



LONG ISLAND
BUILDERS INSTITUTE

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DECEMBER 2023 Issue Volume 109

LIBI News

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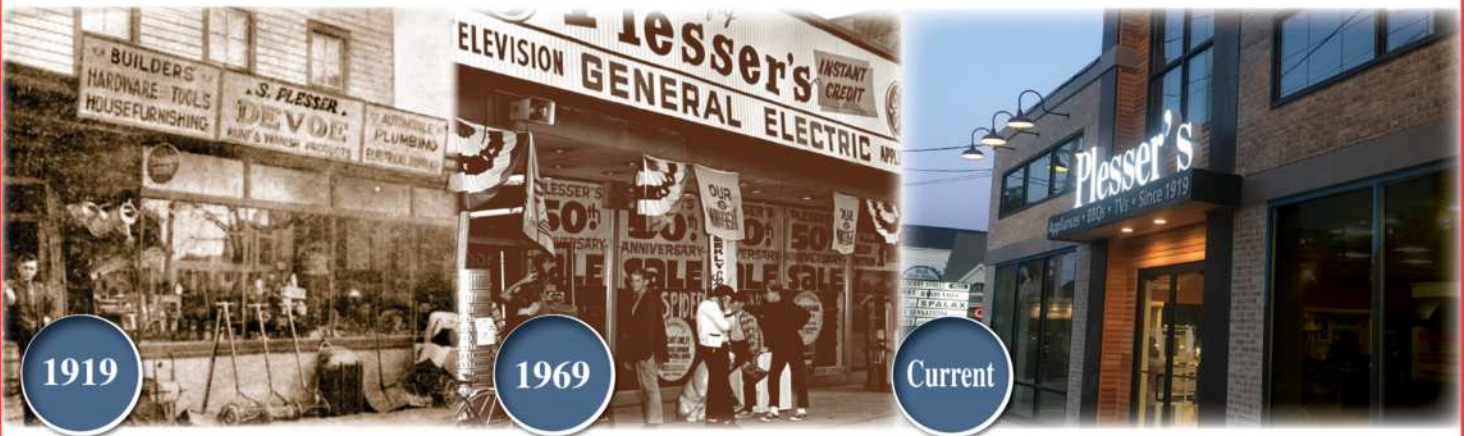
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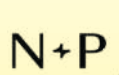
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Vincent Calvosa

PRESIDENT'S REPORT

As I pen my final letter to you as President, I want to express my gratitude to each and every one of you for allowing me the honor and privilege of serving as your President over the past year. It has been a remarkable journey filled with shared accomplishments and the pleasure of working alongside a community of dedicated professionals. As I reflect on the past year, I am reminded of my main goal for the year—to leave LIBI better than it was when entrusted to me. With the collective efforts of our Officers, our Leadership Team, and the support of our members, I believe we have made significant strides toward this objective. Here are some of the highlights:

In 2023 we welcomed a new **Chief Executive Officer, Mike Florio**, to lead us into the future. Working closely with Mike over the past year has been a pleasure, and I am confident that the Long Island Builders Institute is in exceptionally capable hands under his guidance. Mike's vision, dedication, and wealth of experience in the political world have already made a positive impact on our organization. His strategic approach and commitment to LIBI's values assure me that our path forward will be marked by continued growth and success. Through our strategic lobbying initiatives, we've not only positively influenced policies and regulations but have also actively worked to create a more favorable environment for our members. Mike's astute understanding of the political landscape further enhances our advocacy capabilities, ensuring that LIBI continues to navigate challenges with resilience and purpose.

Our **Political Action Committee (PAC)** played a pivotal and active role in shaping the political landscape within our local community. The PAC Committee took a proactive stance in various local races, underscoring our commitment to advocate for our LIBI First/ Pro Housing Policy. Notably, the publication of a **Voters Guide** marked another first for our association, providing valuable insights to educate our members on candidates who align with pro-housing policies. This Voters Guide not only empowered our members to make informed decisions at the polls but also served as a testament to our commitment to being active participants in the democratic process.

