



LONG ISLAND BUILDERS INSTITUTE

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DECEMBER 2024 Issue Volume 120

LIBI News

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LIBI Newsletter is published monthly by the Long Island Builders Institute, 1757-8 Veterans Memorial Hwy., Islandia, NY 11749. LIBI members may submit articles and photographs of interest to the building and remodeling industries on Long Island, but the editor-in-chief may reject any submission or advertisement.

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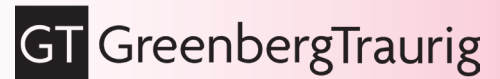


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CEO'S REPORT

Michael Florio

Happy Holidays to you, your families, and your employees,

It has been a great year here at LIBI and we look forward to celebrating the holidays and to even better things in 2025.

Earlier this month, we got a big win for the home building industry and the future of Long Island. After months of public hearings, which we thank many of you for participating in, the Town of Huntington approved the Melville Town Center overlay district.

This will help transform Melville by redeveloping decaying offices into multi-use projects, creating a vibrant live, work and play community. We appreciate the efforts of our community outreach team and everyone who came and spoke or wrote letters in support of this zone change since this endeavor started last spring. Homebuilding and remodeling is a vital \$41 billion dollar industry on Long Island, it is important that we speak out in support of projects that will help increase housing development in our region to sustain and grow our local economy.

As we look toward January, we are preparing for the Governor's State of the State speech on January 14th, where she will outline her priorities for the upcoming legislative session. We continue to make a push to address the high cost of housing and the need to build a diversity of housing stock here on Long Island for people of all needs, ages, and incomes.

Our annual Holiday Party at Villa Lombardi's was a tremendous success despite the weather. Held on December 11th, the event was filled with delicious food, great music, fun games, and wonderful company. It was a joyous occasion to celebrate the season and connect with friends and colleagues. Congrats to everyone who won one of our many raffle prizes this year!

I want to thank our 2024 President Martin Dettling and all the officers who put in the time and effort to keep LIBI moving forward. It has been a pleasure to work with this group over the past few years and this year

I think we made a considerable effort to implement changes and policies that will make LIBI a stronger and more effective organization for years to come.

As we continue to make changes, we will be soliciting feedback from you, our members. Early next year a survey will be sent to all members to hear from you on everything the organization does and look for ways we can continue to improve and provide value to your membership.



One of the biggest changes we will have to address in 2025 is the loss of our long-time executive assistant Jen Fricke, who will be retiring at the end of this year. Jen has worked over these years to ensure every member is welcomed and involved, and goes above and beyond to make sure our office operations go as smooth as possible. If you know Jen, you know how vital she has been to LIBI's operations and she will be missed. We all wish her the best, so make sure to wish her well when you see her!

As we end off on this year, we at LIBI are grateful for your continued support and involvement in our organization. We look forward to another year of growth and success together.

Have a Happy Holidays, see you in 2025!



Martin Dettling

PRESIDENT'S REPORT

As the year draws to a close, it's a perfect time to reflect on the successes we've achieved together. It's remarkable what can be accomplished in a single year, and I'm filled with gratitude for the progress we've made. This marks my final month as LIHB President, and with it, my final newsletter article in this role. I want to express my heartfelt thanks to CEO Mike Florio, Lois Fricke, Operations Director and my fellow Officers, Anthony Bartone, Jon Weiss, Ken Abrami, Paolo Pironi, and Chairman Vincent Calvosa. This year brought its share of challenges, but through teamwork and determination, we've accomplished so much. Serving as your LIHB President has been an absolute honor, and I look forward to continuing to serve in the new year as LIHB Chairman.

As I transition to Chairman, I am thrilled to welcome Anthony Bartone as LIHB President. Anthony's leadership and vision will undoubtedly take LIHB to new heights, and I am excited to work alongside him in this new chapter. Congratulations, Anthony—great things are ahead!

I'd also like to extend my deepest appreciation to LIHB's incredible staff. Through their dedication and hard work, they've created a positive and thriving environment for our members while consistently bringing fresh ideas and energy to the table. They are the driving force behind this organization's success, and we could not do this without them. Thank you for all that you do!

