



LONG ISLAND BUILDERS INSTITUTE

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www.libi.org



MARCH 2024 Issue Volume 112

# LIBI News

*Libi's List*

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**LIBI's Membership & Networking Event held on March 13th at The Mansion @ Oyster Bay saw over 300 people. Thank you to all that attended**



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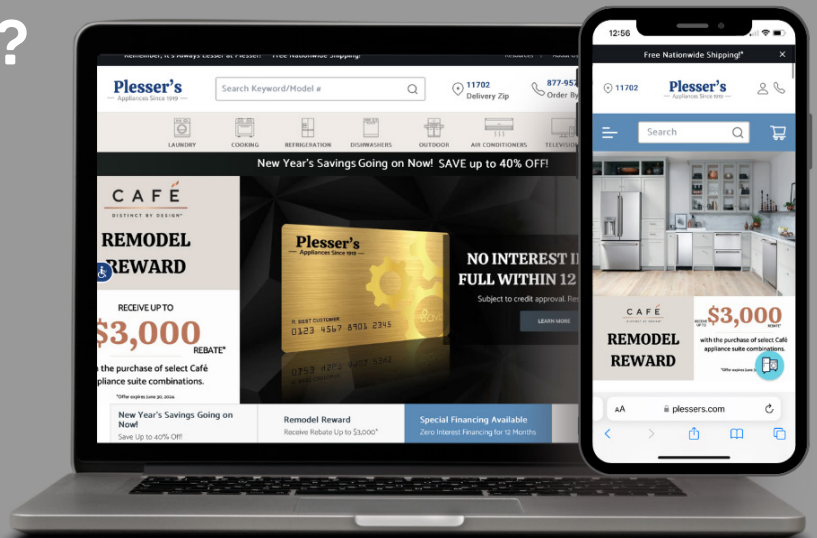


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## TABLE OF CONTENTS

<b>CEO Report</b>	<b>Pg 6</b>
<b>President's Report</b>	<b>Pg 7</b>
<b>Associate Council Report</b>	<b>Pg 8</b>
<b>Associate of the Month</b>	<b>pg 9</b>
<b>Welcome New Members</b>	<b>Pg 10</b>
<b>LIHBC Mancini Family Scholarship</b>	<b>Pg 17</b>
<b>L.I. Builders Expo April 11th</b>	<b>Pg 24</b>
<b>Expert Panel Discussion &amp; Luncheon</b>	<b>Pg 25</b>
<b>LIHBC Easter Baskets</b>	<b>Pg 28</b>
<b>LIHBC Glasses &amp; Food Drive</b>	<b>Pg 29</b>
<b>LIHBC Summer Events</b>	<b>Pg 30</b>
<b>LIBI Lobby Day Recap</b>	<b>Pg 34</b>
<b>March 13 Networking/Cocktail Meeting</b>	<b>Pg 36</b>
<b>Upcoming Events</b>	<b>Pg 45</b>

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**Anthony Bartone** - Vice President  
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**Robert Cartelli** - Associate Vice President  
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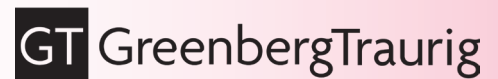
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**Michael Florio**

# CEO'S REPORT

Spring is here and we are in the meaty part of sausage making process for the legislative season in New York State, with the budget due on April 1st. Earlier this month, we held our annual Lobby Day in Albany on March 5th. Over 40 of our members took a bus up to the state capitol and met with all of our local state lawmakers from Long Island. We were able to discuss our legislative priorities with



**LIBI CEO Mike Florio speaks at the NYS Capitol in Albany, NY**

them, touching on the issues of "Good Cause" eviction, Scaffold Law reform, professional certification & e-permitting, electrification mandates, and SEORA reform. There is so much value in putting a local face to each of these issues and explaining to our representatives how each of these could impact our business and our community. Overall, it was a tremendously productive and educational day for everyone who attended.

