



LONG ISLAND
BUILDERS INSTITUTE

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SEPTEMBER 2023 Issue Volume 106

LIBI News

Libi's List

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and our Annual Golf & Softball Outing**



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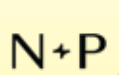
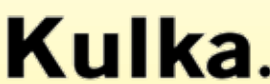
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CEO's Report

Michael Florio

I hope everyone had a wonderful and refreshing summer break. As we step into the fall, I wanted to take this opportunity to provide updates to the organization on LIBI's recent and upcoming initiatives and events.

First and foremost, I am thrilled to report that we have successfully merged with the Professional Remodeling Organization of New York (PRO-NY). With this, we will add up to 50 new companies to LIBI, bringing our total to over 800 members. With this addition, we can further strengthen our position as New York state's largest and premier home building trade association. The expansion of LIBI opens up more avenues of growth and collaboration, enabling us to not only expand our footprint in the region, but also strengthen our collective voice towards advocating for the building and remodeling industry on Long Island. Everyone please make sure to give a warm welcome to our exciting new members.

Mid-September LIBI hosted our General Membership Diner Meeting at Villa Lombardi's in Holbrook. The event was a great success, with an amazing turnout to welcome everyone back from the summer months. We were excited to feature our special guests, Suffolk County's Presiding Officer Kevin McCaffrey and Suffolk County Legislator Jim Mazarella. They spoke passionately on the pressing topics of sewer infrastructure and housing with the hope of bringing about a positive impact in our region sooner rather than later.

Furthermore, this month was also Associate Appreciation Month. We are grateful to our

numerous associates that play a pivotal role in supporting the foundation of LIBI. In order to recognize their contributions, I will be spending the upcoming weeks visiting our associate members to learn more about the depth and diversity of the different services and products that they provide. I am greatly looking forward to learning from our associates and seeing the great work they do.

Our Annual Golf and Softball Outing at the Baiting Hollow and The Rock courses served as a fun and amazing way to close out the summer. Thanks to all those who attended, and congratulations to those who won a trophy for their performance, as well as to those who received one of the various amazing raffle prizes. It is through outings and events like these that we bond, relax, and have fun with one another.

Finally, we have been closing out the month by starting our PAC screening interviews with a number of candidates that will be on the ballot this upcoming November. By discussing our positions on issues that are of importance to this industry, we can build essential relationships with and educate future members of local government that are willing to work with us to address issues related to permitting and housing, among many others.

As an organization that is deeply rooted in the Long Island community for over 80 years and is still growing strong, we must continue to be prime examples of how responsible building is conducted in our region. By actively working with allied organizations, industry professionals, community leaders, and elected officials, we will work to effectively advocate for our shared interests. I am looking forward to this busy but exciting season to come.



Vincent Calvosa

President's Report

Coming out of the heat of the summer and fresh from celebrating Associate Appreciation Month, I want to take a moment to reflect on our journey as the Long Island Builders Institute and celebrate the achievements we've

made thus far. September's newsletter update is dedicated to recognizing the invaluable contributions of our associates and sharing an update on our agenda for the year.

This month, we came together to celebrate Associate Appreciation Month. It is a time to express our heartfelt gratitude to the associates who have been an integral part of our success. We understand that our achievements are possible thanks to their unwavering support and dedication.

At the start of this year, we set forth a vision for our organization that aimed to not only elevate our membership but also foster growth, innovation, and collaboration within our industry. I am pleased to report that together, we have achieved significant milestones on this path.

One of our key objectives was to expand our membership and diversify our committees to better represent the evolving landscape of the homebuilding industry. To this end, we established a Women's Committee and a Young Professionals Committee, both of which have rapidly grown into vibrant spaces for networking, mentorship, and empowerment. Our commitment to inclusivity and fresh perspectives has been unwavering, and these committees stand as a testament to our dedication.

Additionally, we successfully revived the Remodelers Council, reigniting a vital platform for our remodeling professionals to connect, learn, and share insights. The enthusiasm and knowledge shared within this council have been

inspiring, fostering a strong sense of camaraderie among our members.

Our journey wasn't confined to revitalizing existing efforts; we also ventured to expand our reach. We set our sights on the east end of Long Island and have made commendable strides, although there is more to accomplish in this area. As we navigate through challenges and opportunities, our determination to create a comprehensive impact remains resolute.