This past month was filled with holiday cheer and meaningful moments. Long Island Home Builders Care (LIHBC) collected over 250 toys for Christmas

Magic. These gifts were delivered to children at their very own Christmas party, where LIHBC also provided delicious ice cream for everyone to enjoy. Thank you to everyone who contributed to making these children's holiday unforgettable.

Speaking of memorable events, LIHB hosted its Annual Holiday Party and Las Vegas Night earlier this month at Villa Lombardi's, with over 350 attendees. The night was filled with great food, lively games, fantastic prizes, and the warmth of our LIHB community. LIHBC also organized a toy collection for the Interfaith Nutrition Network (INN), which resulted in an abundance of amazing toys for children in need. A heartfelt thank you to all our sponsors and everyone who attended and donated—we truly appreciate your support.

Finally, I want to take a moment to recognize the extraordinary Jen Fricke, who is embarking on a well-deserved retirement in the new year. For 18 years, Jen has been a cornerstone of this organization, demonstrating unwavering dedication to LIHB and our members. Her contributions have been nothing short of extraordinary, and she will be deeply missed. Thank you, Jen, for your years of service, and congratulations on this exciting new chapter. Please join me in wishing Jen all the best in her retirement.

As we look ahead to 2025, let's carry the momentum of this incredible year into the future. Wishing you all a joyful holiday season and a prosperous New Year!

Warm regards,
Martin Dettling

ASSOCIATE COUNCIL REPORT



Beth Howard-Price
President



Anthony Confredo
Vice President



Chad Lerner
Secretary



John Tancredi
Coordinator

Our December Associate Council breakfast meeting kicked off with a festive atmosphere as we gathered in a full room, embracing the holiday spirit. The meeting began with the Pledge of Allegiance, followed by a heartfelt thank you to our sponsor, Kelly Development. Marty Dettling, LIBI President, addressed the group for the final time during his tenure, expressing deep gratitude to the associates who helped make his leadership a success. He also extended his best wishes to incoming LIBI President, Anthony Bartone.

Next, Mike Florio, our CEO, spoke about the year's successes and echoed Marty's sentiments, emphasizing the collective achievements of the past year. He reaffirmed our commitment to advancing the goal of making the American Dream of diverse housing on Long Island a reality, and promised to advocate for this vision with local and state elected officials.

Lois Fricke, our Operations Director, provided an update on the LIBI calendar. She highlighted upcoming events such as the Holiday Party and Casino Night on December 11th at Villa Lombardi's and shared excitement about the Annual Trade Show, scheduled for April 3rd at the Long Island Hilton.

Dave Bloom discussed the charitable efforts of Long Island Home Builders Care, including "Christmas Magic" and "Babylon Christmas Angels," where we provided gifts to underprivileged children, bringing holiday joy to many families.

Alan Kennemer, speaking on behalf of the Community Outreach Committee, provided

an update on the revised agreement that the Outreach team will follow for upcoming projects.

Debbie Davie, Membership Chair, reported that our membership now stands at 751 and spotlighted Liz Nachman and Eric Zindel for their outstanding contributions to the committee.

Jim Lafontane shared a spirited testimonial about his experience with LIBI, detailing how the organization has positively impacted his business.

Next, Peter Florey and Jim Grady from D&F Development took the floor. Peter spoke about his role as NYSBA President and emphasized how local organizations like LIBI play a vital part in the statewide efforts of NYSBA. Jim followed by discussing some of the projects they are currently working on, including Matinacock Court—a 100% affordable housing project set to be completed in the summer of 2025. He also mentioned several other significant projects, such as a 56-unit renovation in Rockville Centre, an affordable senior housing project in Freeport, a 96-unit phase 2 development in Bellport, and the construction of a new Bethpage Federal Credit Union branch. Jim Grady, VP of Construction, can be reached at jamesg@thedfdgroup.com for further inquiries.

As we wrap up a truly successful year, we want to extend our thanks to all members of the Associate Council. We look forward to carrying this momentum into the new year and continuing our important work in the community.

