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NOVEMBER 2023 Issue Volume 108

LIBI News

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LIBI's General Membership & Annual Meeting on November 8th saw almost 200 people in attendance



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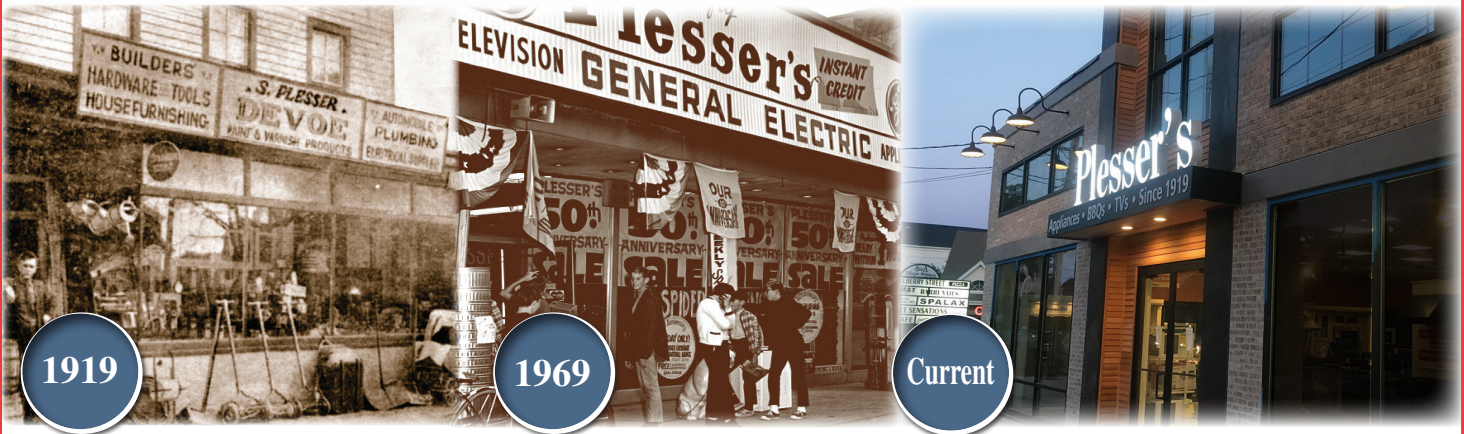
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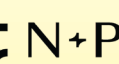
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Michael Florio

CEO'S REPORT

As we inch ever closer to the holiday season, I wanted to share with you all some of the important developments that happened over the past month.

We recently held the first meeting of our revised Remodeler's Council following our merger with Pro-NY. Many areas of interest were brought up including addressing unlicensed contractors and implementing e-permitting in the towns. We'll continue to explore these and other topics as the committee grows and newly elected officials make key appointments in 2024.

Additionally, LIBI also held another Marketing Work Group Meeting. The meeting was very productive, with members proposing ideas to enhance LIBI's marketing, such as creating marketing materials for members, growing our social media audience, and exploring the benefits of podcasts. I would again like to thank all of those who came and contributed their expertise to the discussion. By holding these meetings, LIBI members can work together to better both their business and the greater homebuilding and remodeling community on Long Island. We are sure to hold more meetings like these in the future, so if you missed these meetings please be on the lookout for future ones.

Also, at the beginning of the month, the LIBI Voter Guide was sent to all LIBI members. This first-of-its-kind voter guide was meticulously assembled by our PAC Committee to act as an informative guide to the local candidates running for office across Nassau and Suffolk Counties. We highlighted certain candidates that best aligned with LIBI's initiatives and supports the industries we represent, called LIBI-Approved Smart Growth Housing Candidates. I am proud to announce that in the 63 local races we listed in our guide, 59 of them were won by candidates that we approved of, or 94%.

One of the most important races this year was for Suffolk County Executive, with Brookhaven Supervisor Ed Romaine winning a sizeable victory. We look forward to continuing to work with Ed to address many of the issues our industry faces at the county level, including the Department of Health.

Furthermore, with both the Nassau and Suffolk County Executives having party control over their legislatures, we can hopefully expect less gridlock and more action taken by the government in ways the region as not seen in years.

We are also looking forward to working with the newly elected

town supervisors, including Dan Panico in Brookhaven, Tim Hubbard in Riverhead, Maria Moore in Southampton, Al Krupski in Southold, and Kathee Burke-Gonzalez in East Hampton, as well as every single incumbent town supervisor that won their re-election bids.