On the same day, I was able to attend and speak at a press conference held at the capitol regarding a new bill put forward in the state legislature by Senator Neil Breslin and Assemblyman David Weprin, which would help address the skyrocketing insurance rates we face in New York. This bill aims to make it a class E felony for someone to intentionally go to a jobsite and stage an accident in order to file a claim. This bill, should it be signed into law, does not completely repeal the Scaffold Law, but does open the door to furthering that conversation in Albany and offers more protections to our developers. Thank you to all of those who attended and participated in Lobby Day.

Our March general meeting and networking event was a resounding success with over 300 attendees! This time, we incorporated feedback from our membership and decided to try out a more casual networking and cocktail hour type of event, rather than a formal sit-down dinner. From what I have heard, this type of event was extremely useful in

allowing our members to build connections from those they do not normally get to interact with. I would also like to extend a warm welcome to the 77 new members who joined LIBI as a part of our latest membership drive. We are now coming close to surpassing 800 total members in LIBI, the highest amount our organization has ever had.

Finally, I would encourage you all to attend our 30th Annual Trade Expo April 11th at the Long Island Hilton in Melville. Building upon last year's success, this year's expo should be bigger and better with over 100 exhibitors, as well as town building and planning departments, from across Long Island to address any concerns or questions you have.

Additionally, prior to the start of the Expo, I will be moderating a panel discussion entitled "*Exploring Long Island's Housing Crisis*." It will feature Brookhaven Supervisor Dan Panico, Babylon Supervisor Rich Schaffer, RuthAnne Visnauskas, Commissioner of New York State Homes & Community Renewal, Gwen O'Shea, President & CEO of Community Development Long Island (CDLI), Dan Lloyd, Founder & President of Minority Millennials, Steven Krieger, President of B2K Development, and Steven Dubb, Principal of Beechwood Homes. I encourage everyone to sign up in order to learn more about the housing crisis our region faces, as well as what can be done to remedy it.

Long Island Home Builders Care (LIHBC), the charitable partner of LIBI, is teaming up with LIBI's Remodeling Council to donate three custom backyard dog dens to Long Island veterans and America's VetDogs / Guide Dog Foundation. LIHBC is also landscaping and donating exercise equipment for America's VetDogs to use for a dog park, with compliments of Jay Ratto of J. Ratto Landscaping & Joy Schonholz of Young Equipment.



**LIBI welcomes our new members at The Mansion in Oyster Bay**

Hope to see you there at what should be a great event for our organization and for the home building industry.



**Martin Dettling**

# PRESIDENT'S REPORT

Dear LIBI Family,

As the first buds of spring begin to show, so too does the growth and renewal within our own ranks. This March, we're not just marking the change of seasons but celebrating significant achievements that set the stage for a transformative year ahead.

## Record-Breaking Spring Membership Drive

I am thrilled to announce that our Spring membership drive concluded with a record-setting total of 788 members, the highest in LIBI's history. This milestone is not just a number; it's a testament to the strength and unity of our community. Special thanks to our Membership Chair Ken Abrami of TRITEC, Co-Chairs Debbie Davey of DD Agency LLC, Anthony Confredo of Maggio's Environmental Services, our Operations Manager, Lois Fricke, and the relentless efforts of the LIBI staff including Jen, Toni-Ann, Sheridan and Joe. Your dedication has bolstered our collective voice, amplifying our impact within the industry and beyond.

## Lobby Day: Advocacy in Action

Our recent Lobby Day event was a resounding success, demonstrating the power of our unified voice. Six teams met with dozens of our elected leaders in New York State Government, advocating for the interests and concerns of Long Island's building sector. The camaraderie and fulfillment derived from these interactions underscore the invaluable experiences available to our members. Participating in such advocacy is not just rewarding; it's essential for shaping the future of our industry. I want to thank Joe Stallone of the LIBI staff as he was instrumental in coordinating this event.

## Embracing Technology for a Stronger LIBI

In line with our commitment to innovation and progress, LIBI is making significant strides in utilizing online resources to enhance our message and deliver value to our members. This digital transition is crucial for our growth and allows us to engage with a broader audience, streamline our operations, and reinforce our position as industry leaders.

