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BUILDERS INSTITUTE

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OCTOBER 2023 Issue Volume 107

LIBI News

Libi's List

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On October 11th LIBI held its "Meet the Candidates Night" at Water's Edge in Centerport



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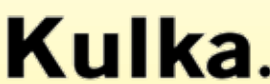
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Michael Florio

CEO's Report

Welcome back everybody. As we continue pushing through the fall and starting to see colder weather, I would like to take this time to update everyone on what LIBI has done the past month and what to look forward to in the coming weeks.

Firstly, this month we have concluded our PAC screening interviews with candidates running for local office, finishing up in Riverhead where we had the opportunity to discuss with and question the candidates on issues related to our industry. I would not only like to thank the Zenith Group for lending their office space for us to conduct our East End screenings, but I would also like to thank all of our members who attended each of our PAC interviews these past few weeks. Your input, expertise, and presence are extremely valuable in building our relationship with the candidates who will eventually shape our communities as they serve in public office.

In order to ensure our industries' values and problems are best addressed in local government, it is imperative that we remain informed at the ballot box. We have been hard at work assembling a comprehensive LIBI voter guide, with the goal of informing LIBI members of who is running for office in their district that has committed themselves to supporting our organization and working with us to solve the issues our region faces, such as housing. Please make sure to read the guide before heading to your polling location this election day.

To round out this discussion on candidates and politics, I am pleased to inform everyone that our "Meet the Candidates" event at Water's Edge in

Centerport was a resounding success. We hosted thirty-four candidates seeking public office across Long Island and at all levels of local government. Both candidates and members alike provided feedback that this event was a great way for them to interact in a more casual way and discuss issues in a more personal setting. We hope that moving forward we will only continue to strengthen our bonds and lines of communication with our local leaders and policymakers.

Furthermore, our Associate Council Breakfast and Associate-BUILDER Breakfast were both excellent opportunities for our members to meet each other and network. Part of LIBI's mission is to connect members and businesses in the industry to promote growth and success among our members. I hope that you left these events with not only more friends in the industry, but also valuable insight to help build on your own professional development.

In the spirit of connection, I am continuing my visits to some of our member's development sites. I recently had the pleasure to visit Tritec's developments in Bayshore and Ronkonkoma, getting the opportunity to see firsthand what they have accomplished at these locations. I hope to continue making visits to similar sites to become more acquainted with and knowledgeable of the diversity and unique dynamics of each and every location that our LIBI members have to offer the community.

As we move forward, I encourage each and every one of you to actively participate in LIBI's meetings, events, committees, and other offerings. Engage with your colleagues, and continue to educate yourself on the dynamics of the industry, as well as what forces influence it – such as our local officials. Together, we can continue to work towards our goal of expanding sustainable housing and creating a lasting impact on our communities for the better.



Vincent Calvosa

President's Report

As we find ourselves in the heart of October, it is a pivotal time for the Long Island Builders Institute. This is the month where we gear up for one of the most critical events in our organization - the election of officers and board members. Your participation and choices

in this election will shape the future of LIBI, and the decisions we make now will have a lasting impact on our industry.

The election of officers and board members is not just a routine event; it is an essential part of the process that governs LIBI. These individuals will guide us, make decisions on our behalf, and represent our interests. Therefore, it is crucial that each and every one of you actively participates in this process and makes informed decisions about who will lead us in the coming years.

Here are some key reasons why submitting your choices for these seats is of utmost importance:

Leaders Shape Our Future: The leaders we choose will set the direction and vision for LIBI. Their decisions will affect our policies, events, and initiatives. It is your nominations that will determine the course of our organization, so be sure to select those who align with your values and goals.

Representation Matters: Your choices will determine who represents LIBI both internally and externally. A diverse board with members from different backgrounds and expertise will ensure a well-rounded perspective that serves the interests of all members.

Expertise and Experience: Candidates often bring a wide range of experiences and skills to the table. Choose those who have a proven track record in our industry and who can effectively address the challenges we face, whether it's navigating regulations or staying up to date with the latest industry trends.

Accountability and Transparency: Your nominations hold our leaders accountable. They are entrusted with the responsibility of making decisions that affect

us all, and your participation ensures that they act in the best interests of LIBI and its members.

Industry Engagement: By actively participating in the election process, you become an integral part of the organization and the building industry. Your nominations are your voice, and it is through collective action that we can strengthen and grow LIBI.

Suggestions for nominations come from within the membership. This means that your input is invaluable in identifying potential candidates who understand and can represent your interests effectively.