Recently, I had the pleasure to meet with RuthAnne Visnauskas, New York State's Commissioner and CEO of Homes and Community Renewal, alongside the Long Island Association, the Association for a Better Long Island, and other important stakeholders. This meeting served to further our dialogue with New York State on how we can work with Governor Hochul and our local communities to best address housing.

I also recently had the pleasure to meet with the Governor to discuss Long Island's housing crisis. While in Westbury, the Governor announced that she would open the Long Island Investment Fund to support transformative housing projects. The infusion of hundreds of millions of dollars of incentives is the type of shot in the arm Long Island needs. These incentives will aid us in reimagining how and where we develop new housing stock for both young people and seniors that want to stay here, while boosting economic development and job growth for the region.

Finally, I would like to close by thanking the representatives of Las Vegas Sands for attending our final Dinner Meeting of the year. We are looking forward to how their Nassau County integrated resort project will continue to develop in the future and how our members can be a part of that process.

As we move towards the winter, I would like to encourage all of you to actively participate in LIBI's meetings, events, committees, and other offerings. Through this, we can continue to work towards solutions of problems our region faces, create a lasting impact on our communities for the better. See you all at the holiday party on December 13th!



LIBI CEO Mike Florio with
NY State Governor Kathy Hochul



Vincent Calvosa

PRESIDENT'S REPORT

As I am nearing the last stretch as President of LIBI, I would like to take a moment to speak on the importance of our members. Membership is the life blood of any organization and LIBI is no exception. The strength of LIBI depends on both Builder and Associate members working together on behalf of our industry. We are fortunate that a large number of our members pitch in to make our organization run smoothly. I have found that regardless of the organization, there are always a few members who stand out and make the extra effort year after year. In each organization you know who these individuals are; they are the ones at committee meetings, participate on event committees, are strong advocates for our industry, and step up when there is a problem that needs to be addressed. LIBI has made it a practice to recognize those members who have traditionally gone above and beyond.

Our November General Membership Dinner Meeting was so well attended that we had to break

out more chairs to accommodate everyone! We were fortunate to have representatives from Las Vegas Sands in attendance to speak to our members about an exciting project in the pipeline. November also saw our Election of 2024 Officers & Directors.

The LIBI office is extremely busy right now: in December we ring in the holidays with LIBI's Annual Holiday Party/ Las Vegas Night. This event is truly one of the most well attended and I strongly encourage everyone to make your reservations, take a sponsorship and come ring in the season with the LIBI Family. In addition to the Holiday Party, LIHBC has numerous charitable projects going on. Christmas Magic, Babylon Christmas Angels as well as collecting toys & gently used men's winter clothing for the INN. I am always in awe of the generosity of our members during the year, and this year is no exception.

In closing, I would like to wish everyone and their families and very Happy Thanksgiving.



ASSOCIATE COUNCIL REPORT



Robert Cartelli
President



Beth Howard-Price
Vice President



Anthony Confredo
Secretary



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It was a bright crisp day as the LIBI Associate Council welcomed its members to our monthly meeting. We began with the pledge of allegiance and with thanking our sponsor PC Richard & Son.

Our first speaker was Lois Fricke, who began by acknowledging and thanking the 91 members in attendance. She related to us the importance of supporting LIBI by attending and sponsoring the many events that LIBI hosts every year. The last event of 2023 is the Holiday Party/Las Vegas Night on December 13th at Villa Lombardi's. Please reserve your tickets and remember to bring an unwrapped new toy to donate to the INN for their holiday toy drive as well as men's footwear, sweaters, socks, and underwear for their clothing drive. In 2024, there will be three special Associate/Builder breakfasts scheduled. At these breakfast meetings, associates have the opportunity to introduce their companies to our builders and developers in a more intimate setting. Look out for emails in the new year if you would like to attend. LIBI's Trade Expo will be held April 11th at the Long Island Hilton and will feature a Long Island townships building and planning panel. If you would like to join the Trade Expo committee in planning this great event, call Jen at the LIBI office. Lois concluded by recapping the slate of officers and directors elected at the November membership meeting as well as explaining the 2024 associate council ladder with Rob Cartelli elected Associate Vice President, Beth Howard Price moving to President, Anthony Confredo to Vice President, Chad Lerner to Secretary, and John Tancredi to Coordinator. Lastly, of great importance, please let our leadership know your opinion on our newsletter either going purely digital or keeping a blend of print and digital format.

Next Jay Ratto, President of Long Island Home Builders Care, reviewed the many great activities underway to help our Long Island community. Among them were our fall fundraising events: Cosentino's and Express Kitchen's Comedy show,

Plesser's wine & cheese event, the thanksgiving drive for the Babylon food pantry. LIHBC once again is partaking in the Babylon Christmas Angels and Christmas Magic. As you can tell, LIBI is big on taking care of its fellow Long Islanders in need.