## Looking Forward

Building on the momentum of February's achievements and the groundwork laid in January, we look ahead with optimism and determination. Our record membership and successful advocacy efforts are just the beginning. As we continue to embrace technology and digital platforms, we open new avenues for communication, education, and collaboration.

## Call to Action: Engage, Participate, Excel

The strength of LIBI lies in its members. Your engagement and participation are the cornerstones of our success. I encourage each of you to join our committees, partake in our events, and share your stories and successes. Together, we will not only navigate the challenges ahead but also seize the opportunities to further our industry's interests and impact.

Serving as your President during such a pivotal time is an honor. Let's continue to build on our achievements, strengthen our community, and advocate for the future we envision for Long Island's building sector.

Warmest regards,

# ASSOCIATE COUNCIL REPORT



**Beth Howard-Price**  
President



**Anthony Confredo**  
Vice President



**Chad Lerner**  
Secretary



**John Tancredi**  
Coordinator

The Associate Council Meeting on March 6, 2024, opened with a welcoming address by Beth Howard Price, including the recitation of the Pledge of Allegiance and appreciation for the breakfast sponsorship by The D & F Development Group. The agenda was comprehensive, covering various topics, notably including discussions on the NYS Credit Card Surcharge Guidance. <https://dos.ny.gov/system/files/documents/2024/02/2024-02-06-dos-dcp-credit-card-surcharge-one-page-reference-guide.pdf>

Operations Director Lois Fricke presented the Calendar of Events, highlighting key upcoming occasions such as the March 13th, 2024 General Dinner Meeting at The Mansion at Oyster Bay, the April 11th, 2024, LIBI TRADE EXPO at Hilton Long Island, and the May 3rd, 2024 Annual Dinner Dance at North Hills Country Club. Plans were also outlined for a LIBI Golf Outing on May 23rd, 2024 at North Hills Country Club and the LIBI Golf & Softball Outing on September 17th at Baiting Hollow & The Rock Country Clubs.

Lois Fricke and Alan Kennemer of Long Island Home Builders Care, Inc., expressed their heartfelt gratitude for the support received for both the Food Drive for The Babylon Community Center and the Eyeglass Drive for the INN. They also announced the provision of Easter Baskets for the children of the Babylon Community Center and shared details about the upcoming INNkeepers' Ball, scheduled for May 8th, 2024, at Nassau Country Club.

Tickets can be obtained at [www.the-inn.org](http://www.the-inn.org).

This year's honorees include Lois Fricke and LIHBC.

Additionally, the LIBI's Remodelers' Council will construct backyard dog dens at this year's TRADE EXPO. LIHBC plans to present two custom-built backyard dog dens to Long Island Veterans, including an Air Force Veteran from Massapequa and a Navy Veteran from Patchogue. LIHBC will also donate a backyard dog den to America's Vet Dogs for their new playground, a project LIHBC is supporting. Save the date for Thursday, April 11th, 2024, to attend this well-attended Trade Expo, which includes this remarkable charitable event.

Membership updates were presented by Anthony Confredo and Deb Davey, showcasing a notable increase of 78 new members. Team TRITEC, under the leadership of Ken Abrami, achieved first place in the latest drive, elevating the total membership count to an impressive 788 members.

Guest builder speakers Jeremy Longo of BELFOR Long Island and Fred Cann of JR Solutions, both active LIBI members, shared valuable insights into their ongoing projects with a significant business pipeline for the upcoming year. They encouraged associates to bid for their work and expressed enthusiasm for collaborating with many of our trade Associates.

Furthermore, the Bow Tie rewards program was introduced at this month's Associate Council Breakfast. Under this program, trade associates receive a bow tie for every project won, aiming to highlight success stories and foster additional business growth within the organization.

We look forward to seeing you at our next Associate Council breakfast, scheduled for Wednesday, May 1st, 2024, 8:30 am at the Wind Watch in Hauppauge.