Many thanks go out to our **Membership Committee**. Their tireless efforts have been instrumental in the remarkable growth of our membership throughout the year. Their dedication and commitment to expanding our reach into the various sectors of our industry have truly made a difference, attracting new members while ensuring the retention of existing ones.

As we celebrate the accomplishments of LIBI we are reminded that the spirit of giving back is at the core of our industry. Together, we continue to build not only structures but also a legacy of service that enriches the lives of those in need. Our commitment to making a meaningful difference extends beyond the boundaries of the Home Building Industry, as reflected in our active involvement in local community service projects and partnerships. These endeavors have left a lasting, positive impact on the local community and demonstrated our dedication to being responsible corporate citizens. I am extremely proud to highlight the impactful work of our charitable partner, **Long Island Home Builders Care**. Their unwavering commitment to the well-being of our local communities has significantly contributed to lasting positive changes in many neighborhoods. Through a range of initiatives, Long Island Home Builders Care has exemplified the impact that the construction industry can have on people's lives. None of these achievements would be possible without the leadership and generosity of the many individuals who selflessly step up to contribute their time, resources, and expertise.

In the ever-evolving landscape of technology, this year has seen remarkable progress in how we engage and communicate with our members. A pivotal component of this transformation is our newly revamped website, designed to elevate user experience and accessibility. In tandem with the website, our refreshed logo stands as a symbol of our forward-thinking approach and unwavering dedication to staying at the forefront of industry trends. Furthermore, our revitalized presence on various social media platforms has fostered a dynamic online space, providing members with real-time updates, valuable industry insights, and a platform for meaningful engagement. Your active participation in these digital spaces has played a pivotal role in



PRESIDENT'S REPORT

Vincent Calvosa – Continued from Page 6

cultivating the vibrancy of our online community. Also, as part of our commitment to embracing the digital age, we proudly introduced for the very first time our **new digital newsletter**. This exciting addition incorporates innovative technologies, offering interactive opportunities for advertising and marketing directly to our members. Keep an eye out for these advancements in 2024, as we've only just begun to explore the full potential. We eagerly anticipate your input and suggestions on ways to enhance this experience.

During our time together, we initiated several committees to address the unique needs and perspectives within our community:

Our commitment to nurturing the next generation of industry leaders led to the formation of the **Young Professionals Committee**. This initiative aims to provide a platform for emerging talents, fostering networking opportunities and professional development within our association.

Recognizing the invaluable contributions of women in our industry, we established the Women in LIBI Committee. This committee is dedicated to supporting and empowering women professionals, fostering mentorship, and promoting diversity within our ranks.

Understanding the distinct challenges and opportunities faced by remodelers, we revived the **Remodelers Council**. This specialized committee is re-established to address the unique needs of our remodeler members, providing a forum for shared insights, collaboration, and targeted resources to support the growth of the remodeling sector within our association.

I am very pleased to announce the successful completion of our **annual nomination process**. For 2023 we added two outstanding additions to our Officers ladder, with Ken Abrami joining as the incoming Secretary and Paolo Pironi as the incoming 2nd Vice

President. Additionally, we are proud to welcome four new Associate Members to the Board of Directors, along with four new Young Professional Builder Members. This infusion of new perspectives and talents ensures that our leadership remains dynamic and representative of the diverse voices within our membership.

As we enter the Thanksgiving and holiday season, I am reminded of the importance of appreciation and the strength that comes from a supportive community. I am extremely thankful for each and every one of our member's dedication and contributions to the success of the Long Island Builders Institute. Your commitment is the foundation upon which our accomplishments stand.

In the spirit of appreciation, I would like to extend a heartfelt thank you to **our incredible staff**. Their dedication, hard work, and commitment to serving our members have been the driving force behind the success of our initiatives. Their professionalism and tireless efforts have created a positive and thriving environment for our members, contributing significantly to the prosperity of the Long Island Builders Institute. Please join me in expressing our appreciation to the entire staff for their invaluable contributions.

As I transition from the role of President to Chairman of the Board, I am pleased to welcome **Martin Dettling** into the role of President. Marty brings a wealth of experience and a passion for our industry that will undoubtedly propel LIBI to new heights. I have full confidence in Marty's ability to lead with integrity and vision, and I am excited about the fresh perspectives he will bring to our organization. I extend my congratulations to Marty and look forward to witnessing LIBI's continued success under his leadership.

