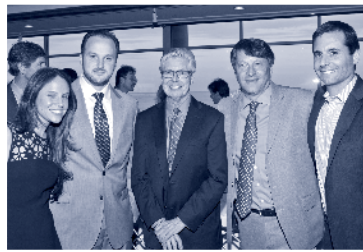




The BI-BRI Marks a Special 70th Anniversary

More than 185 representatives of the local building, realty and construction industry recently helped to mark the 70th anniversary of The Builders Institute (BI)/Building and Realty Institute (BRI).



BI-BRI members and officials from virtually every sector of the building, realty and construction industry attended the event on Apr. 21 at the Glen Island Harbour Club in New Rochelle.

Story on p. 8

Impact

JUNE/JULY 2016 VOL. 15 NO. 2

Serving Westchester and the Mid-Hudson Region

News for the
Building and Realty
Industry

70 Years of
Providing Knowledge
to the Building Community



FEATURES

2

From The Editor's Desk:



Hanley's Highlights

By Jeff Hanley,
IMPACT Editor

2



Insurance Insights A Review of How You Can Help "Put the Brakes" on Accelerating Commercial Auto Insurance Premiums

By Ken Furst and Jason Schiciano,
Levitt-Furst Associates, Insurance
Managers for The Builders Institute (BI)/
Building and Realty Institute (BRI)

2

Co-op and Condo Corner



Reviewing the Many Aspects of Major Capital Improvements for Your Building

By Diana Virrill, Chair, Cooperative and
Condominium Advisory Council (CCAC)



3 Membership Update Advocacy - An Analysis

By Maggie Collins, Director of Membership,
The Builders Institute (BI)/Building and
Realty Institute (BRI)

5

Counsels' Corner



HUD Issues Warning about the Use of Criminal Records in Screening Scenarios

By Kenneth J. Finger, Carl L. Finger,
& Daniel S. Finger, Finger & Finger,
Chief Counsel to The Builders Institute
(BI)/ Building and Realty Institute (BRI)

AN IMPACT STAFF REPORT

BRI Stops State Bill Forcing Co-op Boards into Mandatory Acceptance of Applicants

ALBANY

During the closing days of the current legislative session in Albany, a bill with the deceptive title of "Fairness in Cooperative Home Ownership Act" was stopped cold by a massive effort by The Cooperative and Condominium Advisory Council (CCAC) of The Building and Realty Institute (BRI).

Sponsored by Kemp Hannon in the Senate (S5644), the bill would have created unreasonable restrictions on a cooperative board's ability to properly, prudently and thoroughly process applications and make admissions decisions in that same vein, BRI officials said.

The draconian penalty for a board failing to comply with the mandatory 45-day period to process applications and make a decision would be the automatic acceptance of the applicant in question as the new unit owner (shareholder), officials added.

Albert Annunziata, executive director of the CCAC, said on behalf of the 800 boards and 20,000 shareholders in member co-ops throughout West-

chester County: "We are unalterably opposed to these unreasonable and unnecessary restrictions. The excessively stringent time-line proscribed in the legislation is intrusive, impractical, unnecessary and unfair."

He added: "The fact is that the overwhelming majority of our member boards deal promptly, thoroughly and fairly with all applications, with strict adherence to the law. For the few who dare to do otherwise, there is no other state in the nation with as aggressive an arsenal of anti-discriminatory laws and protective agencies, ready, willing and able to redress legitimate violations and grievances."

Incredibly, BRI officials said, the Republican-controlled Senate moved unusually fast, passing the bill out of committee and then moving it to the "floor" for a vote. Only two Senators out of the entire state had the wisdom and courage to vote against it: Jeff Klein from the Bronx and Tony Avella from Queens and Nassau counties, BRI officials added.

Continued on p. 11

Construction Compensation Insurance Group Announces a 25 Percent Dividend

Real Estate Group Reports a 20 Percent Dividend

By Jeff Hanley, IMPACT Editor

PELHAM

New York State Workers Compensation Group 458, the compensation insurance group of

The Builders Institute (BI), recently announced a 25 percent dividend for the policy year ending June 29, 2015.

The dividend was announced at the group's Annual Meeting on June 1 at the offices of Component Assembly Systems in Pelham. Levitt-Furst

Associates of Yonkers, the manager of Group 458, made the announcement. The dividend was in addition to the maximum 20 percent advance discount that group members are eligible to receive, spokesmen said.

Group 458 officials said that the group has now had 63 consecutive years of dividends. Group 458 was formed in 1951. More than 800 construction industry members participate in the program. Contractors, Sub-Contractors, Suppliers and Renovation/Remodeling companies are eligible for the group, officials said.