# MEMBERSHIP & NETWORKING

## COMMITTEE REPORT



Ken Abrami  
Chairman



Debbie Davey  
Co-Chair



Anthony Confredo  
Co-Chair

First and foremost, a big Thank You to all that took part in the Membership Drive as your efforts were greatly appreciated. The contest came down to the wire with TEAM TRITEC edging TEAM Albanese. Great job to Gina Farese on bringing in the most new members with 6. Together, we set the record for most new members ever during a drive with 77. Those new members bring our total membership to date at 788. As an incentive to membership, Mike Florio has offered to treat to lunch at Blackstone's the sponsor that brings in the member that brings us to 800 along with the new member. Got to be in it to win it!

I wanted to recognize Jen Thompson and Jim

LaFontaine for being named Membership Committee Person of the Month in both January and February as they have gone above and beyond with their efforts on the Membership Committee. Thank you to all the LIBI Members that brought in new members during the drive and as always, Thanks to Debbie Davey and Anthony Confredo for their tireless efforts as co-chairs of the Membership Committee, it is greatly appreciated by all.

The next Membership and Networking meeting will be held at the LIBI Offices on Wednesday, April 24th at 10:00AM and all members are welcome to attend.

## Associate of the Month



**Jim LaFontaine**  
**CertaPro Painters**



*Jim LaFontaine of CertaPro Painters of Port Jefferson has been a LIBI member since 2022. Upon joining, Jim jumped right in and joined the Membership & Networking Committee where he is a staunch advocate of building the LIBI membership. He was on a Membership Drive team for our recent drive bringing in 5 new members. Jim attends the Associate Council meetings, LIBI events and volunteers whenever he can. He joined the Trade Expo Committee for 2023 and continues to be an active member of the Expo Committee, helping to "get the word out" about the show. We look forward to many more years of CertaPro Painters' membership.*

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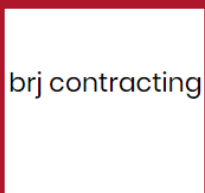
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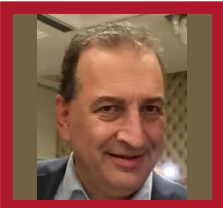
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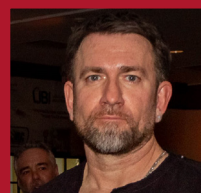
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# YOUNG PROFESSIONALS' COMMITTEE



**Paolo Pironi**  
Chairman

**Vincent Calvosa Jr.**  
Co-Chair

YPs have been extremely busy this past month, with all that's going on at the Long Island, State and National levels.

This past February meeting, the YP Committee hosted LIBI President Marty Dettling as a guest speaker. President Marty gave thorough insight to what it is like as a builder leader in LIBI and his career as a leader for his company. He encouraged the YPs to step up and become leaders. All YPs were motivated to get involved. Especially the new YP members.

Lobby day was a great opportunity for YPs to get involved. Many of our committee members joined the LIBI PAC on a trip to Albany. YPs had an opportunity to voice their concerns and support for legislation in the building industry. Government officials take the participation of YPs very seriously as we are the up and coming pushing force in our industry and communities.

On the national level, the National Association of Home Builders, NAHB, hosted their annual International Builders Show, IBS. YPs from LIBI showed their presence at the show. YPs manned booths for their companies, attended meetings related to home building and Young Professionals in the building industry. This was a great opportunity to network and develop relationships and expand their knowledge. Our very own Paolo Pironi, Chairman of LIBI YP committee was awarded the NAHB Young Professional of the Year award for the North East Region. Congratulations Paolo!

Don't miss the upcoming meeting on April 18th at 3:30 in the LIBI office. Especially if you are a YP new to LIBI. This meeting we will be taking a deep dive into what LIBI does as an organization and how builders and associates can benefit and get involved.

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# WOMEN IN LIBI COMMITTEE

Our year began on a high note. Lots of new faces, new members and a wonderful attendance. We re-organized the Women in LIBI Committee this year. We now have 4 Co-Chairs, each one having their own responsibility. Teresa Cirone (PAC/Community Outreach), Serene Darwish (Education), Marie Martineck (LIHBC), and Ida Palmieri (LIBI events), Jessica Warren (Secretary). We will focus on having educational speakers at the meetings and informing our members on upcoming LIBI events.

