LONG ISLAND
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 www.libi.org

JUNE 2023 Issue Volume 104



Two amazing events in one issue!!



Our May 15th Golf Outing held at the beautiful North Hills Golf & Country Club

Packed house for our June 14th General Membership Dinner Meeting @ Captain Bill's



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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

Summer is here; and when the sun shines brighter, the possibilities seem endless. As we dive into another exciting chapter of our shared journey as LIBI builders and associates, I hope this message finds you in high spirits and

with a vibrant atmosphere that ignites our passion for growth and collaboration. In the spirit of togetherness, I wanted to take a moment to reflect on our accomplishments so far, and share some exciting news and future plans.

I am pleased to provide you with an update on recent developments following the conclusion of the state legislative session. First and foremost, I would like to highlight the positive outcome that good cause eviction did not pass. This is indeed a favorable outcome for the Long Island building industry, as it would have imposed significant challenges and limitations to our operations. The failure of good cause eviction ensures that we can continue to exercise necessary flexibility in managing our properties and maintaining the overall sustainability of our businesses.

However, it is important to note that amidst the discussion throughout the session, no significant legislation to assist in the production of housing was passed. We all recognize the need for more diverse housing stock here on Long Island, and we have had conversations with our local and state representatives about restarting the dialogue and ensuring that all necessary stakeholders are at the table. Without adequate incentives, the construction industry may experience a slowdown, hindering our ability to meet the increasing demand for housing and impeding our plans for strategic development.

In the spirit of being proactive in the legislative process, LIBI President Vincent Calvosa and I went to Washington, D.C. on behalf of the National Association of Home Builders (NAHB) to discuss the legislative priorities of the Long Island building industry. We met with Long Island Congressmen Nick LaLota (NY-01), Andrew Garbarino (NY-02), and Anthony D'Esposito (NY-04), and addressed national issues such as, high interest rates, the cost/availability of labor, and the rising inflation in the U.S. economy; but also local issues like the impact of the endangered Northern Long Eared bat on our development projects. Our visit to Washington, D.C. proved fruitful, as the congressmen

CEO'S Report

were exceedingly receptive to our outlined proposals and grievances, and affirmed their commitment to the collective goals of Long Island's community of homebuilders and remodelers.

On the local front, we are working with town officials, community members, and affiliated organizations to solidify our shared interests. The Town of Brookhaven has been actively engaged in deliberations regarding the implementation of new OSHA regulations within its jurisdiction. While the goal of such regulations is to promote worker safety, it is crucial to consider the potential drawbacks and unintended consequences of these measures. The excessive hours of OSHA training come with a heavy burden of compliance costs, which are particularly limiting for small businesses and local industries. These expenses hinder the ability of Long Island builders to grow their businesses, create job opportunities, and build affordable housing options for communities across Long Island.

Meanwhile, the Town of Huntington has put forth a compelling proposal to permit Accessory Dwelling Units (ADUs) as secondary living spaces within its residential areas. This measure is greatly beneficial to the interests of LIBI, and we recognize the town's proposal as an effective, pragmatic solution to increase the supply of affordable housing units in our region. By allowing ADUs, the Town of Huntington is offering greater opportunities for young families, senior citizens, and lower-income individuals to access affordable housing in our region.

At LIBI, we are proud to invest in our most valuable asset—you, our members. Our membership base is the backbone of our success, and I am proud to represent such a remarkable group of individuals. We will continue to advocate for your growth and development, ensuring that you have the tools and resources to thrive in your various interests. We wholeheartedly believe that by investing in our people, we are investing in our future. As a unified front, we must continue to forge strategic partnerships that strengthen our collective position as Long Island's leading voice for the homebuilding and remodeling industry.

As we move forward, together, we will continue to push boundaries, create meaningful change, and achieve the extraordinary. The road ahead may have its share of challenges, but I am confident that with our collective spirit and unwavering determination, we will overcome them and emerge stronger than ever. Let us continue to strive for greatness and make a positive impact for Long Island.



Vincent Calvosa

Here we are in the hot, humid days of summer and I am on the verge of having completed nearly half my term as your President.

Although the "lazy days of summer" are upon us, LIBI never stops working for you. With graduations and summer vacations being foremost in our minds over the next few months, the movers and shakers at LIBI will be working through the season, combining their LIBI responsibilities with their personal lives. We continue the process working for and defending our industry.