Our leadership team, composed of some of the most dedicated and visionary individuals in our industry, has played an instrumental role in guiding us toward these accomplishments. Their unwavering commitment to our mission and their tireless efforts behind the scenes have been the driving force behind our achievements. Each member of our leadership team brings a wealth of knowledge, experience, and a passion for advancing our industry.

As we look forward, we are excited to announce that the establishment of our Education Committee is next on our list of accomplishments. This committee will offer training and programs to enhance the skills of our workforce. While we have not yet commenced this initiative, it remains a top priority. Education is the cornerstone of progress, and we are committed to providing our members with the tools they need to excel in a rapidly evolving homebuilding industry.

We proudly stand as the largest home builders association in New York State, a testament to the passion and commitment of each member. Our growing influence reinforces our mission to shape the future of the homebuilding industry on Long Island and beyond.

As we prepare for the Fall Building season, let us continue to foster an environment of collaboration with the best builders and associates on Long Island. Together, we'll push for new innovation and progress in our industry. Thank you for your unwavering support, and here's to the road ahead.

Associate Council Report



Robert Cartelli
President



Beth Howard-Price
Vice President



Anthony Confredo
Secretary



Chad Lerner
Coordinator

With the Summer winds behind us we embrace the upcoming fall season at LIBI with Associate Appreciation Month. What better way to start the 4th quarter of 2023 than by honoring and acknowledging our Trade Associates who do so much for the LIBI organization daily.

Congratulations to Steve Barker of Affiliated Agency, Gina Farese of Marcor Construction, Rich Galante of RFG Electrical, Joanna Mikucki of DSG Distributors, Joe Palazzo of P.C. Richards and Son, Joanna Pawlowska of Maximum Security and Jennifer Thompson of DRP Solutions for being recognized as Associates of the Year. Additionally, we'd like to recognize John Tudisco of Tile Bar for being recognized as the 2023 RISING Star of LIBI.

Our Associate Council meeting took place at the Wind Watch in Hauppauge on Wednesday, September 6th, 2023.

Thank you to our sponsors: B2K Development, P.C. Richard and Son, Triangle Building Products and TRITEC.

Builder speakers at this month's event were Marco Scarda of the Crest Group and Jon Groh of Aurora Contractors Inc. Both speakers gave detailed information on their upcoming projects and pipelines and opened themselves up to accepting bids on projects from all trade associates. For more information on their upcoming projects please reach out to the LIBI office.

Lois Fricke, Operations Director informed the associates of upcoming meetings, outings, and expos. Tuesday, September 19th 2023 was the LIBI Golf and Softball outing at Baiting Hollow and The Rock. Thank you to Martin Dettling and Tom Kelly, Golf Committee Chairmen, Anthony Confredo and Phil Sorrentino, Golf Committee Co- Chairs, Stephen Hayduk and Nick Bongiorno Softball Captains and all the trade associates that were on the committee who were instrumental in making this year's outing a successful and fun event.

Jay Ratto, President Long Island Home Builders Care

spoke about several upcoming drives benefiting our Long Island community and those in need. LIHBC is currently collecting school supplies, food and clothing for the Long Island Veterans Home, The Babylon Community Center Food and Backpack Drive and the INN in Hempstead. Please ask how, where and what you can do to get involved in these important causes LIHBC supports.

LIHBC is also organizing several upcoming events. Sunday, October 1st, 2023 will be the Annual LIHBC's Walk-A-Thon. Early morning bagels sponsored by Jay Ratto will be followed by an afternoon BBQ at the Dive in Kismet. Join fellow LIBI members as we walk along scenic Robert Moses Beach to Kismet Beach. Plesser's Appliances will be hosting their Sixth annual **Wine and Cheese event Wednesday October 18th, 2023**. This year's event will take place at the newly re-designed Sub Zero/Wolf appliance showroom in Roslyn Heights, NY. Alan Kennemer of Express Kitchen along with Olivia Amaya of Cosentino will be hosting the annual **LIHBC Comedy Night Wednesday, November 1st, 2023**, at Cosentino in Hicksville, NY. All proceeds from these events will benefit Long Island Home Builders Care. Please come show your support by attending one or more of LIHBC events and by participating in our important drives.