March was Women in Construction week. We, the chair people, really appreciated being highlighted by LIBI on social media. What a wonderful recognition. Thank you, LIBI... We would like to thank all the women who volunteered, donated food for the pantry and helped with making the Easter Baskets for Long

Island Home Builders Care. Many women made or helped put together their own Easter Baskets to donate to underprivileged children. It was a tremendous success and I'm sure these beautiful baskets will put many smiles on childrens' faces

Our March 15th meeting also included speed networking. It was a great way to meet and get to know these wonderful women in business. It was also a way to form relationships and connect on a professional level. The goal is to help each other grow in business.

Our next meeting will be held April 19th at 9:30am in the LIBI office.



## Another LIBI membership benefit!

Do you know that **Long Island Home Builders Care, Mancini Family Scholarship Fund** grants 3 scholarships of \$2,000.00 per year, to a maximum of \$8,000.00 to qualifying students?

We are actively recruiting applicants for our 2024 Scholarships.

If you know someone who meets the following guidelines, please have them complete an application:

- The child or grandchild of a LIBI member. (Employees of LIBI members, their children and grandchildren also qualify.)
- Must attend our June 12<sup>th</sup> General Membership Dinner Meeting to receive award
- A High School graduate entering college in 2024, transfer student or graduate of an accredited two-year college\*.
- Maintenance of Minimum established academic grades
- Community involvement in charitable, social and/or political endeavors

**Deadline for applications is May 1, 2024.**

Contact the LIBI office for an application packet or email [Sheridan@libi.org](mailto:Sheridan@libi.org)

