



LONG ISLAND BUILDERS INSTITUTE

1757-8 Veterans Memorial Highway, Islandia, NY 11749  
Tel: (631) 232-2345  
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JANUARY 2025 Issue Volume 121

# LIBI News

*Libi's List*

*We are Long Island!*

## LIBI's Installation of the 2025 Executive Officers



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# 2025 WINTER MEMBERSHIP DRIVE

**FEBRUARY 6th THRU MARCH 6th**

**We are actively recruiting team members for LIBI's Winter membership Drive. If you would like to be a part of growing LIBI's ranks, please email Toni Ann@libi.org to be placed on a team. We are also seeking incentives to offer to the potential new members. This is a great way to market your business while helping LIBI grow. Email Toni Ann for more information**



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## LIBI OFFICERS & DIRECTORS FOR 2025

**Anthony Bartone** - President  
**Jon Weiss** - Vice President  
**Vincent Calvosa** - 2<sup>nd</sup> Vice President  
**Ken Abrami** - Treasurer  
**Devin Kulka** - Secretary  
**Martin Dettling** - Chairman of the Board  
**Beth Howard Price** - Associate Vice President  
**Lois Fricke** - Operations Director  
**Michael Florio** - Chief Executive Officer

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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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**Michael Florio**

# CEO'S REPORT

Members of LIBI,

I hope your new year is off to a fantastic start! We are excited to work with you in 2025 and wanted to take this opportunity at the beginning of the year to share some exciting updates and changes happening at LIBI.

First, we want to acknowledge some changes among our incredible staff. At the end of December, we said farewell to our longtime Executive Assistant, Jen Fricke, who retired after 18 years of dedicated service. Jen will be greatly missed. Her responsibilities will now be distributed among our remaining team members, whose roles are outlined below to help you find the assistance you need:

- **Sheridan Pollina (Meetings & Events Manager)**  
*Email: sheridan@libi.org*  
*Committees: Women's, Young Professionals, and All Events*
- **Toni Ann Sorrentino (Membership Manager)**  
*Email: toniann@libi.org*  
*Committees: Associate Council, Home Builders Care*
- **Joe Stallone (Government Affairs & Communication Manager)**  
*Email: joe@libi.org*  
*Committees: PAC, Remodelers/Single-Family, Community Outreach*

Additionally, after the conclusion of our annual trade show on April 3, 2025, Lois Fricke, our Operations Director for 30 years, will be retiring. To celebrate Lois' incredible contributions to LIBI and

the home building industry, we will host a luncheon prior to the trade show honoring "Women in the Home Building Industry." At this event, we will present Lois with the Lifetime Achievement Award.

Another significant update is LIBI's office relocation this spring. We will be moving to **534 Broadhollow Road in Melville**. After thorough analysis and discussions by our officers and board, this new location was chosen for its cost savings, flexibility to host events and meetings, member engagement opportunities, and support for employee retention. The new space will also enable us to host larger hybrid meetings with in-person and virtual options, a feature many members have requested.

Lastly, LIBI will soon embark on the development of a strategic plan, something we haven't undertaken in over a decade. This process offers a valuable opportunity to assess and plan for the future of our organization. Later this month, we will distribute a survey to all members to gather feedback on what is working, what isn't, and new ideas for improvement. The survey will be conducted by a professional third-party firm, which will analyze the results and guide us through creating the strategic plan.

We understand that change can be challenging, but it is also an opportunity for growth. Our officers, board, and staff have dedicated significant time to envisioning the future of LIBI. Our focus remains on attracting new members, cultivating future leaders, and being a strong advocate for the home building industry on Long Island and across New York State.

As always, my door is open to hear your thoughts, ideas, or concerns. Together, we can make LIBI the best it can be.



**Anthony Bartone**

# PRESIDENT'S REPORT

Happy New Year to all!! Let me start by thanking all of you for entrusting me with being your president. I am honored and humbled by this privilege and vow to dedicate 100% of myself to fulfill what you should expect from your president.

I am happy to report that your officers have hit the ground running for 2025. We will be moving this spring to a new fully amenitized class 'A' office building right on Rte. 110 in the Melville office district. We did extensive studies on where our members' offices are located and responded to long-heard complaints about LIBI feeling as if it's more of a Suffolk County organization. We realize with change comes anxiety, but the easy thing to do would be to simply maintain the status quo, your officers are not taking the easy road, but instead the road less traveled to bolster LIBI's image.