MEMBERSHIP & NETWORKING

COMMITTEE REPORT



Ken Abrami
Chairman



Debbie Davey
Co-Chair



Anthony Confredo
Co-Chair

Wow! I can't believe how fast this year has gone and let me say it's been an honor to serve as Chair of the Membership & Networking Committee. I believe we've made some tremendous strides this year, starting with an amazing Membership Drive that saw us add almost 70 new members. Today, membership stands at 751 members strong!

This month's Committee Member Spotlight is on Steve Loiacono, of ServPro. Steve is a staple on our membership committee and has been a part of our committee for a long time. Steve always volunteers to make calls to our New Members inviting them to meet him at various LIBI events. Steve was a Co-Captain during our Membership Drives for two years. Steve is an all around great member who will be part of the Associate Council ladder in 2025. Congrats to Steve!!!

This month's New Member Spotlight is on Steve Schlansky of Brookhill. Brookhill does Audio Visual and Security Systems. They joined LIBI in September of 2023 and Steve has stepped up and has become a member of the Membership and Networking Committee, Young Professionals, and the Remodeling Committee. He attends the Associate Council Breakfasts, General Membership Dinner Meetings and attended the LIBI Holiday Party. Steve has volunteered to Meet and Greet our New Members at the

LIBI Dinner Meetings. Thank You Steve for all your efforts!

As we look towards the New Year, I'd ask that you join me in Thanking my co-chairs Debbie Davey and Anthony Confredo for their support and all the hard work they've put in on this committee. That said, Debbie and Anthony are going to be stepping down as chairs after being part of this committee for many years. Their efforts have been invaluable to the organization, and they will be missed!

While we will miss Debbie and Anthony's involvement on Membership, I'm excited to announce that Jennifer Thompson of DRP Solutions and Jim LaFontaine of CertaPro Painting have agreed to take the reins and be your 2025 Co-chairs. They both have been all in on LIBI since joining and have been great ambassadors to membership. Congratulations Jenn and Jim and Thank You for stepping into the big shoes being left by Debbie and Anthony!

The next Membership and Networking meeting will be held at the LIBI Offices on Wednesday, January 30th at 10:00AM and all members are welcome to attend.

ASSOCIATES OF THE MONTH



STEVE LOIACONO

Steve Loiacono joined LIBI in 2018 and has been extremely active in our organization. He attends all of the Associate Council Breakfasts, General Membership Dinner Meetings and participates in multiple committees, such as the Trade Expo committee and the Membership & Networking committee. Steve is a prominent member of the membership committee, dedicating his time to following up with new members, helping them to find their footing in the organization. He's participated in numerous membership drives as well and has brought many new members in himself! He also attends our Golf Outings, Holiday Party and Dinner Dance that we have every year. Steve is always a friendly face that we love to see and we truly appreciate all that he does for our organization.

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BEST WISHES TO

Jen Fricke

ON HER RETIREMENT!

Thank you, Jen for all of your hard work and dedication over the past 18 years! The LIBI Office definitely won't be the same without you! We wish you and Michael the best on this next chapter of your lives!

We'll miss you!



YOUNG PROFESSIONALS' COMMITTEE



Paolo Pironi
Chairman

Michael Caruso
Co-Chair

Vincent Calvosa Jr.
Co-Chair

A Year of Growth and Innovation

As we approach the end of 2024, we reflect on a year filled with remarkable achievements and growth for the Young Professionals Committee at the Long Island Builders Institute. Our collective efforts have strengthened our community, fostered new connections, and laid the groundwork for a prosperous future.

Networking Success: Our First Event

Our inaugural networking event was an outstanding success, selling out in under 24 hours from its announcement. The enthusiasm and energy displayed by all attendees set the tone for our year and highlighted the immense potential of our young professionals. The event provided a platform for meaningful connections and collaborations, and we look forward to building on this momentum.

Looking Ahead: A Hopeful Future

As we move into 2025, we are optimistic about the future of Long Island, particularly in light of the recent election cycle. We trust that our elected officials will prioritize the promotion of new housing developments, which are crucial for the continued growth and vitality of our community. The commitment to addressing housing needs is essential for supporting both the building industry and Long Island's economy.