June saw the introduction of our LIHBC Mancini Family Scholarship winners for 2023 at our June 14th dinner meeting. Captain Bill's was packed to the brim with members, old and new. We were honored to have NYS Senator Alexis Weik, Islip Supervisor Angie Carpenter and Riverhead Supervisor Yvette Aquiar join us and address the membership. June was also the announcement of our Spring Membership Drive winners as we welcomed in 72 new members! Way to go Membership Drive Teams! Congratulations to Team Evolution LI with 17 new members total and to Gina Farese of Team Calvosa as the associate that brought in the most new members

President's Report

during the drive with 10 new members and Jon Weiss of Team B2K as the builder who brought in the most at 7 new members. Everyone really worked hard to recruit and as a result now we sit at over 700 members! We haven't seen that number since before the recession in 2008.

I am truly honored to be a part of and face of such an amazing group of people. I am proud of the success of the new committees formed during my "reign" and hope to see them continue to build momentum. Although LIBI does take July & August off from committee meetings that does not mean the office is not working for you. If you ever need anything, please do not hesitate to reach out to the LIBI office, we work for you!

I want to wish you all a very happy and safe summer! We'll see you in September where we will be back in full swing with Associate Appreciation Month, where we recognize the many associate members that are dedicated to the organization at our General Membership Dinner Meeting. September's events also include our Golf & Softball Outing, LIHBC Walk A Thon and the LI Builder PAC Nine & Dine. So many ways to get involved. I look forward to seeing you at one or all of our many opportunities to make the most out of YOUR LIBI membership.

Associate Council Report



Robert Cartelli President



Beth Howard-Price Vice President

This month's Associate Council meeting began on a Canadian fueled hazy smoke filled day, but that couldn't even stop the momentum that LIBI has built. A packed room of 110+ people in attendance thanked our sponsors, TRITEC, R&M engineering, Maggio Environmental, Belfor Restoration and Nicolock.

Our associate vice president, Keith McNamara, thanked all that were in attendance for honoring him and Steve Krieger at our annual dinner dance. He mentioned that we are having our last general membership meeting before the summer break at Captain Bill's but echoed that although we are beginning our break, there will be a lot going on behind the scenes for us including our summer fishing trip on July 12th.

He then passed the podium over to our operations director, Lois Fricke. Lois spoke about the annual Mancini Scholarship presentation that will occur at the Dinner Meeting at Captain Bill's. Out of the 19 applicants for said scholarships, 4 special students were chosen from various members such as Plesser's Appliance, Marcor Construction, B2K, and Baiting Hollow Golf Course. Continuing the theme of all the good that LIBI does, she spoke about our clothing drive that we did for the INN, as well as food donations for the Babylon food pantry. Gina Farese of Marcor Construction was next and will be participating in Long Island fight for charity, where she will be raising funds for various charities, but especially close to our hearts LIBI's Long Island Home Builders Care.

Debbie Davey came up to the podium next and spoke of the great success that our Membership Drive has had this year. We set an all time record of 72 new members



Anthony Confredo Secretary



Chad Lerner Coordinator

to LIBI. That great result now puts our membership at 716 members, our most ever.

Russ Moore of Steel Equities, then came to talk about various projects within their portfolio such as 11 million square feet of asset management, development of the old NYIT campus, and redevelopment sites in Westbury and Hicksville. He was then followed by Peter Florey of the D&F Development Group and he shared the exciting news that he has been appointed to the governor's public subsidy board. He will also be serving next year as the President of our state building organization NYSBA. He then went over a few of their projects such as Sterling Green in Farmingdale, Matinecock Court, Alegria North, and South, and a rehab project in Rockville Centre. He wrapped up his presentation touching base on their need for MWBE partners. Jesse Snizek of the Kulka Group came and spoke of their projects in The Grove in Patchoque, The View Riverhead, upcoming projects in Central Islip, and Hauppauge. Brandon Solomon of B2K spoke of their upcoming projects in Commack, Patchogue, and Huntington/Brookhaven. The program was closed out by John Tudisco of Tilebar talking about the newly formed marketing group he is co-chairing and their first meeting was in June.

As we prepare for our summer break we would like to thank all our associates and builders for their great involvement in this council and look forward to ramping back up in September. As I mentioned earlier, there will still be a lot going on behind the scenes and I recommend staying in touch with the LIBI office regarding our summer events. Thank you all and enjoy your summer.