Thank you once again for your trust, dedication, and commitment to the Long Island Builders Institute. It has been an honor to serve you, and I look forward to witnessing the continued success of our organization.



Michael Florio

CEO'S REPORT

What a difference a year makes. This month marks a full year of my service to LIBI as your CEO. It has been, and continues to be, an incredible experience. I want to thank the Officers and Board of Directors for entrusting me with the leadership of this organization and all our members for your support over the past



year. I am grateful to our outgoing LIBI President Vinny Calvosa for the guidance he has provided and look forward to welcoming our incoming president Martin Dettling in January.

December has been a busy month for us at LIBI. To start, I have been appointed to Suffolk County Executive-Elect Ed Romaine's transition team. Our team has met frequently to advise his administration, and advocate on behalf of the homebuilding and remodeling industries. Also, I have met with our builder members who have informed me of the struggles they face so that I can be best prepared when it comes to these discussions. We are currently working with them in order to reduce the bottlenecks our members face when it comes to their projects and county government, especially in the Health Department.

In mid-December, the **Long Island Zoning Atlas** was launched. Funded in part by LIBI, this interactive map showcases Long Island's zoning and land-use patterns. This will help our organization, as well as other researchers and policymakers, have a better understanding of our region's housing make-up and hopefully lead to better informed decision making. A link to this map will be present on our website's homepage, so I implore you all to take a look.

Additionally, I attended the installation of Peter Florey as President of the New York State Builders Association (NYSBA). Peter, a LIBI Past President, will provide strong and competent leadership to this organization and I am proud to have been elected to serve on the executive committee as the Executive Officer Representative for the state.

This month was also our last Associate Council meeting of the year. Our associate members contribute so much to this organization, and I am grateful to our Associate Council for creating a welcoming and inviting environment for our members. Special thanks to Keith McNamara, our outgoing Associate Vice President, who has devoted the past six years to LIBI.

LIBI also held our annual Holiday Party and Las Vegas Night at Villa Lombardi's. With over 500 attendees, various gaming tables, raffle prizes, and a ton of delicious food, I hope everyone had a great time. It is through events like these that we can appreciate everyone's hard work and dedication throughout the year.

Finally, I would like to take a moment to thank the incredible staff at LIBI who makes everything run. Lois, Jen, Toni Ann, Joe, Sheridan and Ann have been a great team to work with and I look forward to building upon our success and do things bigger and better than ever in 2024. Have a Happy Holidays, a Merry Christmas, and a great New Year. I will see all of you January 10th at Villa Lombardi's for our 1st dinner of the year in 2024!

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 December 14th.

The Holiday Season is upon us!!!

We would like to give a special thank you to our Breakfast Sponsor Terwilliger & Bartone Properties!

It was great to have back our LIBI President Vincent Calvosa in attendance...

Mike Florio summed up his first year as our CEO talking about some of the challenges, we'll be encountering next year. It was Vince Calvosa's final meeting as President and Martin Dettling from The Albanese Organization will be leading us as President in 2024. Marty came up and stressed the importance for everyone to get involved with the various committees at LIBI and then introduced Paolo Pironi as the Second VP for the first time.

Keith McNamara, AVP spoke about his tenure on the Associate Ladder the last 5 years and how much he'll miss being part of it. He even entertained us with some ooohs & ahhs, LOL.

Lois Fricke, Operations Director spoke about our upcoming Trade Show April 11th, 2024. Make sure to get involved by joining us at our next Expo committee meeting January 16th at 11:00am at the LIBI Office. Lois also mentioned that the Corporate Sponsorship Packages are available as well!

The next General Membership dinner meeting will be held January 10th, 2024 at Villa Lombardi's. Please join us as we will be installing our new 2024 Officers & Directors.

Jay Ratto thanked Flushing Bank for their generous grant to LIHBC. He filled the associates in on what a great thing Gina Farese did for LIHBC. Gina trained the last year diligently and did the Long Island Fight for Charity who is donating \$25,000 of the proceedings to LIHBC. Jay ended his report by saying The INN will be honoring Lois Fricke & LIHBC in May, stay tuned for the date.