Quarterly Zoom Meetups: Staying Connected

To accommodate everyone's busy schedules and ensure maximum participation, we are excited to announce that starting next year, the Young Professionals Committee will host quarterly meetups on Zoom. These virtual gatherings will take place on the following dates:

1. **Q1 Meetup**: Thursday, January 23, 2025
2. **Q2 Meetup**: Thursday, April 24, 2025
3. **Q3 Meetup**: Thursday, June 24, 2025
4. **Q4 Meetup**: Thursday, October 23, 2025

This new format will make it easier for our members to stay involved, share ideas, and collaborate, no matter where they are. Additionally we plan to host a few informal networking events. Stay tuned for those dates.

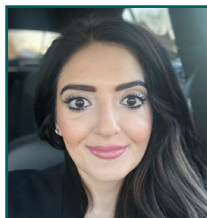
Thank You for Your Support

We extend our heartfelt gratitude to all our members for their dedication and support throughout the year. Your passion and commitment have been the driving force behind our success. Together, we are building a brighter future for Long Island's building industry and businesses.

We look forward to your continued involvement and seeing you at our upcoming events. Wishing you all a wonderful holiday season and a prosperous New Year!



Serene Darwish
Co-Chair



Marie Martineck
Co-Chair



Terese Cirone
Co-Chair

Our Women's Committee Meeting was led by our Co-Chairs Serene Darwish of Architech Designs, Marie Martineck of Certapro, and Terese Cirone of Heatherwood. They kicked off the last meeting of 2024 with a packed meeting.

A huge thank you to our panel of powerful, intelligent women. Martha Xuereb of B2K Development, Katherine O'Toole of Heatherwood, and Kelly Coughlan Heck from TRITEC.

These women shared their experiences and their knowledge of the bidding process, the ins and outs, insurance requirements among so much more. The panel lead into an open discussion among everyone. We all learned so much.

WOMEN IN LIBI COMMITTEE

Marie Martineck also discussed our new format for our women's meetings in 2025, and Terese Cirone discussed our new mentorship program for 2025. We are looking forward to even more empowering of women in 2025. Please join us for our meeting on January 17th at the LIBI Office.



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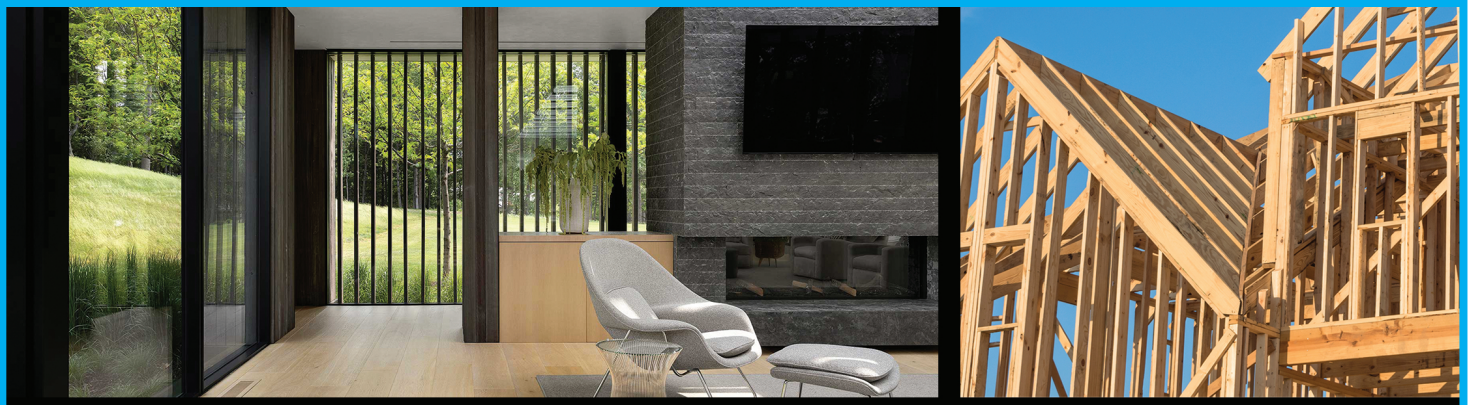