You will be getting a survey shortly, please take a few

minutes and fill it out. We commissioned this survey to help us improve your LIBI experience and craft a strategic plan for the organization. The info is of immeasurable value as it will help us shape decisions we will be making over the next year and years to come so please be sure to give us your feedback.

During this next year we will continue the war against all the insanity that seems to spill onto us from Albany. Rent control laws, Prevailing wage mandates, good cause eviction, sprinkler mandates for single family homes, and of course the law that is crippling all businesses in NY, Scaffold Law. Additionally, this year we shall reconvene on the efforts for improving NC 239f. We have made progress, but the effort seems to be stalling, so I have asked our CEO, Mike Florio, to help pick this torch back up. I have asked not only to continue to improve the process but also engage on the fee which is far from commensurate with the review and of questionable legality. In closing with my first newsletter as your president, I want to say yet again what an honor and privilege it is to serve all of you and offer my most sincere thank you!

## YOUNG PROFESSIONALS' COMMITTEE



Vincent Calvosa Jr.  
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Tom Kelly  
BuilderChairman



Michael Caruso  
Assoc. Co-Chair



Katrina Saidai  
Assoc. Co-Chair

As we welcome the new year, it's a perfect opportunity to acknowledge the incredible journey we've undertaken and to set our sights on the exciting possibilities ahead. Firstly, we extend our deepest gratitude to our outgoing Executive Leadership. Their dedication, visionary leadership, and tireless efforts have been pivotal in shaping our path to success. We are truly grateful for their contributions and wish them the very best in their future endeavors.

At the same time, we are thrilled to welcome our new Executive Board Leaders. Their fresh perspectives, innovative ideas, and unwavering commitment to excellence promise to propel us toward even greater achievements. Congratulations to all the new appointees! Your enthusiasm and passion are truly inspiring.

Young professionals are fired up and ready to make a significant impact. Our determination, energy, and participation is crucial as we work toward ensuring a prosperous future for our industry here on Long Island. Together, we will continue to collaborate, innovate, and strive for excellence.

The opportunity has presented itself for us to influence the industry as most of us are being restricted more and more by government, cost increases and other external factors. Many of our young professionals are investing out of state and are on the fence of moving all together. As the next generation of Long Island leaders, it's our job to step up and help fight, this is our home!

# ASSOCIATE COUNCIL

## REPORT



**Anthony Confredo**  
President



**Chad Lerner**  
Vice President



**John Tancredi**  
Secretary



**Steve Loiacono**  
Coordinator

Associates and builders gathered for the 1st Associate breakfast in 2025. The room was filled with optimism with the prospect of upcoming projects. Anthony Confredo started the meeting with the customary Pledge of Allegiance. He introduced the new Associate Council for 2025 as well as all the builders and guests who attended. Lastly, he made note that starting in April future associate breakfast meetings will be held in our new office building located at 534 Broadhollow Rd in Melville.

Beth Howard Price then delivered her AVP report and spoke of her six-year commitment and how it has paid both professionally and personally. She then introduced the seven new officers and was excited to deliver suggestions on behalf of the associates. Lastly, new members had an opportunity to introduce themselves and who they represent to the group.

Anthony Confredo reiterated his message to network amongst other associates as there is an opportunity beyond builder projects. Mike Florio then delivered the CEO report. He spoke about the efforts that are going on behind the scenes. Additionally, he announced that a marketing firm has been hired and will poll all members for feedback. He spoke of the communication with local, state, and possibly federal government regarding the priority for more housing as builders are now focusing on projects out of NYS due to the rising cost to builders in NY.

Lois Fricke was next to deliver her agenda as our Operational Director. She reminded the group about the dinner meeting at Capt. Bill's where the new board was sworn in as well as new officers by Town Supervisor Angie Carpenter. Upcoming events were mentioned. The LIBI Trade Show at the Huntington Hilton on April 3rd. Before the show, there will be a luncheon honoring Lois Fricke with the Lifetime Achievement Award from

Woman in Construction. Thereafter Lois will retire and start her new chapter as an independent contractor and consultant to the builders. Lastly, Lois reminded the group of the upcoming dinner dance at North Hills Country Club on May 2nd and the golf outing on September 16th at Baiting Hollow CC / The Rock.

Our first builder guest that morning was Jim Tsunis (Northwind Group). A 25-year member of LIBI spoke of his upcoming projects. A 12-acre property located in the Town of Brookhaven where he will ask for assistance from our Community Outreach. Also, an 86-unit development located at the Preserve at Indian Hills and 70 units in East Moriches.