Membership & Networking Committee Report



Jon Weiss Chairman



Debbie Davey Co-Chair



Anthony Confredo Co-Chair

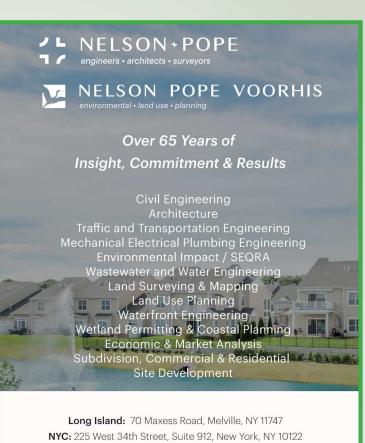
As we bring the 2023 membership drive to a successful end, we would like to thank this year's winning team, Evolution LI, and all others that participated. The Associate Member that brought in the most new members was Gina Farese of Team Calvosa with a jaw dropping 10 new members. Please have a look at Gina's page in this issue. As of now we currently have 716 members with a few still pending. It was wonderful to see all the new members at our last meeting, and we look forward to doing business with them in the near future. Even though the drive is over, we must continue the effect of spreading the LIBI presence and entice anyone that is a good fit and could benefit from the group's hard work and standing in the industry. None of this would have been remotely possible without the assistance of Co-Chairs Debbie

Davey and Anthony Confredo. Their hard work, dedication, and encouragement kept the drive alive, and we thank you. We are planning on a New Member Orientation coming up soon so keep your eyes open for that invite.

At our June meeting we recognized Dan Kossman for the June Committee Member Spotlight. Dan is a true advocate for the organization and is always available to help welcome in the new members and "show them the ropes. Thank you Dan for being a very important part of LIBI and the Membership & Networking Committee.

As most of you are starting summer vacations and/or happily sending the kids off to camp, we ask that you stay safe and enjoy your summer fun.

We look forward to a busy and productive fall/ winter.



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Gina Farese of Marcor Construction is the winner of LIBI's Spring Membership Drive. Gina brought in 10 new members during the drive and many more outside the drive. Gina is one of LIBI's most active members, supporting not only Long Island Builders Institute but our charitable arm, Long Island Home Builders Care. Gina chairs many committees and actively attends many others. She was voted to the LIBI Board of Directors where she currently holds an Associate Board seat. In the 9 years since Marcor became a member of LIBI, Gina has certainly become a driving force for many issues affecting the industry.

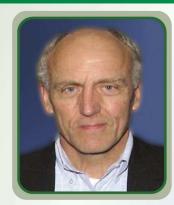
Thank you Gina for your support and confidence in LIBI.

Marcor Construction is located in West Babylon and has been a leading roofing contractor on Long Island for over 30 years. They are a family owned and operated company that continues to serve their clients with the values & morals that they were built on. Gina is owner & President of Marcor Construction, having been involved in her father's construction business from a young age. She taught herself the business from the ground up, doing whatever it took to learn every aspect of the business. Gina expanded the expertise of the firm by recognizing challenges within the industry and striving towards solutions. She has earned the respect and is highly regarded in the roofing field. She rolled out her educational programs for roofing & solar, teaching the proper way to install both. Gina is a 2 time winner of the Top 50 Women of Long Island and holds various roofing, siding and other trade related certifications. Gina is truly a force to be reckoned with.

Gina Farese

Marcor Construction

LI Green Homes Council



John Barrows

The NAHB held its Spring Leadership Meeting in early June and one of the largest talked about topics was "change". The new Executive Officer, Jim Tobin, addressed the Leadership meeting and discussed the need for change, and the need for the NAHB to stay current and maintain its status as the leading voice for the homebuilding industry. He specifically addressed that change can be uncomfortable and challenging but if NAHB shies away from it, we could become less relevant quickly. A recent NAHB census of its membership shows that 63% of members identify as single-family builders and 21% identify as remodelers, thus the largest percentage of members are small volume businesses. The majority had 5 employees, had 6 housing starts, and had \$3.3MM in revenue. Identifying the change factors and learning to adapt, or embrace, will play a significant role for these businesses.