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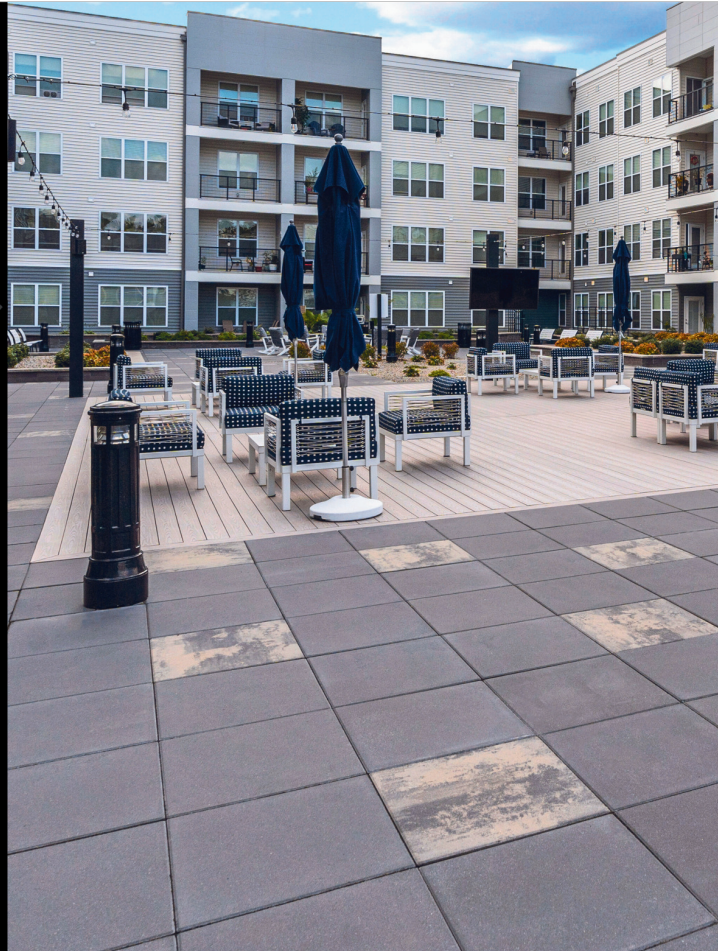
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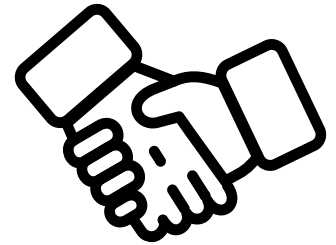


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LIBI offers customized packages based on your company's best needs. Shown below are our 2025 Corporate Sponsorship Package Levels. We emailed a Sponsorship Opportunities Booklet to all members that lists pricing for all the events and sponsorships that you can bundle to create your package! All packages will receive a 10% discount if paid by January 31st, 2025. This is a great way to get your name out there and help support our organization! Please contact Lois Fricke, 631-232-2345 for more information or if you would like to be a 2025 LIBI Corporate Sponsor! If you need another booklet, please email Lois at Lois@Libi.org

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BABYLON CHRISTMAS ANGELS

Helping to bring joy

this SEASON



This year LIHBC adopted over 100 "Angels" and provided them with gifts to open for the holidays. Thank you to the LIBI Members that helped make this possible!





This years' Christmas Magic was a huge SUCCESS! LIHBC raised over \$10,000 to purchase toys for foster children and provide them with an Ice Cream Bar. Thank you to the LIBI Members who contributed to make this an Amazing Event filled with holiday joy!!!!

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- Stratco
- Symmetry Closets
- Terra Construction Group
- Total Restoration
- VHB
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- WBE Products
- Winter Brothers





LIBI's Annual Holiday Party/ Las Vegas Night



December 11th, Villa Lombardi's

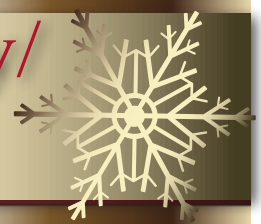


Thank You to All who donated toys for the Interfaith Nutrition Network (INN).





