



LONG ISLAND
BUILDERS INSTITUTE

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Advocating Responsible Building & Remodeling



JANUARY 2017 Issue Volume 34

LIBI News

Libi's List

We are Long Island!

Suffolk County Executive Steve Bellone installed LIBI's 2017 Officers on January 18th, 2017



L-R: Suffolk County Executive Steven Bellone, Associate V.P. Will Hubbs, Treasurer Peter Florey, Vice-President Salvatore Ferro, Chairman Brian Ferruggiari and President Grant Havasy (not shown Secretary Jim Coughlan)

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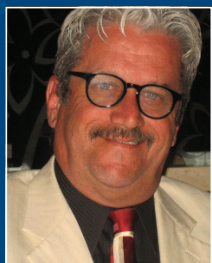


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LIBI Officers & Directors for 2017

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Jim Coughlan - Secretary
Brian Ferruggiari - Chairman of the Board
Will Hubbs - Associate Vice President
Lois Fricke - Operations Director
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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.

President's Report



Grant Havasy

WELCOME TO 2017

As you can imagine, it is an incredible honor to be introduced as President of such a great organization.

Professionally and Personally, I have always worked as a member of a team and as President of LIBI, I will operate the same way.

Since joining the ladder as Secretary, I have observed the Officers working as a team with our Office, Board of Directors and Members along with our elected officials – local, county, state and federal – to achieve our industry's goals.

The 2017 TEAM – Brian, Sal, Peter, Jim, Will and I will maintain this style of working.

Our goals are two-fold:

- Continue the work of our immediate past President, Brian, specifically his cumulative comparative analysis and the other industry efforts made by his predecessors.
- Continue to push LIBI's agenda and presence in a political environment that is open to cooperation and collaboration.

Specifically, we need to:

- Increase participation financially and physically at PAC events and fundraisers.
- Educate our membership about the importance of our presence physically at local events whether our presence is "issue related" (with town/village/county officials) or fundraisers.
- Educate our members about the issues that LIBI and the building industry face and how they may impact our members.

In summary, 2017 looks to be a year for "hope and change".

- Locally, many elected officials are embracing the concept of good, smart development; especially around transportation hubs.
- County and state officials have been tainted by corruption. They need to show that government works for the people, not just them.
- Federally, there is "hope" that our incoming President will create a fiscal (taxes) and regulatory environment that is friendlier to development.

The 2017 Team is READY to take this leadership role!

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Mitchell Pally

A TRANSITION OF POWER IN A GOOD WAY

This month saw one of the most important events, a peaceful and safe transition of power from one individual to another. I do not mean what took place in Washington, although that could be more than enough to talk about. I mean the move of Grant Havasy of Blue & Gold Homes to his new position of President of the Long Island Builders Institute and the movement upward of Brian Ferrugiarri of AVR Realty to Chairman of the Board. This transition took place at our January 18th Annual Dinner Meeting and Induction of Officers, which also included the move of Sal Ferro of Alure to Vice President, Peter Florey of D&F Development to Treasurer and the addition of Jim Coughlan of Tritec Real Estate to Secretary and Membership Director. The evening was a great success, with over 160 LIBI members joining County Executive Steve Bellone, Brookhaven Supervisor Ed Romaine and Babylon Supervisor Rich Schaffer in honoring our new leadership. In addition, the new president of the New York State Builders Association, Eric Wilson and their executive officer, Lew Dubuque, joined the festivities in bringing a welcome from all of the other builders in the State of New York. To top off the event, President Havasy gave a special award to Vincent Calvosa of the Calvosa Organization for his exemplary service to the LIBI family during 2016, including his efforts on behalf of both the Long Island Home Builders Care and the Long Island Home Builders Care Development Corporation. A great time was had by all and we all look forward to Grant's leadership during 2017.

LIBI had one of its great legislative successes during December of 2016 with the passage of legislation by the Suffolk County Legislature which reduced the amount of affordable housing necessary to request an out of district sewer connection from 20% to 15% and the reduction in sewer connection fees as the amount of affordable housing included within the project increases. Our legislative efforts in this regard were led by Majority Leader Rob Calarco who spearheaded the legislation throughout the almost ten months of effort to get to the point of having a final vote in the county legislature. All LIBI members should express their appreciation to Legislator Calarco for his efforts on behalf of the building industry and we look forward to working with him on other efforts to increase the amount of affordable housing in Suffolk County.