Debbie Davey spoke on behalf of membership: as of this meeting we are 720 members strong with 6 pending approval. The committee held a new member orientation on October 5th which was attended by more than 60 members. This month's membership committee spotlight featured Robert Dorskey of Crystal Windows and Doors. Our membership drive has been moved to February/March 2024, so that new members can begin enjoying the benefits of the organization earlier in the year. Our 2024 builder chairman of the membership committee will be Ken Abrami of TRITEC.

Our guest builder panel then began their presentations. First Joel Lipsky of Lipsky Building and Construction gave a brief but thorough background of himself and his company. If you have any questions or would like to contact him you can via email at Joel@Lipskyconstuction.com. He was followed by Ralph Rizzo of the Benjamin Companies who spoke of their project, The Vistas at Bayport, as well as 245 planned units in Port Jefferson, 27 townhouses in Baiting Hollow, a charter school, and several out of state projects. If you would like to contact him in reference to any of these projects, you can reach him via email at Rizzo@benjamindevco.com.

The Associate Council would like to thank all of the associates and members who support our monthly meeting. We hope to keep this great momentum going in 2024.

Our next meeting will be December 6th at 8:30 am at Villa Lombardi's.

MEMBERSHIP & NETWORKING

COMMITTEE REPORT



Jon Weiss
Chairman



Debbie Davey
Co-Chair



Anthony Confredo
Co-Chair

Greetings and Happy Thanksgiving. As the holidays are upon us, myself, Debbie Davey and Anthony Confredo would like to wish all a Happy and Healthy Holiday Season. The year has been challenging to say the least, but with 2024 in sight all we can do now is finish strong and prepare for the year to come.

As we sit currently with a membership of just over 700, we have never had a more powerful voice. We must use this voice to insure the growth and preservation of our industry.

Every month we recognize a member of our committee that really promotes membership

and actively recruits. At our October meeting, we recognized Rob Dorsky from Crystal Window & Doors. Rob is a fairly new member but has already brought in many members and promotes LIBI on a regular basis. Thank you Rob!

As you attend your holiday parties this year, please continue to spread the word of LIBI and explain the great benefits of becoming a member. It would be great to start the year off with new members!!

Hope to see all at the Holiday Party on December 13th at 6 PM, Villa Lombardi's. It's an excellent way to end the year!!

Associate of the Month



RITA PASSEGGIO

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Who doesn't know Rita! Since becoming a member in 2009 she has been a staple at every dinner meeting, committee meeting, and LIBI event. From the very beginning, Rita jumped in to participate in a variety of committees & councils. Her professionalism, dedication, and attention to details has made her a valuable asset. Minuteman Press regularly exhibits at our annual Expo. Rita is truly a **"TEAM PLAYER"** and LIBI is a stronger organization with her in it.



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YOUNG PROFESSIONALS' COUNCIL



Paolo Pironi



Vincent Calvosa Jr.



Gina Farese

Recruiting and engaging the next generation of builder and associate members is vital to the strength of LIBI. It is especially important in the building industry, as family businesses pass from one generation to the next and new technologies influence building systems bringing the industry forward into the next century. As young professionals, we recognize this and have stepped up. Congratulations young professionals Thomas Kelly of Kelly Development, Marco Scarda of the Crest Group, Kelley Coughlan Heck of TRITEC and Vincent Calvosa Jr of Calvosa Organization, who are now serving as builder directors amongst our LIBI role models. Additionally, congratulations to Paolo Pironi, Co-Chair of the YP council, who was elected to the LIBI executive board as second vice president.

As the younger generation of LIBI we also know how important it is to give back to the community through Long Island Home Builders Care. Young professionals contributed to LIHBC Thanksgiving food drive. From donating food to stocking the shelves at the Babylon food pantry, we were there alongside our LIBI partners. YP Council Co-Chair Gina Farese, took it a step further by volunteering in the Long Island Fight for Charity. The money she is raising is going towards LIHBC. Good luck Gina, we know you're going to kick butt! We are looking to expand our council, if you or a company member are interested, please join us for our next meeting which is being held on November 30th in the LIBI office at 3:30pm.



Jen Devito
Chairwoman



Debbie Davey
Co-Chair

WOMEN IN LIBI COMMITTEE

Our meeting began on a festive note: we extended Birthday wishes to Lois Fricke, LIBI's Director of Operations, who turned 80 years young this past October. She is a force majeure in LIBI and a role model to the members of the Women's Committee, and we appreciate her very much.