LIBI's Annual Holiday Party/ Las Vegas Night



December 11th, Villa Lombardi's



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

LIBI's Annual Holiday Party/ Las Vegas Night

December 11th, Villa Lombardi's

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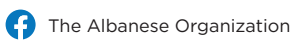
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*General Membership Dinner Meeting
Wednesday, January 15, 2025*

Captain Bills / Cocktails 5:30pm Dinner/Program 6:30pm

Program

Installation of 2025 LIBI Officers & Directors
by Islip Supervisor Angie Carpenter

Installation of 2025 LHBC Officers & Directors

Welcome New Members

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PAYMENT IS DUE PRIOR TO DAY OF EVENT. YOU WILL BE REQUIRED TO PROVIDE PAYMENT TO ATTEND THE EVENT.
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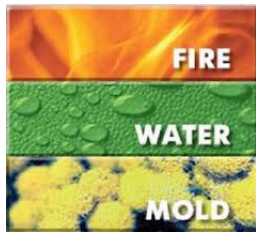


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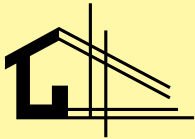
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Save these dates and join us for our events!



General Membership Dinner Meetings

- Wednesday, January 15th 5:30pm Captain Bills - Installation of 2025 Officers & Directors
- Wednesday, March 12th 5:30pm Stonebridge - Networking & Cocktail Event
- Wednesday, June 11th 5:30pm Captain Bills - LIHBC Scholarship Awards
- Wednesday, September 10th 5:30pm Timber Point - Associate Appreciation, Networking & Cocktail Event
- Wednesday, October 8th 5:30pm B2K - Meet the Candidates, Networking & Cocktail Event
- Wednesday, November 12th 5:30pm Waters Edge - Election of 2026 Officers & Directors

LI Builders Home, Trade & Remodeling Expo & Women's Award Luncheon

Thursday, April 3rd @ Hilton LI

83rd Annual Dinner Dance Gala Honoring Martin Dettling & Beth Howard Price

Friday, May 2nd 6:00pm @ North Hills Country Club

Annual Golf & Softball Outing

Tuesday, September 16th @ Baiting Hollow & The Rock

Annual Holiday Party/Las Vegas Night

Wednesday, December 10th 6:00pm @ Hilton LI

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LIBI LONG ISLAND BUILDERS INSTITUTE

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

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How does this benefit my company?

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1. Receiving up to a **20% 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
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Policy Term	Annual Dividend
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2018-2019	40%
2019-2020	30%
2020-2021	30%
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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
- Most WC Codes related to Construction are included –Partial List Below
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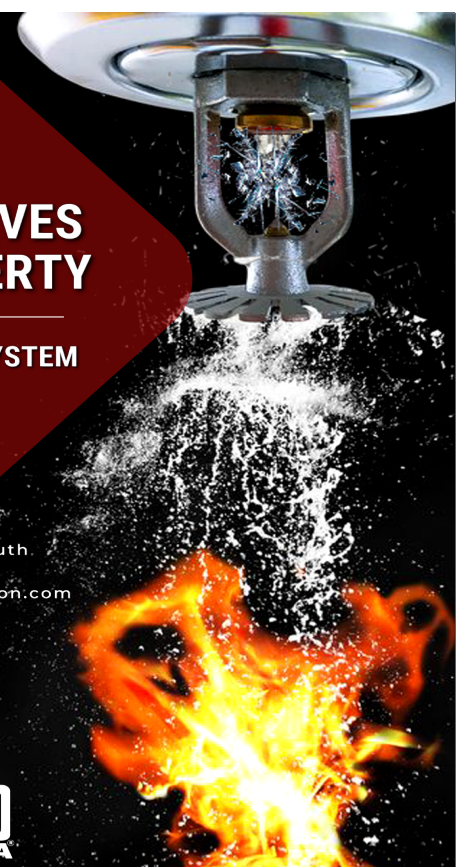
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