As the new state legislative session begins in Albany, LIBI has been working with the state builders and other organizations on Long Island to create a new state legislative program to make New York State a better place in which to work. Our issues of changes to Article 78 relating to litigation, amendments to the Scaffold Law (Labor Law Sec 240/241) to provide for such lawsuits to be subject to the same liability rules as all other litigation and changes to the state building code will continue to be at the top of our list. In addition, we have asked by the office of State Senator John Flanagan to give him suggestions about legislative changes to the SEORA laws. If you have any suggestions, please let me know as soon as possible.

Membership Committee Report



Jim Coughlan • Chairman

First, I'd like to thank Dave Muller for stepping up as Associate Chair of the Membership Committee. Dave has a great understanding for LIBI's value proposition and provides invaluable insights into how we best serve (and attract) new members.

Thanks as well to Peter Florey for all of his help settling into this new position. Peter was kind enough to meet with Dave and I along with some of our people from TRITEC, as well as Lois, Jen and Mitch just before Christmas to walk through his membership campaign in 2016. Peter and Chuck Barredo have set the bar incredibly high and we all like a challenge. Hitting the 500-member mark was a huge accomplishment in 2016 and compels us to **set the goal at 540 for year-end 2017.**

As of the January 18th Board meeting we reached up to 500 members and we are confident that we can raise that by several more before our February report. In just the past two weeks we have received a commitment from approximately 10-12 new members from some of our relationships at TRITEC. We will begin a mailing campaign to a list of about 60 more potential TRITEC-sponsored members within the next few months



Dave Muller • Co-Chairman

Our first committee meeting went very well. We have an enthusiastic group of about 15 associate members who have each committed to bring in at least one new member. **The committee was unanimous in advocating for mentorship for our new members.** New members need just a little advice from existing members on how to best use the benefits of LIBI. Mentorship can be as simple as attending the **New Member Orientation breakfast at 8:30 on February 15th**, introducing yourself to the new members, letting them know how you think they may best use our great organization, and offering to sit with them at the next General Membership Dinner on April 19th or spending some time with them at the Trade Show on March 16th. **Please let me know if you are willing to serve as a mentor.**

We are going to follow Peter's lead and conduct a membership drive beginning sometime in the 3rd Q 2017. We will again be forming teams and establishing a competition with a meaningful prize. More on this to follow.

Thank you to the board for the opportunity to be the membership chair. I relish the challenge and appreciate the opportunity.

WELCOME NEW MEMBERS!

BUILDERS



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Ascot Container Corp.-Roy Cannetti

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Beatty Harvey Coco-Sal Coco

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WELCOME NEW ASSOCIATE MEMBERS!



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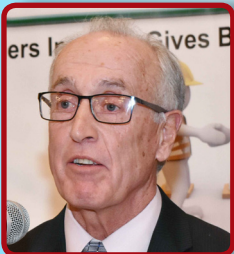
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FM Home Improvement-Victor Bolkhovskiy
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171 Bridge Rd., Islandia, NY 11749
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P: 631-969-4321 E: bob@greenvelvetlandscape.com

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K.P. Organization-Keith Pulitano
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Neubauer Electric-Kai Bauer
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Paul's Painting & Powerwashing-Paul Mercandetti
182 Country Lane, East Islip, NY 11730 P: 631-567-2016 E: mistermac99@optonline.net



Pine Aire Truck Service-Dave Bloom
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Pro Coat Painting-Shawn Jenkins
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StoneHardscapes- Pamela Luciani

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***LET'S GIVE A BIG
WELCOME TO OUR
NEWEST MEMBERS***

Associate Council Report



Glen Cherveny
President



Nick Dalvano
Vice President



Alan Kennemer
Secretary

As we begin 2017, the general tone amongst the Associates is very positive. The economy grew and so are our LIBI builders list of projects under construction and ready to break ground. A strong indicator of the health of our building industry is the number of projects in the planning and approval stages and all indications are the future looks bright.