There have been upgrades to the LIBI Worker's Compensation Safety Group and additional benefits and more cost-effective options are now available to our members. Please call the LIBI office for more details.

Anthony Confredo and Debbie Davey, Membership Committee co-chairs spoke about LIBI's growing membership. LIBI has partnered with PRO NY (formerly NARI). We welcome all new members to LIBI and look forward to your involvement in helping make Long Island a better place to live and work.

Our next Associate Council meeting is October 4th, 2023 at Villa Lombardi's. Hope to see you there!

LIBI Associate Council Meetings



LIBI CEO Mike Florio, Associate Council President Rob Cartelli, AVP Keith McNamara, Associate Council Secretary Anthony Confredo, LIBI Operations Director Lois Fricke, Associate Council VP Beth Howard Price, Adrienne Panella, Mike Marshall, LIBI President Vincent Calvosa



Assoc. Cncl. Secretary Anthony Confredo, AVP Keith McNamara, Assoc. Cncl. President Rob Cartelli, LIBI President Vincent Calvosa, LIBI CEO Mike Florio, LIBI Operations Director Lois Fricke, LIBI Secretary Jon Weiss, Riverhead Councilman Bob Kern, Keith Lanning, Assoc. Cncl. Co-Ordinator Chad Lerner



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R-L: John Grohe, Daniel Brown, John Abselmo, Jonathan Clarin, Marco Scarda, LIBI Treasurer Anthony Bartone, Assoc. Cncl. Co-Ordinator Chad Lerner, Assoc. Cncl. Vice President Beth Howard Price, AVP Keith McNamara, LIBI Operations Director Lois Fricke at podium



Thank you to all our speakers & attendees

Membership & Networking Committee Report



*Jon Weiss
Chairman*



*Debbie Davey
Co-Chair*



*Anthony Confredo
Co-Chair*

Greetings fellow members,

As summer concludes and brisk winds of fall start to show themselves we must once again prepare ourselves for the colder weather and shorter days. The winter has always been the more difficult season for our industry but also provides us with time to reflect on the past year and project on the future.

With the current state of the interest rates and ever looming uncertainties that seem to exist, no matter the strength of or the trajectory of our industry we must continue to build our voice and strengthen our vote. No better way to do that than to increase our membership. Please continue to spread the word and expand our presence so we can further grow and protect our valuable industry.

All that being said please be aware of the following:

- New Member orientation is October 5th, 8:30 am at Villa Lombardi's. Open to all new and old members.
- Meet the candidates, October 11th, 5:30 pm at Waters Edge in Centerport. Great event for new members!!
- Plesser's Wine and Cheese, October 18th, 6-8 pm. Great networking event and all proceeds benefit a great cause.

Lastly, I would like to ask our builders and remodelers to please utilize or give our new and old associate / trade members the opportunity to bid on, sell to, and be a part of your current and upcoming projects. I personally have found some great trade partners through LIBI and have gotten fantastic pricing on some of our projects. Good luck and see you soon.



Phil Sorrentino

Associate of the Month

Who doesn't know Phil? Phil Sorrentino has been a member of LIBI in multiple aspects. He originally joined in 2014 under PAS Construction and is currently the Dupont/Parksite rep, stepping in after Will Hubbs retired in 2017. Phil is a staple at every LIBI event, he is involved in so many committees & councils such as the Golf Committees, Community Outreach, and Trade Expo, never mind always being one of the 1st people to volunteer whenever help is needed.

Phil holds an Associate Board seat on the LIBI Board of Directors as well as a seat on Long Island Home Builders Care, Inc. Board of Directors. Phil worked alongside Dave Bloom to organize the 1st LIHBC Fishing Trip which was a huge success.

Dupont/Parksite support LIBI by taking a Corporate Sponsorship for the past few years as well as donating items for raffles. LIBI is truly thankful for members like Phil.