The idea of working with change was very evident in the meetings of the various committees and subcommittees that work in and around the International Energy Conservation Code (IECC). The current IECC 2024 development is the first code development cycle to be a consensus-based code. The International Code Council (ICC) adapted this process because of comments on the development of the 2021 IECC. The result is now a code under development that will represent the input of a diverse group of participants, all with a stake in the energy codes. The ICC has a stated goal of net zero new construction in 2030 so, the NAHB, as an active participant, will be playing a key role in reaching that goal. They are bound by their commitment to the consensus process to support that goal. The various subcommittees and committees involved in code development and review are now focused on what is being called the "glide path" to Net Zero. In essence, these groups will be focused on incremental and practical practices that the industry can adapt on the path to 2030. As in the past, cost and flexibility of implementation will be a couple of the driving factors in those discussions.

Here in NYS, we are faced with an accelerated timeline to eliminate fossil fuels, but not necessarily Net Zero. The current Governor's Budget has the target set at 2026. There will be impacts to how we build both in state and federal legislation in the very near future.



Associate of the Month

Brandable Marketing joined LIBI in April 2020, the height of Covid, but that didn't stop her from being an active member. She assisted our members with acquiring PPE and masks when they were in high demand. Now that we are back to normal, Liz is still a very active and engaged member. She volunteers on many committees including Membership & Networking, both Golf Committees, where she helps us day of doing check in, selling raffles etc. She can always be depended on to provide amazing golf bag stuffers. If Liz is not available for a meeting, she sends her coworker Erik. Liz understands the importance of LIBI and it shows. We are a better organization with members like Liz and Brandable Marketing.

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WOMEN IN LIBI COMMITTEE



Jen Devito Chairwoman



Co-Chair

many months, and taken notice. thus, the Women's year anniversary.

statement: "to empower, unite, educate and promote Interior Design, who related her inspiring journey to women in the building industry." Our members achieve not only success but happiness and balance have shared their inspirational success stories, gave in her life. Thank you to our educational presenters: educational presentations that benefitted the entire Susan Gatti of Disruptive Spark who enlightened us group, solidified relationships by hosting or attending on how to achieve peak performance without the additional networking events, and four of our typical stress and sacrifice associated with success; members were elected to the LIBI board of directors and Rita Passeggio of Minuteman Press Selden who this past year. Furthermore, our members performed taught us how knowing some of the fundamentals well in LIBI's recent membership drive, with the team and mechanics of printing can save time and money, led by Jen DeVito and Debbie Davey winning top as well as assure favorable results. team prize for most new members brought in. Kudos

This month was our this first year. Your voice has been graceful and 12th meeting in as impactful, and the LIBI general membership has

C o m m i t t e e Thank you to the Heatherwood ladies for hosting a celebrated its first- Happy Hour at their beautiful new clubhouse at the Heritage in South Setauket, and to John Murphy of the Hero Joint who donated the wraps. Our success Together, we fulfilled every component of our mission story speaker this month was Lori Miller from LGC

to all the ladies of this committee on a job well done. Our next meeting will be September 15 at 9:45 am.





Paolo Pironi

Vincent Calvosa Jr.

Gina Farese

The young professionals are hard charging into June. This last month the young professionals helped LIBI wrap up the membership drive. We helped bring in over 70 new members across all of the builder teams. The young professionals pushed themselves and helped find the best fit companies for LIBI. Great job to everyone involved in the membership drivel

This past May meeting we had representatives from Hanover Bank come in and talk about SBA loans, how to use lines of credit to manage business money and the regulations that follow. This was a great opportunity for those who own their own companies and who are CFOs for a company.

Young Professionals' Council

Vice chair of the Young Professionals' Council Vincent R. Calvosa went down to Washington DC for Lobby Day with LIBI CEO Mike Florio and LIBI President Vince Calvosa. He met with Long Island Congressmen Andrew Garbarino, Nick LaLota and Anthony D'Esposito. Each congressman was made aware of federal issues related to new projects that are being built on Long Island as well as the ongoing issues with interest rates and material shortages. Each congressman expressed complete support for the Long Island building industry and its building industry companies and are happy to help in any way possible.

While down in DC YP Vice chair Vinny Calvosa attended NAHB young professional meetings, land use and marketing subcommittee meetings. Lots of great information on solving common issues were shared amongst other companies at the national level.

If you are a young professional looking to learn and get involved with LIBI amongst your peers, join us at our next meeting on every last Thursday of the month at 3:30 in the LIBI office.