Our 2nd builder guest was Ken Abrami (TRITEC). He discussed a 176-unit project in early development.

Associate member (13 years) Gina Farese (Marcor Construction) was invited to speak and discuss her journey in LIBI. She reminded her fellow associates to keep showing up. Never get discouraged and get involved with committees. She concluded by discussing how diversifying her business in solar has paid off. Our second member testimonial came from Madison Swenton. Madison spoke of her unique journey and how an opportunity in interior design has turned into a successful business.

Anthony Confredo and Debbie Davey announced they will be stepping down from membership as Devin Kulka takes the reigns as chairman and Jen Thompson and Jim LaFontaine co-chair and lead the charge for recruitment.

Alan Kennemer concluded the meeting with updates from LHBC. Upcoming events included Wine & Cheese, Walk-a-Thon, Comedy Night, Fishing Trip, and Golf Outing in October.



# MEMBERSHIP & NETWORKING

## COMMITTEE REPORT



**Devin Kulka**  
Chairman



**Jen Thompson**  
Co-Chair



**Jim LaFontaine**  
Co-Chair

We want to thank all our members for your continued support and commitment to LIBI. Your involvement is the backbone of our organization, and we are looking forward to an exciting year ahead filled with opportunities for networking, growth, and collaboration.

LIBI currently stands at 745 members strong. While we've welcomed 4 new members recently, we also said goodbye to 10. Retention remains a major focus, especially during slower periods in the industry. Together, we can show both new and existing members the value of staying involved.

Mark your calendars for our Membership Drive Kickoff Party on February 6th! The drive runs from February 6th to March 6th, with six teams competing to bring in new members. Join a team and help grow LIBI while fostering friendly competition.

This month's New Member Spotlight is Kaitlyn Underwood of National Coverage Insurance. Kaitlyn

assisted Long Island Home Builders Care with wrapping gifts for children in need and sponsored the Christmas Angels Program. Her dedication and energy have made a meaningful impact.

The Membership Committee Spotlight shines on Dan Kossman of Admor Blinds. Dan consistently attends meetings, mentors new members, and welcomes everyone with enthusiasm. His efforts have greatly strengthened our community. Thank you, Dan, for all that you do!

We encourage all members to get involved by attending meetings, joining committees, or participating in events. Together, we can strengthen our network and reach our goal of exceeding 800 members.

Thank you for your ongoing dedication to LIBI. Let's make 2025 a year of growth, connection, and success for all!

## ASSOCIATE OF THE MONTH



**PAUL MUSSO**  
REALTY CONNECT USA

**Paul Musso** joined LIBI 21 years ago in 2003! Paul attends all of our Associate Council Breakfasts and General Membership Dinner Meetings and participates in our committees such as the Holiday Party, Trade Expo, and Walk-A-Thon Committees. In 2013, Paul joined the LIBI Board of Directors and has remained on the board for over 10 years, making him a Life Director. Paul is always there to lend a hand and always has LIBI's best interest in mind. He generously donates his time and expertise at both LIBI and LHBC events, creating amazing video and photo content for us to post on our social media and is always a friendly face people love to see! We truly appreciate all that Paul does!

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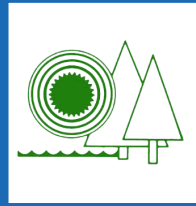
# WELCOME

## NEW MEMBERS

### ASSOCIATES



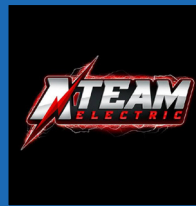
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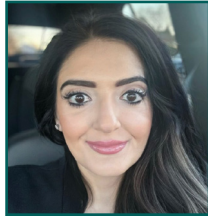


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Co-Chair



**Marie Martineck**  
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**Terese Cirone**  
Co-Chair

# WOMEN IN LIBI COMMITTEE

## January Women's Group: A Full Room of Inspiration and Empowerment

The January Women's Group meeting was nothing short of extraordinary. The energy in the room was electric, as a full group of amazing women gathered to share, learn, and grow together. As the meeting kicked off, each attendee had the opportunity to introduce themselves, paired with a fun fact that showcased just how unique and impressive this group of women truly is.

Among the many remarkable women, we heard stories of encounters with icons like Lucille Ball, an Olympic skater, and a finalist for Survivor auditions. With each introduction, it became clear that the collective experiences in the room were vast, varied, and inspiring.