Under the guidance of its Chairman, Peter Florey, the Membership Committee reached its mighty goal of 50 new members to end 2016. This growth in membership was achieved with a positive message of what a LIBI membership can bring to your business. Good luck to Jim Coughlan who leads the new Membership Committee as Chairman setting his sights on the 540 mark!

The January 4th Associate Council meeting was again standing room only featuring our new 2017 President, Grant Havasy of Blue & Gold Homes and Anthony Bartone of Terwilliger & Bartone Properties. In addition to providing information about his project in Huntington Station that is ready to break ground. Grant extended an invitation to all those in attendance; he was ready to accept bids. Grant also presented his goals as President for the year with a strong emphasis on PAC involvement by the associates. Grant plans to be very active with the Associate membership and stated he intends to come to many of the Associate Council meetings in support. Anthony Bartone provided all in attendance with the details of his new project The Cornerstone in Hauppauge. The details on this project, the benefits of it being local and the effects on the Long Island economy. Anthony believes he should be ready next year to start construction.

One of the key elements for the continued enthusiasm amongst associate attendance at the Associate Council meetings is the willingness of our builders to interact with and share information on their projects with members of the Associate Council. In order to continue to grow our membership and our enthusiasm, I would like to extend an invitation to all LIBI builders to participate in Associate Council meetings by volunteering to be guest builder speakers. Our goal is to continue to have 2 guest speakers each month, if you have a project or projects that may need the assistance of community outreach or have plans to build in 2017, please consider being a guest builder at an upcoming Associate Council meeting. Meetings are typically the first Wednesday of the month and being a guest builder only requires about 30 minutes of your time. All that is required is a brief history of your company, a description of your current project pipeline and information on the process for associates to follow in order to provide quotes for work or services. If you wish to know more about being a Guest Builder or have any questions about the program, please feel free to contact the LIBI office or any of the members of the Associate Council Leadership.

Our next Associate Council meeting will be Wednesday, February 1st at the LIBI office. Currently we have Jim Tsunis of the Northwind Group and Mike Kelly of Kelly Development scheduled as our Guest Builders. I suggest you arrive early if you want a seat.



Alan Kennemer
Chairman



John Pierpaoli
Co-Chairman

Community Outreach Committee

local civic groups, sport leagues, fire departments and various charities, so the efforts of our COC directly affect our members. The COC have volunteers to be Town Captains and attend town board meetings regularly. These types of activities are at the heart of our committee and we keep our members informed about issues affecting our neighborhoods so they can go in to the town board meetings educated about the current project at hand.

LIBI's Community Outreach Committee (COC) was extremely active in 2016 and we want to keep that momentum going in 2017. As the largest building industry organization on Long Island, our members have the opportunity to learn firsthand about proposed legislation, new codes, laws and projects that directly affect our industry and where we live and raise our families.

The Community Outreach Committee provides the means for our members to hear proposals from our builder members about details of any upcoming projects they have in the works or current projects in different phases of construction.

Community Outreach is one of LIBI's most hands on and rewarding committees to be a member of. As members of LIBI, we live on Long Island and most are very involved in our own communities, whether through

LIBI membership is growing more every year, which gives us an excellent opportunity to have our voices heard whether it be concerns or support about pending legislation, proposed projects or zoning changes, to our elected officials. The most powerful support is to have LIBI members that reside in the town where the project is being built speak at the town hearing. It is equally important to have a good showing of all LIBI members.

In closing, please respond when you see a Call to Action that affects where you work or live and please take the time to speak to a committee member if they call asking for your voting town information. This information helps us target those that may be affected by a project happening in their community and is kept confidential.

Please feel free to contact myself, Will Hubbs, John Pierpaoli or Robert Ceriello if you have any questions or want to join the committee.

Community Outreach Committee

The Community Outreach Committee is looking for a few dedicated Community Members.

LEVERAGE YOUR EXISTING RELATIONSHIPS OR GET INVOLVED IN YOUR LOCAL COMMUNITY ORGANIZATIONS TO ADVANCE AND PROTECT THE INTEREST OF OUR INDUSTRY.