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WELCOMENEW

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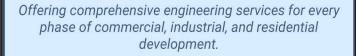
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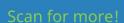
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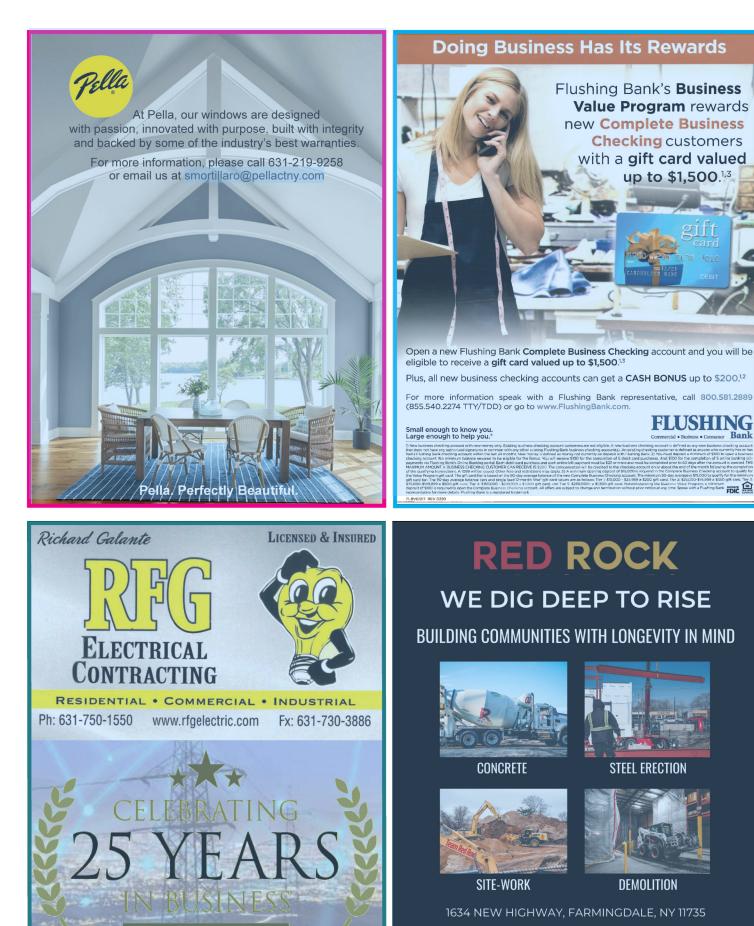
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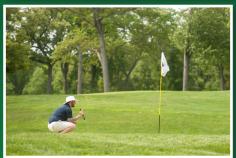