### A Meeting Full of Valuable Insights

The meeting then began with key updates and valuable insights shared by our co-chairs, Terese and Serene.

**Terese's Update on Mentorship:** Terese opened with an update on the exciting progress being made with the mentorship program. She shared how there has been growing interest not only from new members but also from seasoned professionals who are eager to contribute their expertise. Building a strong mentorship team has become a priority, as it's a core part of empowering the women in the group and creating lasting, meaningful connections. Her efforts are making significant strides in ensuring that women at all stages of their careers have the guidance and support they need to thrive.

**Serene's Thoughts on Work-Life Balance and Goal Setting:** Serene then took the floor to discuss the importance of work-life balance—something that resonated deeply with many of the women in the room. She emphasized how crucial it is to set intentional goals at the start of the year for both work and personal life. This practice, she said, helps to align priorities and ensures that both professional ambitions and personal well-being are nurtured. Serene also outlined the Women's Committee's 2025 goals, providing a clear vision of the group's direction in the upcoming year. This vision, combined with actionable steps, motivated everyone to think about how they could contribute to the larger mission.

## Building Relationships and Connecting with LIBI Members

Marie then took the spotlight to discuss an essential topic: how to build meaningful relationships within the LIBI community. She shared best practices for creating connections that go beyond surface-level interactions, helping women foster genuine professional bonds that can lead to collaborative projects and long-term working relationships. Marie also addressed the common challenges faced when trying to connect with builders, offering insightful strategies and steps to bridge the gap between women and builders, as well as with associates. Her practical advice provided attendees with a blueprint for strengthening their networks and expanding their influence.

## Personal Branding: Presenting Yourself in the Business Field

The meeting then segued into an important conversation on personal branding, led by Marie. She discussed the significance of how women present themselves in the business world, both in terms of professional demeanor and personal image. The key takeaway was to be mindful of how we represent ourselves, and to intentionally shape our brand in a way that reflects our values, skills, and aspirations. The discussion sparked valuable reflections among the group, encouraging everyone to assess their personal and professional images and consider how they could refine their branding moving forward.

## A Wonderful Meeting with Powerful Takeaways

The January Women's Group meeting was a truly wonderful experience, full of insightful conversations and invaluable advice. From mentorship to work-life balance, from relationship building to personal branding, every moment was packed with knowledge and inspiration. The women in the room left feeling empowered and ready to tackle the year ahead with fresh ideas and actionable goals.

We are excited to extend an invitation to all women to join us at the February Women's Committee meeting. Whether you're a new member or a seasoned professional, this is a welcoming space where you can connect, learn, and grow alongside other incredible women. We look forward to continuing this journey together and creating even more opportunities for collaboration and empowerment in the months to come.



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# GET READY FOR 2025

Save these dates and join us for our events!



## General Membership Dinner Meetings

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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## Awarded 3 College Scholarships

LIHBC Manicini Family Scholarship Fund grants 3 scholarships of \$2000.00 per year to a maximum of \$8000.00 to qualifying students of LIBI members or their employees children or grandchildren.







Thank you some of the LIBI Members that help spread goodness through the missions of Long Island Home Builders Care. We appreciate you!





# General Membership Dinner Meeting

Wednesday, January 15th, Captain Bill's



Installation of LIBI's 2025 Executive Officers with Islip Supervisor Angie Carpenter



Installation of LIBI's 2025 Board Members with CEO Mike Florio



Newly-installed LIBI President, Anthony Bartone, and CEO Mike Florio



Installation of LIHBC's Board Members and Officers, alongside State Senator Monica Matinez



LIBI's January Dinner Meeting at Captain Bill's



January New Members alongside LIBI's Membership Committee



# General Membership Dinner Meeting

Wednesday, January 15th, Captain Bill's





# General Membership Dinner Meeting

Wednesday, January 15th, Captain Bill's



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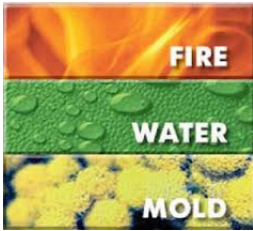


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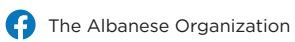
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# SAVE THE DATE



LONG ISLAND  
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**EXPO**

**THURSDAY, APRIL 3RD**

**3:00PM - 8:00PM**

**HILTON LI, MELVILLE**

**WATCH FOR EXHIBITOR AGREEMENTS TO BE  
MAILED OUT IN THE MONTH OF JANUARY!**

# SAVE THE DATE



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