Deb Davey & Anthony Confredo, our Membership Co Chairs, let us know about the growth of our membership. We are up to 725 members and having our 2024 Membership Drive with the Kick Off Party, January 16th at The Wind Watch. If you'd like to get involved and get on one of our teams, please contact Deb Davey or Anthony Confredo. The next Membership & Networking Committee Meeting will be January 31st, 10:00 am at the LIBI Office. Come on down and meet our new Membership Chair Ken Abrami from TRITEC.

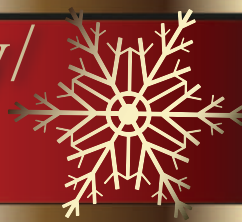
For more information on any of the above-mentioned, please contact the LIBI office at 631-232-2345.

We look forward to seeing you at our next Associate Council meeting that will be held on Wednesday, January 3rd at The Wind Watch Golf & Country Club. We hope you enjoy a Happy & Healthy Holiday Season!



LIBI's Annual Holiday Party/ Las Vegas Night

December 13th, Villa Lombardi's



Congratulations
to everyone that won raffle prizes
in our Chinese Auction!

MEMBERSHIP & NETWORKING

COMMITTEE REPORT



Jon Weiss
Chairman



Debbie Davey
Co-Chair



Anthony Confredo
Co-Chair

As I come to the end of my "term" as your LIBI Secretary and Membership Chairman, I would like to give a huge THANK YOU to my Membership Co-Chairs, Debbie Davey and Anthony Confredo. Their guidance and knowledge has helped make my year as Chairman a truly memorable and fruitful one. We continued with the Membership & Retention calls that Marty Dettling instituted during his tenure as Chairman as we feel these calls are beneficial to not only new members but also members that have been here for a time. It allows our membership to know they are not forgotten and if any guidance is needed, our membership committee members are there to help.

Every month at our meetings, we take a few minutes to recognize one of our committee members. At our November meeting we recognized Joe Ordonez from Federated Securities. Joe is a staple at every meeting and is one of the first to volunteer to make calls, either

late dues, potential members or our retention calls. Joe is a true advocate for building our membership. Thank you Joe!

As I hand the reigns over to Ken Abrami in 2024, I am proud to announce we sit at 725 members. A number I am proud of and am sure Ken will increase during his tenure. We are looking to have a Winter Membership Drive with our Kick Off Party happening on January 16th at Wind Watch. Please reach out to Debbie if you want to be part of a team.

I hope to see you all at our January 10th General Membership Dinner Meeting at Villa Lombardi's where we will be installing our 2024 Officers & Directors, as well as welcoming in our newest members. I want to wish all our members and very Happy Holiday season and prosperous New Year!

Associate of the Month



ROSE SCHMIEDER

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Northeast Construction Development & Realty joined LIBI very recently but Rose Schmieder has been an amazing representative. Along with her husband Doug, who is the member person, she has volunteered to come and help us at the LIBI office. She helped make baskets for our Chinese Auction, staying way past 5 PM to make sure everything was ready. She has joined the Membership & Networking Committee, the Women in LIBI Committee and the Holiday Party/Las Vegas Night Committee. Rose is a very engaging person and radiates positive energy. We are extremely lucky to have Rose and Doug as members of LIBI.

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YOUNG PROFESSIONALS' COMMITTEE



Paolo Pironi



Vincent Calvosa Jr.



Gina Farese

The conclusion of 2023 marks the end of the first year for LIBI's Young Professionals committee. It has been a great start. From the moment we had our first meeting, young professionals came eager to learn and grow in their chosen trades/businesses.

Continuous learning was a priority for YP committee this year. We have had roundtable discussions consisting how YPs utilize the latest tools and technologies in the building industry to streamline processes and improve efficiency, as well as guest speakers from construction trades, business finance and business law occupations. We understand that staying up-to-date with industry trends, rules and acquiring new skills is essential for long-term success. There is a lot planned for the upcoming new year for YPs to continue professional development, such as workshops, certifications, and further education through LIBI and NAHB.