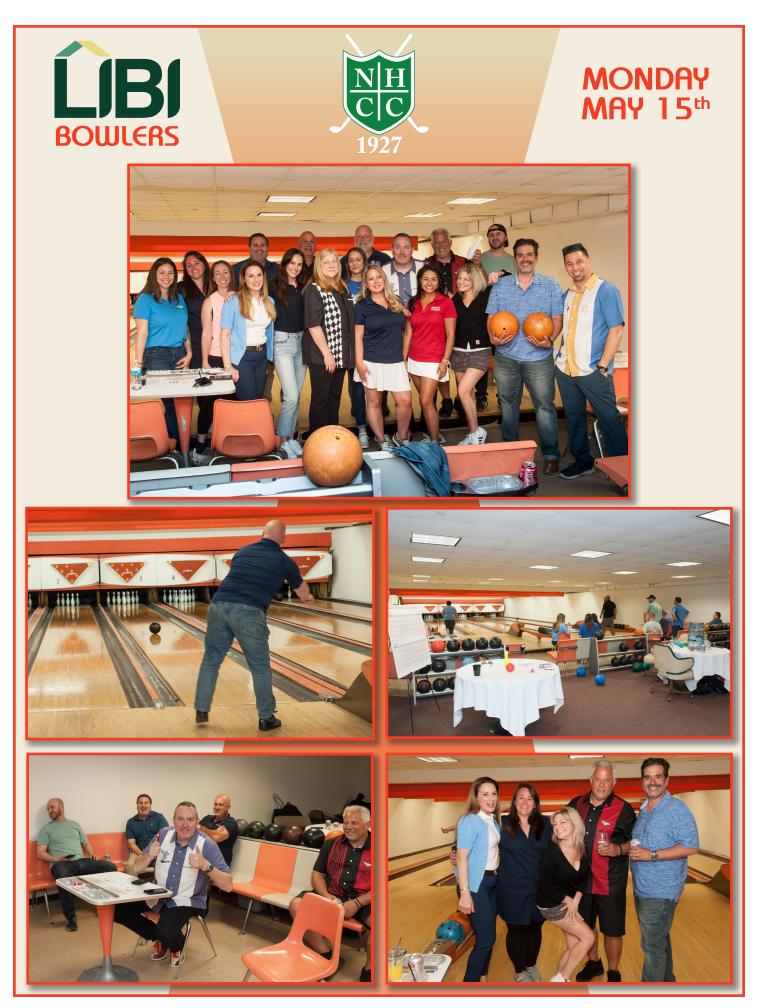
















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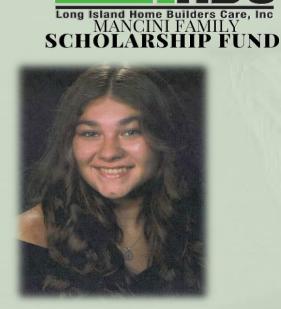
Every walker receives a T-Shirt and every child receives a back pack

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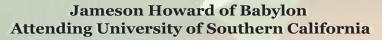
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LIBI's General Membership Dinner Meeting

June 14th, Captain Bill's, Bay Shore



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Riverhead Supervisor Yvette Aguiar, who is also a member of our LIHBC Mancini Family Scholarship Selection Board.



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L-R: LIHBC President Jay Ratto, Operations Director Lois Fricke, LIHBC Chairman Mike Souto, LIHBC Chairman Emritus Charlie Mancini, Winner Jameson Howard, Courtney & Alan Howard, Alan Kennemer



L-R: Jay Ratto, Mike Souto, Charlie Mancini, Winner Madison McCandless and her family



L-R: Jay Ratto, Mike Souto, Charlie Mancini, Mr. Perri, Winner Emilia Perri, Mrs. Perri, Lois Fricke, Alan Kennemer



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The usual packed house at June's General Membership Dinner Meeting! Thank you to everyone that joined us. See you in September





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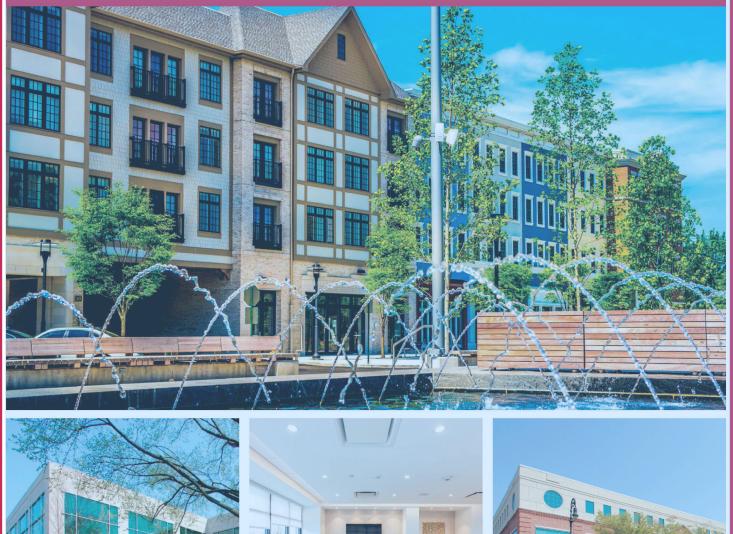