In these changing times, it's more important than ever to nominate officers and directors who represent your interests. The economy is always evolving, as is the Long Island real estate market, so it's crucial to have the right individuals advocating on your behalf to navigate these shifts and make informed decisions for the benefit of our members. Remember that your nominations are not just personal choices but contributions to the future success of our Long Island Builders Institute.

Please note that all the nominations will be tallied at the nominating committee meetings and presented to the Board of Directors at the November Board Meeting. This process ensures transparency and accountability, as your choices will be carefully considered and implemented into the leadership of LIBI.

The upcoming election is an opportunity for LIBI to continue its mission to advocate and support the building industry. Your active involvement is not just a responsibility but a privilege to shape the future of our association.

I urge you all to participate in the election and make your voices heard. Let's work together to ensure a prosperous future for the Long Island Builders Institute. Your involvement matters, and together, we can build a stronger, more vibrant organization.

Thank you for your dedication and commitment to our industry.

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 October 4th.

Fall was definitely in the air!!!

We would like to give a special thank you to our Breakfast Sponsor Belfor Property Restoration!

Our LIBI President, Vincent Calvosa was recovering from surgery and we truly missed him! We want to wish Vincent a speedy recovery.

Our CEO Mike Florio took the reins covering for our President. Mike spoke about the PAC Screenings, Meet the Candidates Night and the importance of all of our members being involved. We will be encouraging the participation and growth of the Young Professionals Committee, Women's Committee and the Remodelers Committee with the addition of PRO NY. We welcome all associates' participation as we help grow these new committees.

Keith McNamara, AVP, spoke about the importance of building relationships within our organization amongst not only the builder/developer but also the associates as well. Keith is now including builders contact information within the Associate Council Program. 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 our upcoming events for 2023. Lois discussed the importance of PAC & all of the screenings coming up. We had Meet the Candidates Night held at

Water's Edge, which was an extreme success! Thanks to all who attended! We are also having our own LIBI nominations for 2024; please get them back to Lois once you have completed them.

The next General Membership dinner meeting will be held November 8th at Verdi's in Westbury.

Jay Ratto spoke about the Babylon Community Center Food Drive, Plessers Sixth Annual Wine & Cheese Event. Please mark your calendars for the upcoming LIHBC Event, Annual Comedy Night, Wednesday, November 1st, at Cosentino's in Hicksville. We want to thank Cosentino & Express Kitchen, our Event Sponsors. Come out and support LIHBC, it is a great event...

Anthony Confredo our Membership Co Chair let us know about the growth of our membership. We are at 718 members and should steadily be growing with many of the PRO NY Members coming on board. The next Membership & Networking Committee Meeting will be October 25th, 10:00 am at the LIBI Office.

John Cannataro from G2D Constructions Group came to speak with the associates on their upcoming projects. John discussed residential projects in Baldwin & Patchogue along with Medical projects.

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, November 1st, at The Wind Watch Golf & Country Club.

Membership & Networking Committee Report



*Jon Weiss
Chairman*



*Debbie Davey
Co-Chair*



*Anthony Confredo
Co-Chair*

We currently stand 718 members strong thanks to the efforts of your membership committee led by co-chairs Deb Davey and Anthony Confredo. On October 5th, we hosted a New Member Orientation at Wind Watch Golf Club.. This gave everyone the opportunity to learn more about our committees and what to expect from their membership in LIBI. October 11th saw our Meet the Candidates Night, which gave our members the opportunity to network not only with their local candidates, but with each other.

We recognized Robert Sedaghatpour of STRATCO Property Group at our September Membership & Networking Committee. Although he is still in his first year of membership,

he is very active and volunteers at our meeting to make whatever calls are needed. Thank you Robert!

I hope you exercised your right to vote in the LIBI 2024 Nominations. We will be electing our Officers & Directors, including the new ones voted in by YOU, the membership, at our November 8th General Membership & Annual Meeting at Verdi's in Westbury. I hope you come out and welcome our current and new representatives to the LIBI Board.

Our monthly Networking & Membership committee meetings are the last Wednesday of each month at 10:00 am, at the LIBI office. All are welcome, so please come down!

ASSOCIATE



OF THE MONTH

Donna Karatas



Thank you
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Associate of the Month

Ocean Stone & Fireplace joined LIBI in 2015 and immediately became a recognizable face at all LIBI meetings. Donna is active on just about every committee you can name. She is first to raise her hand to offer help in any way, whether it's making baskets for the golf committee, holiday party or loading up a truck to deliver items, Donna is always there to help. Donna donates items to our various drives and raffles. She was elected to the LIBI Board of Directors in 2023 where she holds an Associate Board seat. Her company has supported LIBI by taking one of our Corporate Sponsorship Packages these past few years, and also supports PAC, Community Outreach and Long Island Home Builders Care, Inc. LIBI is very fortunate to have an amazing member like Donna and Ocean Stone & Fireplace.