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LIBI's General Membership Dinner Meeting

September 13th, Associate Appreciation

You did it!
Congratulations



President Vincent Calvosa, Treasurer Anthony Bartone, Vice President Martin Dettling, CEO Mike Florio presenting Associate Appreciation Award to Gary Marzano accepting on behalf of Gina Farese, of Marcor Construction, alongside AVP Keith McNamara



Presenting Rich Galante of RFG Electrical Contracting with his Associate Appreciation Award



Presenting Joanna Mikucki of DSG Distributors with her Associate Appreciation Award



Presenting Russ Robarge, accepting on behalf of Joe Palazzo of P.C. Richard & Son with his Associate Appreciation Award



Presenting Jennifer Thompson of DRP Solutions with her Associate Appreciation Award



Presenting Lou Pollina of Power IT USA with his Associate Appreciation Award

LIBI's General Membership Dinner Meeting

September 13th, Associate Appreciation



LIBI AVP Keith McNamara, President Vincent Calvosa
presenting 2023 Rising Star Award to
John Tudisco of TILEBAR, along with LIBI CEO Mike Florio



Ron Barba, Brent Brake, Sheree Jeanes,
Joe Persico, Bonnie Reich



Peter Florey, CEO Mike Florio,
Brookhaven Town Supervisor Ed Romaine and
LIBI Chairman Steven Krieger



John Tancredi, President Vincent Calvosa,
Glen Cherveney



Alex Armonas, Diane Moje, Mike Kelly

LIBI's General Membership Dinner Meeting

September 13th, Associate Appreciation



Erik Herz, Jeremy Poland,
Chad Lerner



Bob Coughlan, Meaghan Coughlan Trainor,
Jimmy Coughlan



Paul Curico, Diana Ulloa,
Chris Garten



Presiding Officer Kevin McCaffrey
spoke to the membership



S.C. Legislator Jim Mazzarella also
attended and spoke



Don Ryan, Christine Knespler,
Alex Armonas



Kimberly Degraff, Danielle Molaison, Denise Angiulo,
Joanna Mikucki, Ida Palmieri, Christine Knespler,
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Riley Swing, Tim Kyle, Mike Rupp, Mike Walker

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Jen Devito, Paul Redash

LIBI's General Membership Dinner Meeting

September 13th, Associate Appreciation



Ray Nurnberger, Gary Marzano, Daniel Dowling



LIHBC Update: Olivia Amaya, Beth Howard price and LIHBC Vice-President Alan Kennemer



Joe Persico, Michael Caruso, Pat Bentivegna and LIBI CEO Mike Florio



LIBI President Vincent Calvosa speaking to the membership



Cocktail Hour



Sheree Jeanes and Annemarie diSalvo

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Join us for an evening of networking with your local representatives and fellow LIBI members.

Time: 5:30 PM

Location: Waters Edge, Centerport

Cost: \$125 Members pre registration

\$130 Members walk in

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RSVP by Oct. 9th 5:00 PM



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**TUESDAY
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**The two softball teams: Team Wrecking Crew, Captained by Stephen Hayduk
and Team Adjo, Captained by Nick Bongiorno.**

CONGRATULATIONS! Team ADJO as the 2023 softball winners!



LIBI

ANNUAL GOLF & SOFTBALL OUTING

**TUESDAY
SEPTEMBER
19th**



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Annual Golf Outing

Raffle Prizes

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3. **Summers Forestry** - Basket of Assorted Wines, \$100 Gif Card to Fynatics, and \$50.00 Gif Card to Riverhead Ciderhouse
4. **Slip and Chase** - Basket of Assorted Wines, \$100 Gif Card to Fynatics and \$50.00 Gif Card to Riverhead Ciderhouse
5. **Fun Huggin'** - Stanley Tool Set, Westside Switch, Apple Argenti, Nike lunchbox, 4 children's riding mops, 2 basketballs \$100.00 Gif Card all stuffed in a wagon
6. **Keep It Closer** - Don Brighton along with a Foursome at Indian Hills Country Club Staying in the Shower - 1 large Grohe Rain Showerhead, 2 smaller shower rain showerheads and a bottle of Red, Rose, and White Wine.
7. **Backyard Renaissance** - Football Set, Spike ball Set, (1) \$50.00 Amazon Gif Cards, (2) \$100 Fynatics Gif Cards
8. **Baker's Dream** - Kitchen Aid Stand Mixer
9. **Charles and Cheever** - \$100 Gif Certificate to The Cutting Room, \$100 Traders Inn's Gif Card, 4 bottles of wine (2) white, (2) Rose, (1) Red and Tractor Ave Snack Bags
10. **See Gif** - Foursome at Indian Hills, 3 wheel golf cart, large golf umbrella, Brumfield Golf Range Raffle, golf gloves, tee system and 6 pack of golf balls
11. **Tail Sinking Fun** - Weber Portable Grill, 2 Coolers, 2 Beach blankets, folding cart, along with a fire prevention bucket filled with an extinguisher, smoke & carbon monoxide alarms, and the Block spray
12. **Sebring and Giffin** - Foursome at Baking Hollow golf Club, and a Charcoal BBQ with Weber utensils
13. **House Party** - \$100 Gif Card to PRCE's Steak House, and a basket of assorted wines, appetizers, and sides with a Nutribullet Blender
14. **It's a Wrap** - Hinger wrap cap stapler, roll of 4" Shaper Hacking Tape, roll of Gouphre Fleeting 62, a quickflash Hacking tool, Foursome to The Rock Country Club and \$100.00 K&NEN Gif Certificate
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Wednesday, November 1, 2023