We encourage our membership to utilize existing relationships or to get involved in their communities so that we can have a voice on important issues that come before our local governments affecting our industry, our livelihoods and our families. We live and work here on Long Island and it is time we stand up and testify at public hearings, public forums and public press conferences.

We are in need of Town Captains, Co-Captains & Volunteers.

Chairman: Alan Kennemer

Co-Chairman: John Pierpaoli • Co-Vice-Chairs: Will Hubbs and Robert Ceriello
If interested, please contact Alan Kennemer by email to alank@consentino.com



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General Membership Dinner Meeting

January 18, 2017 • Villa Lombardi's



L-R: John DaSilva, AVP Will Hubbs, Edgar Goodale, Lenny Minervini, Don Monti and Artie Cipoletti



L-R: NYSBA EVP Lewis Dubuque, NYSBA President Eric Willson, Linda Ressa, Debbie Davey and Mike Souto



L-R: Peter Russo, Mark Gattuso, Harris Boshak, Tom Legere, Dave Muller, Peter LaRocco, Alan Kennemer

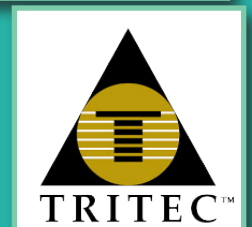


L-R: Alex Armonas, Edgar Goodale, Kyle Chaikin, Douglas Partrick, Chic Voorhis and Tim Shea



L-R: Kyle Chaikin, Tim Crowley, Chuck Barredo, Denise Angiulo, Artie Cipoletti, Douglas Partrick, Sal Coco and Ken Abrami

*Thank You to our
Cocktail Hour Sponsors*



General Membership Dinner Meeting

January 18, 2017 • Villa Lombardi's



L-R: Jessica Ratto, Jay Ratto, Charlie Mancini, Beth Howard-Price and Jarrett Behar



L-R: LIBI Chairman Brian Ferruggiari, Treasurer Peter Florey, President Grant Havasy, Operations Director Lois Fricke and Chuck Barredo



Suffolk County Executive Steve Bellone swearing in the LIBI Officers for 2017



Members of the winning team for the LIBI 2016 Membership Drive



WELCOME NEW MEMBERS!!!

General Membership Dinner Meeting

January 18, 2017 • Villa Lombardi's



NYSBA President Eric Willson spoke to the membership about their role in the building industry.



"The First Family of LIBI" L-R: Bob Havasy, Grace Havasy, Debby Dambrosio, Angelo Dambrosio, Zandra Havasy and President Grant Havasy



Babylon Supervisor Richard Schaffer and Brookhaven Supervisor Edward Romaine joined us to welcome in our Officers & Directors for 2017



President Grant Havasy recognized one of our members, Vincent Calvosa for going up & beyond for LIHBCDC



It was standing room only at LIB's first dinner meeting of 2017. A glimpse of a positive future for the organization

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Hilton Long Island

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Thursday, March 16, 2017

Open to the Trade and Public

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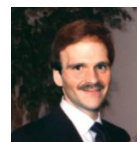


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Gregory Mancini Memorial Scholarship Fund



Another LIBI membership benefit!

Do you know that Long Island Home Builders Care, Gregory Mancini Scholarship Fund grants scholarships of \$2,000.00 per year, to a maximum of \$8,000.00 to qualifying students? We are actively recruiting applicants for our 2017 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 14th General Membership Dinner Meeting to receive award
- A High School graduate entering college in 2017, 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, 2017.

Contact the LIBI office for an application packet or visit www.lihbc.org or members only section of www.libi.org to download a copy.





Tuesday, May 2, 2017

Your Legislators in Albany
Hold keys to important issues!
Please Join Us in making our
voices heard.

LIBI will provide a bus to and from Albany with breakfast being served on the bus on the way up. Our volunteers will be divided into teams based on where they live. The teams will be: Nassau/Western Suffolk Central Suffolk and Central/Eastern Suffolk. Each team will visit members of the Assembly. Briefing materials & legislative packets will be provided on the bus.