Networking played a crucial role this year as well. We actively sought new opportunities to connect with others in their field, attending other committee meetings, dinner events, and donating time to give back through LIHBC. In December, YPs were among the ranks of the LIBI members who donated toys and delivered them to the Babylon Food Pantry. Two completely full truck and trailer loads were brought over to the food pantry to ensure the less fortunate children in the community will have a great holiday season. Thank you to all that were involved!

2024 is going to be an even better year for the YPs. If you or a company member is interested in joining, our meetings are every last Thursday of the month, at 3:30 in the LIBI office. Have a happy and safe holiday season!



Jen Devito
Chairwoman



Debbie Davey
Co-Chair

As we approach the 2023 Holiday Season, we would like to thank all the members of the Women's Committee for their enthusiastic support and participation this past year. We also congratulate JoJo Mikucki, Kelly Coughlan Heck and Annemarie DiSalvo who were elected to the LIBI Board with their tenure beginning in 2024.

Debbie Davey began the meeting by explaining some of the changes taking place in 2024. One important change is the earlier launching of the annual Membership Drive in February and March 2024. Our members are encouraged to focus on recruiting women in construction, thereby not only increasing our membership numbers in LIBI, but in the Women's Committee as well. Start making your list of potential recruits.

This month's success story came from Christine Bruno of Maccarone Plumbing Inc. She first began her career in plumbing 12 years ago, learning and growing in the field, and eventually earning the respect of her coworkers

and management alike. Today, she is VP of procurement, estimating and project management at one of Long Island's largest plumbing, fire suppression and HVAC outfits, defining this month's inspirational quote: "In this world, there is no force equal to the strength of a determined woman." A very constructive speed networking session followed before Lois Fricke addressed the group.

She presented an overview of the 2024 scheduled events and stressed the importance of our members sitting on various event committees to further their exposure to the LIBI membership, thereby generating more business for themselves in the process. Also, please remember your less fortunate neighbors this season. LIHBC has many projects underway. Please be as generous as you can.

In closing, we would like to wish you and your families all the joys of the season and good health and good fortune in the new year. Our next meeting is January 19th at 9:00 am in the LIBI office.

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December 13th, Villa Lombardi's



LIBI's Annual Holiday Party/ Las Vegas Night

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Long Island Home Builders Care, Inc 501C3

CHRISTMAS MAGIC 2023

Once again, LIHBC partnered with Christmas Magic to create a 2 day Christmas party for less fortunate children. We were able to collect 232 unwrapped toys for CHRISTMAS MAGIC along with giving the children and their families hand scooped ice cream sundaes as Santa gave out the presents. Thank you to everyone who dropped off a toy or who volunteered their time.



Babylon Christmas Angels



LIHBC “adopted” 133 Angels from the Babylon Community Center. Each “adopted” Angel will receive several gifts to open this holiday season including toys and clothes.

Thank you to everyone who participated in bringing smiles to these children!





Thank you!

Gina Farese of Marcor Construction raised over \$100,000 for charity while she trained to fight in, Long Island Fight for Charity. Gina presented Long Island Home Builders Care with a check for \$25,000.



Flushing Bank presented Long Island Home Builders Care with a \$5000 Grant at our LBI Holiday Party





Long Island Home Builders Care, Inc. 501C3

We collected many toys and gently used clothing for the INN
(Interfaith Nutrition Network) in Hempstead.

If you would like to donate
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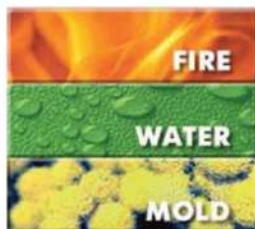


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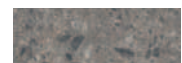
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To all of our members, their employees
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From all of us at the LIBI office

*Mike, Lois, Jen, Ann,
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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 @ The Mansion in Oyster Bay
3. Wednesday, June 12th @ Captain Bill's
4. Wednesday, September 11th @ Villa Lombardi's
5. Wednesday, October 9th @ Heritage Club, Bethpage
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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Policy Term	Annual Dividend
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2018-2019	40%
2019-2020	30%
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2022-2023	Not Yet Declared

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- 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
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- We are partnered with the The Durnan Group to assist in managing our Safety Group.
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