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BBQ Buffet: 6:30-7:30 Dessert: 8:00-9:00

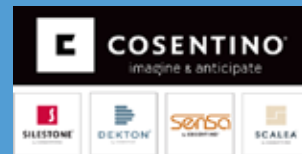
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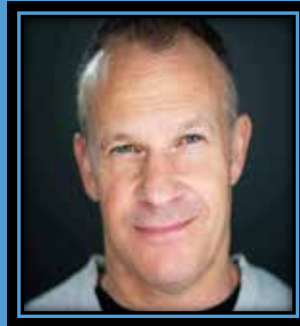
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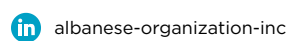
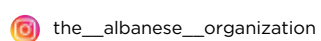
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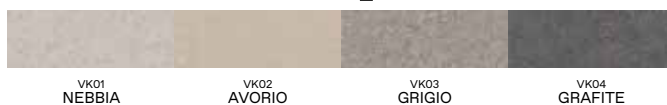
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The future depends on what you do today.

Mahatma Gandhi

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ANNOUNCEMENT

Starting in October, the LIBI monthly newsletter "LIBI News" will also be available as an electronic version, emailed to you. The electronic version will have useful clickable links. Keep watch for it in October!!



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**October
11th**

Meet the
Candidates Night @
Waters Edge

General
Membership &
Annual Meeting @
Verdi's

**November
8th**

**December
13th**

Annual Holiday
Party/Las Vegas Night
@ Villa Lombardi's

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**LONG ISLAND
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As a member of the Long Island Builders Institute, you are eligible to participate in our exclusive

Workers Compensation Safety Group 422

7-1-2023 to 6-30-2024

How does this benefit my company?

Our Safety Group will save premium costs on your Workers Compensation by:

1. Receiving up to a **35% Up Front Rate** Discount on eligible New Policies
2. Receiving an Annual Dividend based on the LIBI Safety Group's overall performance
3. LIBI office issues all Workers Comp Certificates
4. LIBI Dividend History:

Policy Term	Annual Dividend
2017-2018	30%
2018-2019	40%
2019-2020	30%
2020-2021	30%
2021-2022	35%
2022-2023	Not Yet Declared

Please note the following:

- You must be a member of Long Island Builders Institute to Participate
- There will be a 10% Safety group Management Fee that will be due annually
- Most WC Codes related to Construction are included –Partial List Below
- We are partnered with the The Durnan Group to assist in managing our Safety Group.
- Our Safety Group will provide the following services and support to our members:
 - a. Claim Administration
 - b. Experience modification review
 - c. OSHA Training

How to obtain a free no obligation quotation:

1. Provide a copy of your current workers compensation policy including payroll and classifications.
2. The Safety Group will provide you with a side-by-side comparison proposal with your current workers compensation carrier.
3. **We are happy to work with your insurance broker in this process.**

ESSENTIALLY ALL CONSTRUCTION CODES ACCEPTED: Partial List Below

5403/5645	CARPENTRY	5213/5221	CONCRETE/CEMENT
5547/5545	ROOFING	5183	PLUMBING
5445	WALLBOARD INST INSIDE INCL DRVRS	0042	LANDSCAPERS
5474	PAINTING OR DÉCOR & DRVRS	5648	ALUM OR VINYL SIDING INST & DRIVERS
5606	CONTRACT CONST OR EREC	5190	ELECTRIC WIRING
5348	TILE INTERIOR	6217	EXCAVATION & GRADING

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