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Young Professionals' Council



Paolo Pironi



Vincent Calvosa Jr.



Gina Jarese

With no meeting this past September, the Young Professionals' Council members had an opportunity to attend the many PAC screenings with our current elected officials and those running for a position in government. As the up-and-coming LIBI leaders, we are getting involved everywhere we can: specially one of the most important functions of LIBI, lobbying for the building industry. As we sat in the screenings, we took note of the plans and promises from those running for office and we can see who is in favor of the building industry.

As the summer months close and we head into fall, we are kicking off our recruitment strategy to get more YPs, that are associate and builder members, involved in the Young Professionals' Council and LIBI. NAHB set the foundation for us with their recruitment strategy. We are adding to our education opportunities by bringing in guest speakers that will be offering construction trade and business knowledge. These two upcoming meetings are not ones to miss. Guest speakers from the finance sector and HERS rating trades will be coming to speak to our YPs.

We are looking to prep the next generation of builders and associates so we feel it's important to keep our education opportunities diverse so all members of the Young Professionals' Council can benefit.

Please join us for our next meeting which is being held on October 26th, at 3:30pm in the LIBI office..



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October 11th, 2023 • Water's Edge, Centerport



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Rich Galante, George Erato, Steve & Dan Loiacono



Denise Angiulo, Joanne Mikucki, Kimberly DeGraff



Linda and Danielle Ressa

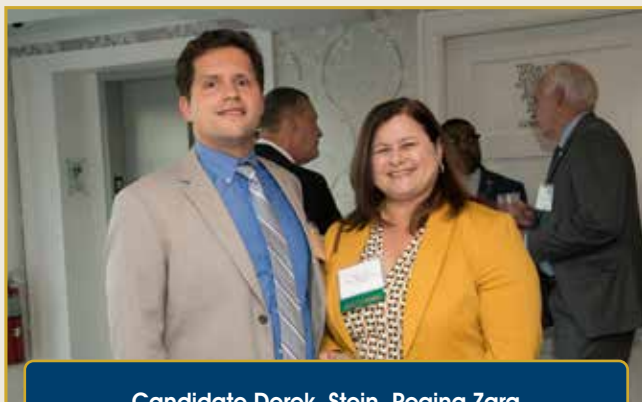


MEET THE CANDIDATES

October 11th, 2023 • Water's Edge, Centerport



Dawn Cameron and Gretchen Stuerzel



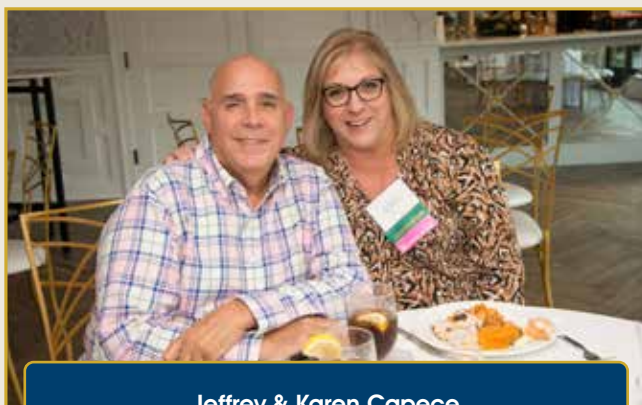
Candidate Derek Stein, Regina Zara



Candidate Rebecca Sanin, CEO Mike Florio



Ana Kalmar, George Kitras



Jeffrey & Karen Capece

MEET THE CANDIDATES

October 11th, 2023 • Water's Edge, Centerport



Jim Coughlan, Candidate Jen DeSena,
Jimmy Coughlan, CEO Mike Florio



Joe Tantillo, Kyle Evans, John Tancredi,
Associate Council Secretary Anthony Confredo,
Johnathan Powell, Paolo Pironi



Bob Preston, Glenn LaMay, Candidates Jen Hebert,
Rebecca Sanin and Eve Krief



Peter Florey, Candidate Stephanie Bontempi



Islip Supervisor Angie Carpenter with
LIBI Vice President Martin Dettling



Jorge & Karol Gomez

MEET THE CANDIDATES

October 11th, 2023 • Water's Edge, Centerport



Vincent Calvosa Jr., Rob Morandi and
LIBI VP Martin Dettling in background



Jackie Masino, Chad Lerner, Katrina Saidai,
Denise Angiulo, Steve Barker, Jennifer Thompson,
Joana Mikucki