Group 530 Announces Its Dividend

New York State Workers Compensation Group 530, the compensation insurance group for The Cooperative

Continued on p. 10

Westchester Guidelines Board Approves Rates of 0 Percent and .5 Percent for Renewal Leases

By Jeff Hanley, IMPACT Editor

WHITE PLAINS

The Westchester County Rent Guidelines Board recently decided on guidelines for renewal leases affected by The Emergency Tenant Protection Act (ETPA).

Owners and managers of ETPA properties are mandated by the board to follow a 0 percent increase for a one-year lease. For a two-year lease, Owners and Managers can offer tenants a .5 percent increase. The board reached its decisions during its Jun. 20 Deliberation Session at the White Plains Public Library.

The guidelines affect renewal leases between Oct. 1, 2016 and Sep. 30, 2017. The decisions are scheduled to be certified at the board's next meeting in September. The date and location of that meeting will be announced in the weeks ahead, according to officials from the New York State Homes and Community Renewal Agency (HCR).

Where the owner/manager does not provide heat or hot water, the following guidelines were approved: For a one-year lease term, 0 percent; For a two-year lease term, .4 percent.

"We are obviously disappointed with these decisions," said Alana Ciuffetelli, chair of The Apartment Owners Advisory Council of Westchester and The Mid-Hudson Region (AOAC). "The AOAC, in its presentations to the Guidelines Board, provided many exhibits and presentations showing that Westchester's apartment owners and managers required fair rates of rent adjustments."

Ciuffetelli said that representatives of the AOAC - and its affiliate organization, The Building and Realty Institute of Westchester and the Mid-Hudson Region (BRI) - consistently stressed the noteworthy increases that owners and managers of ETPA properties are facing in many categories, including the significant rises in water rates and insurance.

"We asked members of the board to keep in mind what is summarized in the language of the ETPA," Ciuffetelli said. "The language says that the board shall establish annual guidelines after evaluating the economic conditions of the residential real estate industry in the affected area, including such factors as sewer and water rates, gross operating maintenance

Continued on p. 3

Insurance Insights

by Ken Furst and Jason Schiciano
Levitt-Furst Associates



A Review of How You Can Help “Put the Brakes” on Accelerating Commercial Auto Insurance Premiums

YONKERS

If you are a Construction Contractor, Property Manager, or Landlord, you likely own one or more commercial automobiles (company-owned private passenger vehicles, vans, trucks, etc.). Even many Condominium and Co-op Apartments may own a maintenance vehicle or two.

New York is one of the top five most expensive states to insure an automobile. When your Auto Insurance Premium arrives in the mail - and it's time to write that painful check to pay the premium - you may say something along the lines of: “This is ridiculous! Why am I paying so much for this auto insurance!?”

The answer may surprise you - The insurance industry loses money on auto insurance. In fact, Commercial Auto Insurance is the worst- performing major line for insurance carriers.

Commercial Auto Insurance Carriers paid-out 9 percent more in claims and claims-related expenses than what they took-in in premiums (Fitch). If you were losing 9 percent on your business, you'd likely be out of business.

What's more, Commercial Auto Insurance has produced an average 6 percent underwriting loss from 2011 to 2015 (Fitch). Most Commercial Auto Insurance carriers are not “folding-up-the-tent,” but, recently, they are increasing premiums on average by 7 percent (Fitch).

The trend toward increased premiums is likely to continue until carriers reverse the unprofitable performance of this business segment.

About now, you may be thinking: “But, I haven't had any commercial auto losses - why are my premiums going up?” Well, as the saying goes: “a rising tide lifts all boats.”

The poor performance of the segment as a whole results in premium increases for all policyholders. If you do have poor loss experience (accidents causing damage to vehicles and/or

injuries, high claims frequency, or a single severe loss), then look out - your premiums will probably increase a lot more than 7 percent.

What can you do to keep your company's Commercial Auto Premium Increases to a minimum? Implement policies that help reduce accidents and promote vehicle and passenger safety.

A recent Chubb report, “Keeping Pace With Auto Risks: Overlooked Risks May Lead to Large Losses” (by Nicholas Davis and Stephanie McMullen) highlights ways to help reduce the risk of Commercial Auto Losses (thereby helping to keep your premiums as low as possible). Here are some excerpts:

Texting and Cell Phones

- Cell Phone Use, including hands-free calling and texting, accounts for approximately a quarter of all car accidents nationwide (National Safety Council).
- Prohibit the use of cell phones while driving and provide hands-free phone equipment.
- Even Hands-Free Calling can be a significant distraction, so consider requiring that calls only be made while the vehicle is still parked. It's not convenient, but it could help reduce accidents.