Agenda Lobby Day May 2, 2017

7:05 AM Bus departs from LIBI office

7:15 AM Bus departs LIE Exit 49 Park & Ride

10:00 -12:00 Meetings with State Legislators

12:00 PM Lunch with NYSBA Officials from around the state

1:30-5:00 PM Meetings with elected officials

5:30 PM Legislative Reception

7:00 PM Bus leaves Albany

Please help support LOBBY DAY 2017 by taking a sponsorship. Sponsorship details & registration below



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_____ I will join you on the bus, pick me up @ 7:00 AM at the LIBI office

_____ I will join you on the bus, pick me up @ 7:15 AM at LIE Exit 49

_____ I don't need transportation, I reside in _____ My business is in _____

I will join the LIBI Team visiting Legislators from: _____ Nassau/Western Suffolk _____ Central Suffolk _____ Eastern Suffolk

Name: _____ Comp: _____ Cell: _____

Email: _____

RSVP to jen@libi.org by Friday, April 28, 2017

March

LI Builders Annual Home, Trade & Remodeling Expo
Thursday, March 16, 2017 Hilton Long Island

April

General Membership Dinner Meeting
Wednesday, April 19, 2017 Woodbury Country Club

May

Lobby Day
Tuesday, May 2nd Albany

76th Annual Dinner Dance Gala
Honoring Brian Ferruggiari & Will Hubbs
Saturday, May 6, 2017 Huntington Crescent Club

June

General Membership Dinner Meeting
2017 LIHBC Gregory Mancini Memorial Scholarship Fund Winners
Wednesday, June 14, 2017 Captain Bill's, Bay Shore

PAC Nine & Dine
Thursday, June 15, 2017 Pine Hills Country Club, Manorville

September

Annual Golf & Softball Outing
Thursday, September 14, 2017 Baiting Hollow

General Membership Dinner Meeting
Associate Appreciation Month
Wednesday, September 27th, 2017 Villa Lombardi's, Holbrook

LIHBC Walk A Thon
September date TBA

October

PAC Fundraiser Details TBA

November

LIBI Awards
Wednesday, November 8, 2017 Woodbury Country Club

December

Annual Holiday Party
Wednesday, December 13, 2017 at Villa Lombardi's

What's . . .
Happening

2

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1

7

L.I. Builders Political Action Committee



4th Annual Nine & Dine

Thursday, June 15, 2017 3:00 PM

Pine Hills Country Club, 2 Country Club Dr., Manorville

\$1050 per golfer, limited to 36 golfers

Your PAC needs funds!

HEATHERWOOD
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As LIBI is first and foremost an industry- lobbying organization and as issues are constantly evolving that impact our Industry, it is vitally important for your PAC to have the funds necessary. Enjoy nine holes of golf, great cocktails and a fabulous dinner with fellow members of the building community, while at the same time ensuring our voices will be heard by our elected officials in Albany. RSVP to jen@libi.org by June 1st

Space is limited ! First Come!

Sal Ferro, *Chairman* Jim Coughlan & Brian Ferruggiari, *Co Chairs*

Bram Weber & Andrew Nigri, *Associate Vice-Chairs* Alec Ornstein & Mike Kelly, *Co Vice-Chairs*

Please complete & return back to Jen. Please indicate if you want a foursome & provide names

_____ Single golfer _____ Foursome

Name: _____ Company: _____

Addl.golfers: _____, _____, _____

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Check enclosed _____ Bill me _____

Please make checks out to L.I. Builders PAC **Political contributions are not tax deductible.

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Plessner's 1st Annual Golf Outing

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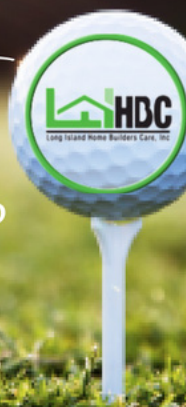
Monday, July 17th

at

Colonial Springs Golf Club

East Farmingdale, NY

Invites to follow



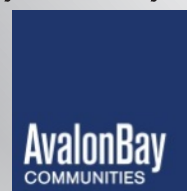
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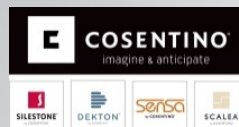
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Editor in Chief - Lois Fricke • Managing Editor - Jen Fricke
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