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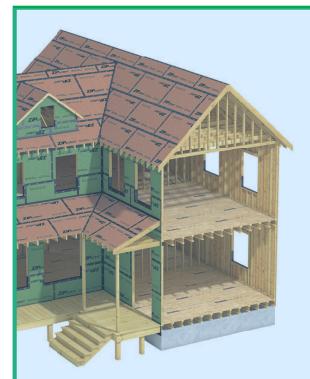
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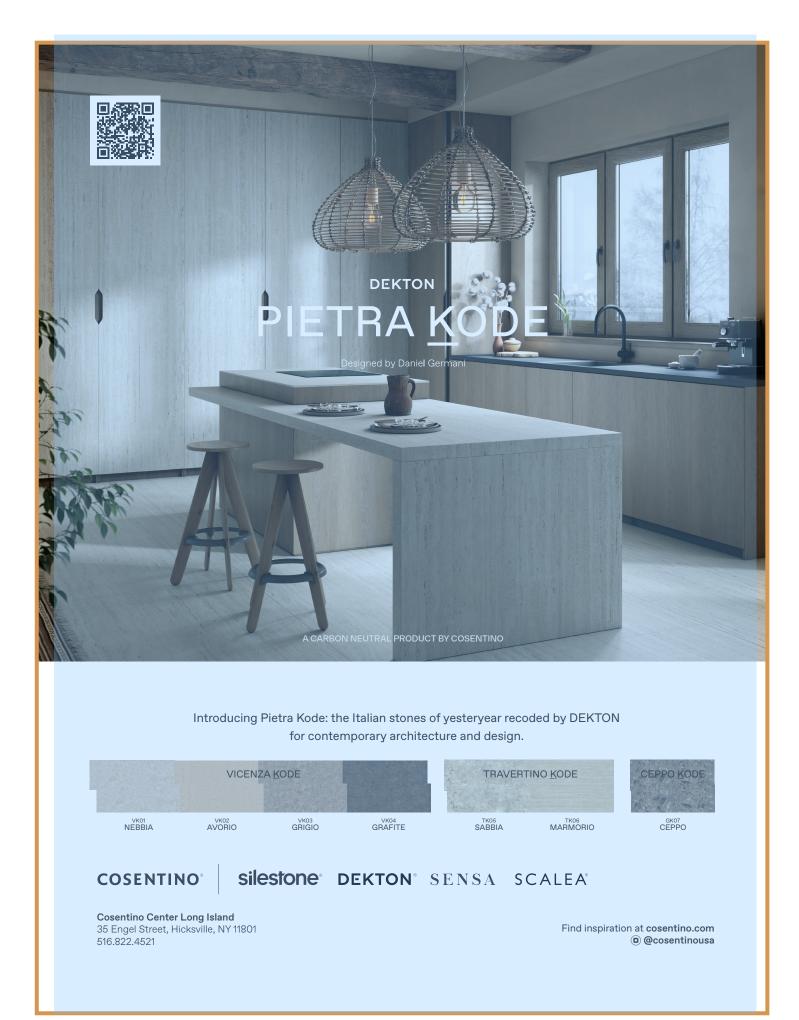
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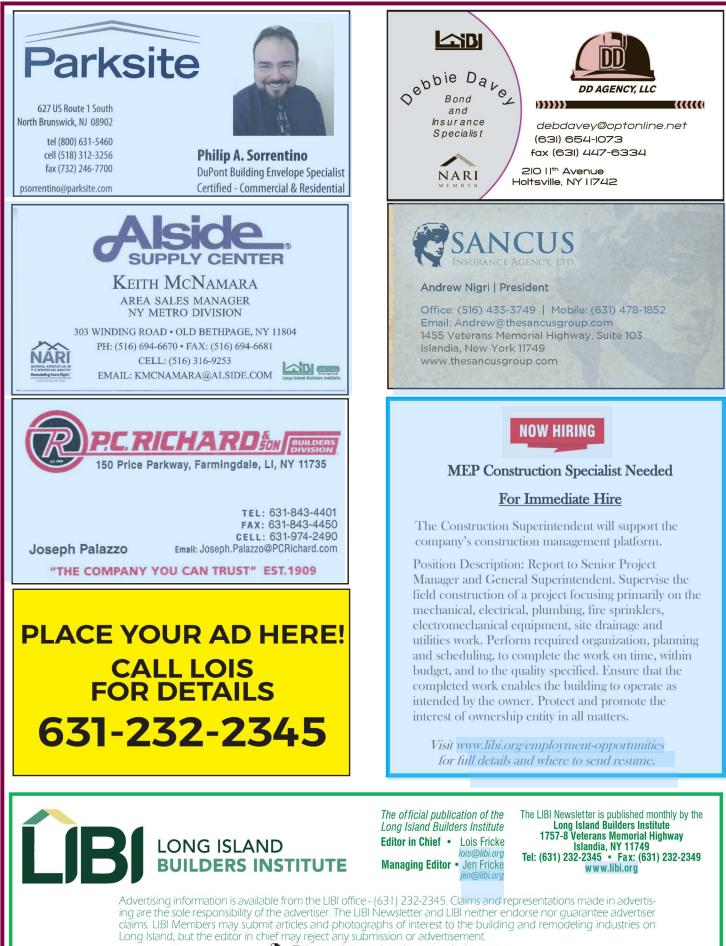


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