Lina Gottesman, Ed Gomez, Mary Hauptman



Robert Sedaghatpour, Candidate Jon Kaiman

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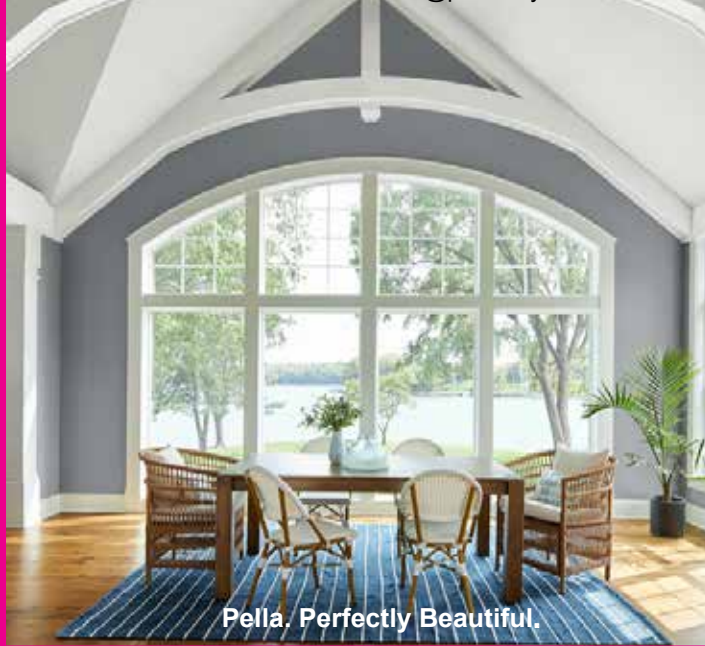
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Comedy Night

Wednesday, November 1, 2023

Registration: 6:00 PM Entertainment: 7:00 PM - 8:30 PM

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

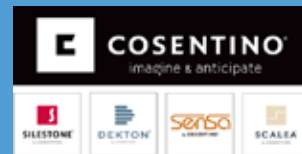
Cosentino Center- 35 Engel St., Hicksville, NY 11801

TICKETS: \$100 per person

Event Sponsorship: \$400 - includes 2 tickets

All proceeds are donated to Long Island Home Builders Care

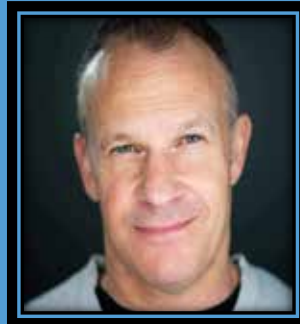
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Featuring:



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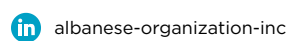
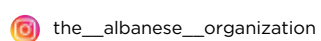
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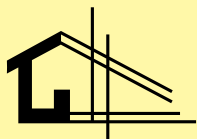
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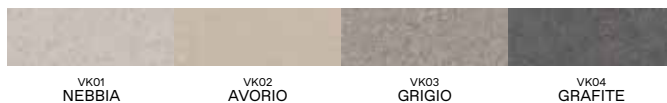
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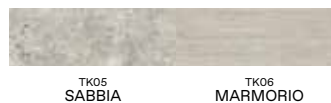
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General Membership & Annual Meeting

Wednesday, November 8th 2023

Cocktails 5:30 PM Dinner/Program 6:30 PM

Verdi's of Westbury 680 Old Country Rd., Westbury NY

Program

Election of 2024 LIBI Officers & Directors

Welcome New Members

Special Guests: TBA



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Reservations not cancelled by Nov. 7th 5:00 PM will be responsible for payment

Pre-register by Nov.7, 12:00 noon to save \$\$\$ \$125 PP or \$130 at the door. Non members \$130 pre-registration or \$150 at the door. Please register to jen@libi.org

I would like to sponsor this event \$1200 _____ (includes 1 ticket)

of reservations @ \$125 each _____ (members) or \$130 _____ (non-members must prepay)

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Annual Holiday Party and Las Vegas Night

Wednesday, December 13th 2023 6:00-10:30 PM

Villa Lombardi's, Holbrook

\$125 PP or Corporate Table of 10 \$1,130

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of reservations @\$125 pp _____ # of corporate tables @\$1,130 _____

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UPCOMING EVENTS

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Meetings & Events

General
Membership &
Annual Meeting @
Verdi's 5:30PM
Cocktails

**November
8th**

**December
13th**

Annual Holiday
Party/Las Vegas Night
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2020-2021	30%
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