Next, Marty Dettling, LIBI's Vice President, expressed how much he valued the Women's Committee and assured us that we can count on his support during his presidency next year. Thank you, Marty.

Kudos to JoJo Mikucki and Gina Farese who, through the many networking fundraisers they organized, raised more than \$90,000 benefiting several charities including Long Island Home Builders Care. Thank you to all who participated.

Congratulations to Gerri Domenikos of Airlogix and her brother Gabriel, who were this year's honorees at the New Ground's Annual Gala.

Our success story speaker was Serene Darwish of Architectural Designs. Since coming onboard as a partner of the firm 17 years ago, she expanded the staff to 12 employees, developed a full onsite marketing division, a servicing division, as well as a Lighting and an Electrical company. Thank you for your inspirational presentation. You embody this month's quote: "A wise woman can predict the future because she creates it!"

Our educational speaker was Kim DeGrass of Belfor Restoration. When disaster strikes, it's good to know who to call and in what order, to minimize damage and speed up remediation. Kim gave us a detailed account of the restoration process from beginning to end and warned us to always have proper updated insurance coverage in place in case a hazard happens. Thank you, Kim, for all your insight.

Our next meeting will be held December 15th at 9:00 am in the LIBI office.

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November 8th at Verdi's



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Vinny Calvosa, Paolo Pironi & Bryan Kappenberg



Tom Kelly and Marco Scarda



Kyle Evans, Rich Bailin and John Tancredi



Marie Martineck, Joanna Mikucki and Bethany Elfaham



LIBI Secretary Jon Weiss and President Vincent Calvosa



General Membership & Annual Meeting

November 8th at Verdi's



LIBI CEO Mike Florio with Thomas Abbate



John Tudisco, AVP Keith McNamara, Rich Bailin,
Nick Capuano, Phil Sorrentino



Michael Levoff from Las Vegas Sands joined us
to address the membership,
LIBI CEO Mike Florio also pictured



Past President Mike Kelly doing the election of
2024 Officers & Directors



John Tudisco, Chris Eng and Michael Bonacasa



Resi Cooper, LIBI Vice President Martin Dettling
and Thomas Bogue



General Membership & Annual Meeting

November 8th at Verdi's



Ana Kalmar, Joanna Mikucki, Paul Redash,
Jennifer Diecidue, Lauren Corcoran-Doolin, Steve Barker



LIBI welcomed in 22 new members.
Check out the full list in this issue



Full house



LIBI Treasurer Anthony Bartone with
Robert Sedaghatpour

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Fall Fundraisers



Thank you to Beth and The Plessers' Family for hosting the 6th Annual Wine & Cheese and for generously matching the proceeds of the event!

Shout Out to Cosentino and Express Kitchen for hosting a Night full of Laughs.....



**Thank you!
Dean Camastro from Duravit,
for preparing delicious food**



LHBC is very thankful for the LIBI Members who helped donate food for the Babylon Community Center Thanksgiving Food Drive. Thank you for every drop off made, every donation, and every set of hands that continues to help LHBC fill the shelves!

Thank You!



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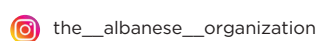
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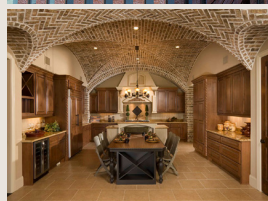
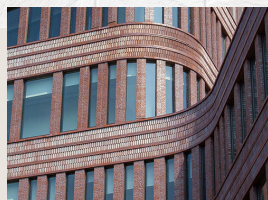
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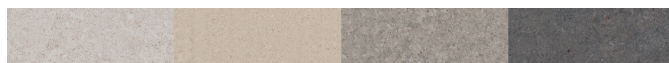
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Annual Holiday Party and Las Vegas Night

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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Upcoming Events:

2024

General Membership Dinner Meetings

1. Wednesday, January 10th @ Villa Lombardi's
Installation of 2024 Officers & Directors
2. Wednesday, March 13th @ TBD
3. Wednesday, June 12th @ Captain Bill's
4. Wednesday, September 11th @ Villa Lombardi's
5. Wednesday, October 9th @ TBD
6. Wednesday, November 13th @ Waters Edge, Centerport

Special Events



Thursday, April 11th @ Huntington Hilton



DINNER DANCE

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Friday, May 3rd North Hills Country Club



Thursday, May 23, North Hills Country Club
Tuesday, September 17th, Baiting Hollow/The Rock



Wednesday, December 11th , Villa Lombardi's

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2020-2021	30%
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2022-2023	Not Yet Declared

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