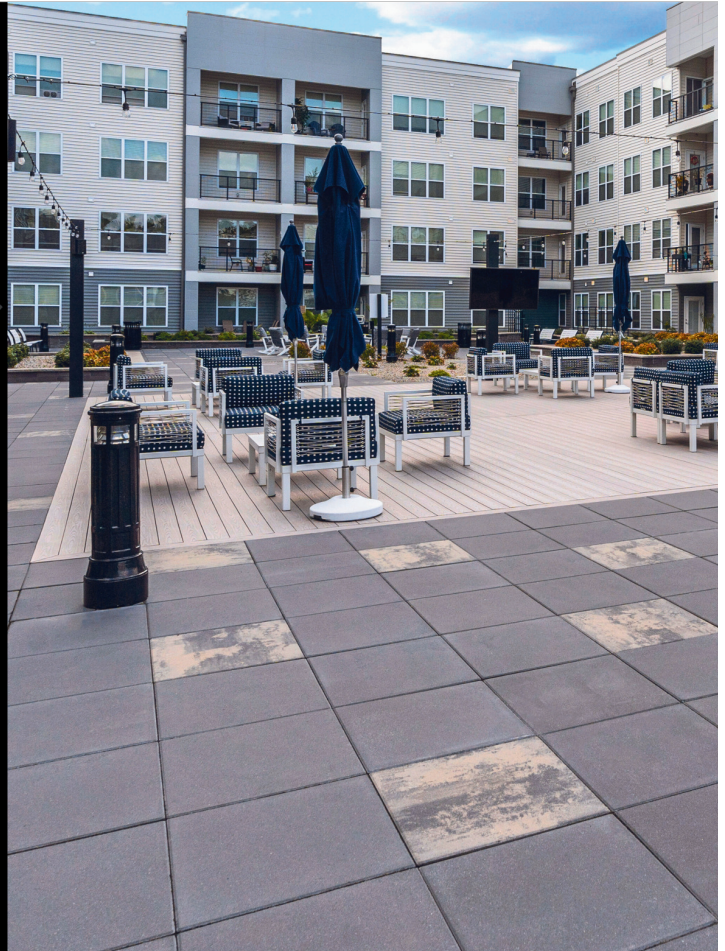




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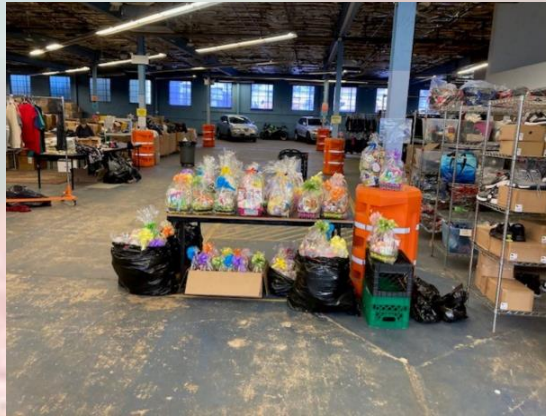
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LIHBC surprised the children at the Babylon Community Center with a visit from The Easter Bunny! LIHBC donated over 150 Easter Baskets to the Babylon Community Center  
LIHBC also donated 80 baskets to The INN (Interfaith Nutrition Network) for them to hand out to their *Guests*.





**LIHBC is very LUCKY that we have so much support from our LIBI Members. Because of them we have been able to help the less fortunate this spring, check out what we donated so far!**



**LIHBC collected over 100 pairs of reading glasses for The INN(Interfaith Nutrition Network) as well as collecting clothes, shoes, and household items for the guests of The INN.**

**LIHBC also donated much needed food to the Babylon Community Center. LIBI members and The Women's Committee of LIBI went above and beyond helping to donate and make over 200 Easter baskets for the children at the Babylon Community Center and The Inn**



**LIBI's Women's Committee**

Our 2<sup>nd</sup> Annual LIHBC Fishing Trip will be Tuesday July 9<sup>th</sup>



More information to follow

# SAVE the DATE

Our 1<sup>st</sup> LIHBC Golf Outing Monday July 22<sup>nd</sup>  
The Rock Golf Club



More information to follow

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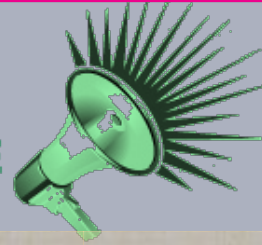
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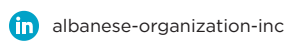
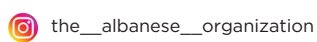




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# Membership & Networking Event

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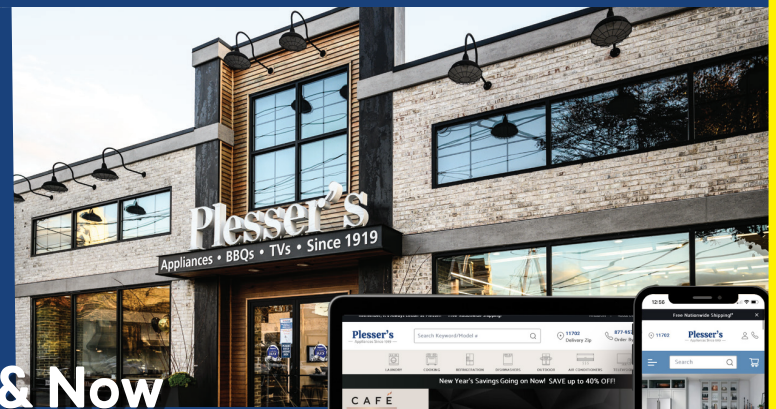
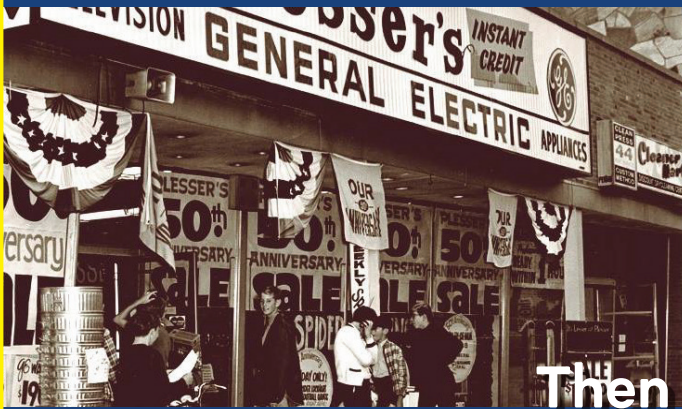
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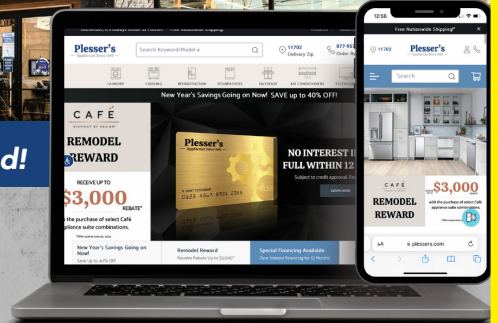
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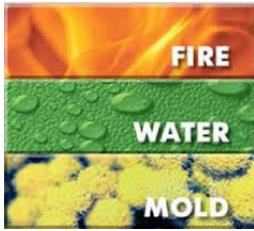


