what CEO Mike Florio stated regarding how LIBI's involvement through voting and backing the right candidates politically works, and how important it is for us to speak with a united voice.

Vince and LIBI Operations Director, Lois Fricke, educated our committee on how important the local election years are, especially this current year, because our local governments not only hold the keys to most of the builder's project approvals, but they also control what goes on in the communities in which we live and work. This conversation moved the entire room to get more involved in LIBI's PAC and to sign up for Lobby Day on April 25th where we will ascend on the State's Capital to fight for our industry's interests.

Towards the end of our committee meeting, we opened the floor for discussion regarding the various issues affecting the Young Professionals and our Industry. This turned out to be a great tool for our committee, so we hope to continue this dialogue of discussing issues and solutions in a deeper context to help LIBI and our industry in any way needed.

Please join us for our next meeting at the LIBI office on April 27, 2023.



## WOMEN IN LIBI COMMITTEE



*Jen Devito*  
Chairwoman



*Debbie Davey*  
Co-Chair

There are exciting things happening at LIBI and the growth of the committees is

amazing to be a part of!

With the PAC events coming up and this being an election year, the Women's Committee is focused on understanding how the political climate affects the building industry on Long Island. We continue to share

our success stories, learn and network at each meeting. If you have any women in your office that you think could benefit from this group please pass along my contact info! We meet the 3rd Friday of every month 10:00am-11:30am at the LIBI office. We are always welcoming new members into the committee. If you want to be included on the meeting notices, please email [jen@libi.org](mailto:jen@libi.org).

Enjoy the beautiful weather!



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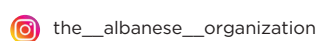




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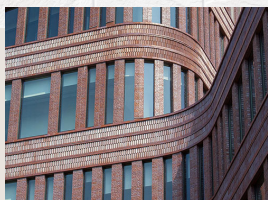
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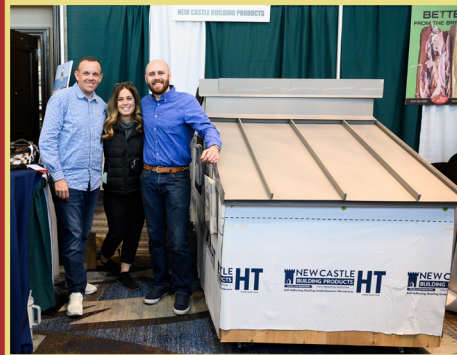
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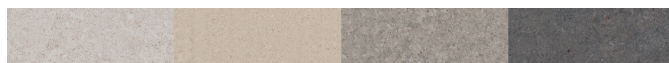
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Tennis, Pickleball, Bowling*

Registration: 11:00 AM

Brunch: 9:30-12:30

Tennis/Pickleball Team Play- 12:00-3:00 PM Open Tennis/Pickleball: 3:00 PM

Open Bowling: 1:00 PM Championship Bowling: 3:30 PM

Sign me up for \_\_\_\_\_ Tennis \_\_\_\_\_ Pickleball \_\_\_\_\_ Bowling

**We will have a tennis pro in attendance. Great prizes for tennis, pickleball & bowling!**

**Sign up today for a great day of fun competition.**

Please respond by May 8<sup>th</sup> so we can set up teams.

Name(s): \_\_\_\_\_  
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\$300 Day of Fun (includes tennis, pickleball, bowling, brunch, cocktails and dinner)

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Fax: 631-232-2349 Email: [toniann@libi.org](mailto:toniann@libi.org) for tennis/pickleball and [erica@libi.org](mailto:erica@libi.org) for bowling





Please circle one & List the Participants: Tennis Pickleball Bowling Day of Fun Dinner & Cocktails Only

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**Monday, May 15th, 2023**

**North Hills CC**

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## Name & Company (Names Attending)

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Wednesday, June 14<sup>th</sup>

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The LIBI Newsletter is published monthly by the  
**Long Island Builders Institute**  
1757-8 Veterans Memorial Highway  
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[www.libi.org](http://www.libi.org) [mike@libi.org](mailto:mike@libi.org) [lois@libi.org](mailto:lois@libi.org)

# *Mark Your 2023 Events Calendar*

## **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

## **JULY**

LIHBC FIRST ANNUAL SUMMER FISHING TRIP  
Wednesday, July 12th, 12 Noon @ Captree Boat Basin  
3500 Ocean Parkway, Bayshore, NY 11706

## **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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