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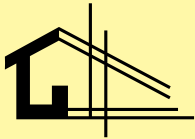
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LI BUILDERS HOME, TRADE & REMODELING EXPO  
Thursday, April 11<sup>th</sup> 3-8 PM at The Hilton L.I.

**May**

ANNUAL DINNER DANCE HONORING VINCENT CALVOSA & ROB CARTELLI  
Friday, May 3<sup>rd</sup> 7:00 PM North Hills Country Club

LIBI ANNUAL GOLF & TENNIS OUTING (Golf is sold out)  
Thursday, May 23<sup>rd</sup> North Hills Country Club

**June**

GENERAL MEMBERSHIP DINNER MEETING  
Wednesday, June 12<sup>th</sup> 5:30 PM Captain Bills

**September- Associate Appreciation Month**

GENERAL MEMBERSHIP DINNER MEETING  
Wednesday, September 11<sup>th</sup> 5:30 PM @ Villa Lombardi's

LIBI ANNUAL GOLF & SOFTBALL OUTING  
Tuesday, September 17<sup>th</sup> @ Baiting Hollow Golf Club and The Rock

**October**

COCKTAIL & NETWORKING MEMBERSHIP EVENT  
Wednesday, October 9<sup>th</sup> 5:30 PM @ Heritage Club @ Bethpage

**November**

GENERAL MEMBERSHIP & ANNUAL MEETING  
Wednesday, November 13<sup>th</sup> 5:30 PM Waters Edge

**December**

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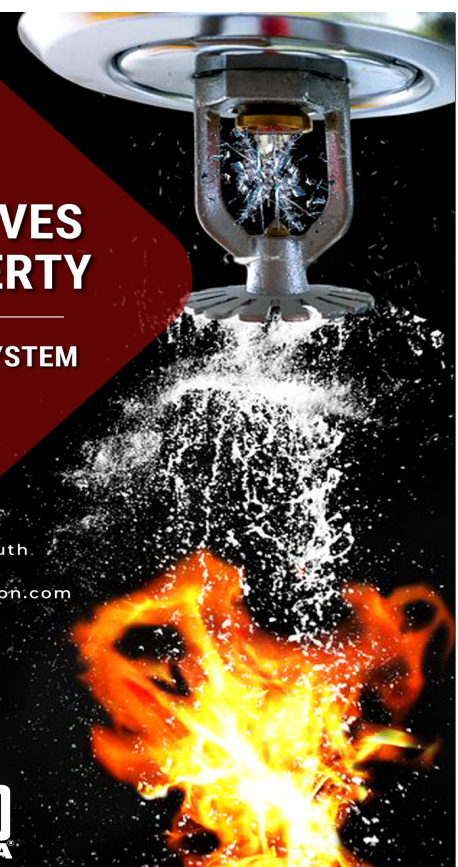
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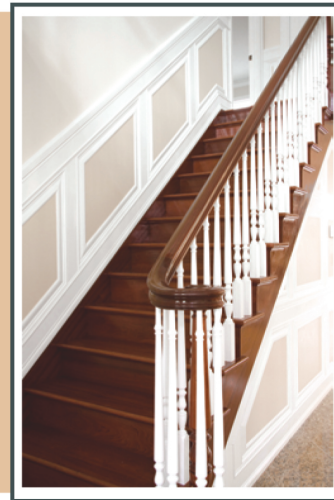
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