Alcohol and Drugs

- Nearly one-third of traffic-related deaths involve alcohol impairment.
- Perform background and motor vehicle checks on drivers to find records of drug or alcohol use.
- Random Alcohol and Drug Testing can reduce risk.

Aggressive Driving

Actions characterized as aggressive driving were reported in more than half of fatal crashes between 2003 and 2007, according to a study by the American Automobile Association

Continued on p. 5

Co-op and Condo Corner



By Diana Virrill, Chair,
The Cooperative and Condominium
Advisory Council (CCAC)

Reviewing the Many Aspects of Major Capital Improvements for Your Building

WHITE PLAINS

The Cooperative and Condominium Advisory Council (CCAC) is proud of its Membership Meetings and the important topics that are covered at those events.

The latest example of the CCAC dealing with a key issue came during our Membership Meeting of Jun. 14 at the Crowne Plaza Hotel in White Plains.

More than 75 CCAC members - including members of The Building and Realty Institute (BRI), our affiliate organization - attended the CCAC's review at the meeting of the Major Capital Improvement (MCI) process. The many important sectors of the process were covered in an outstanding panel presentation that was entitled “Major Capital Improvements - The Ramifications of Needed Work.”

Building and realty industry representatives who composed the panel and addressed the crucial topic were:

- ◆ Barry Korn, Barrett Capital (financing options for co-ops)
- ◆ Vincent Mutarelli, Capital One (financing options for condos)
- ◆ Mario Mouzouris, Merritt Engineering (interior issues)
- ◆ Rich Williams, Insite Engineering (exterior issues)
- ◆ Gregg DeAngelis, The Westchester/Hudson Valley Chapter of the American Institute of Architects (the architectural components of the process)
- ◆ Pat Clair, Levitt Furst Associates (insurance aspects associated with MCI's)

Each panel member delivered informative and important presentations to the CCAC/BRI members who attended the seminar. As proof of the popularity of the topic, the event's Question-and-Answer Period had to be suspended close to 9 p.m. after a series of many lively and in-depth questions from the audience!

And, the positive feedback from those in attendance after the event ended offered definitive proof of the thorough presentations of the panel. Simply put, the meeting was a success and the latest in a series of Membership Seminars that our members have found to be informative and useful.

On a related note, please know that the Board of Directors of the CCAC is always interested in hearing from the CCAC membership on possible topics for future Membership Meetings of our organization.

Those suggestions can be e-mailed to Jeff Hanley, Associate Executive Director of the CCAC/BRI, at jeff@buildersinstitute.org. Or, CCAC members can always call Jeff - or Albert Annunziata, executive director of the

Continued on p. 3



From the Editor's Desk

Hanley's Highlights

by Jeff Hanley

Associate Director, Building and Realty Institute (BRI), “Impact” Editor

A Look at “A Sensational 70th” and a Variety of Important Building and Realty Industry Issues

ARMONK

The most appropriate phrase to describe this issue of IMPACT is probably “a definite and diverse mix.”

From issues affecting the building, realty and construction industry, to a review of the Apr. 21 “Birthday Bash” of The Builders Institute (BI)/Building and Realty Institute (BRI) that commemorated the 70th anniversary of the formation of the BI-BRI, this edition has a series of important reports that touch on many sectors of our industry.

A report and complete photo montage in the centerspread covers the Apr. 21 Birthday Bash of the BI-BRI at the Glen Island Harbour Club in New Rochelle. More than 185 members of the building, realty and construction industry attended the gala celebration to mark the impressive milestone for our association. Most in attendance agreed that the event was something special.

Other reports in this edition include:

- ◆ A Page One summary of the recent announcement from New York State Workers Compensation Group 458, the compensation insurance group of the BI, of its 25 percent dividend. The report also covers the announcement of New York State Workers Compensation Group 530 - the compensation insurance group for The Cooperative and Condominium Advisory Council (CCAC), The Apartment Owners Advisory Council (AOAC) and The Advisory Council of Managing Agents (ACMA) of the BRI - of its 20 percent dividend. Levitt-Furst Associates, insurance manager for the BI-BRI, is the manager of both groups.

- ◆ A comprehensive Page One report on the aggressive actions of the BRI and the CCAC in stopping proposed legislation from the New York State legislature that would have imposed strict time limits on Boards of Directors of co-ops for reaching their respective decisions on the acceptance of proposed shareholders. The proposal also called for the mandatory acceptance of proposed shareholders if boards did not reach their respective decisions within 45 days.

- ◆ A report in Insurance Insights on the noteworthy acceleration of Commercial Auto Insurance Premiums. The article was written by Jason Schiciano and Ken Furst of Levitt-Furst Associates. Levitt-Furst is the Insurance Manager for the BI/BRI and its affiliate groups.

- ◆ Reports from The National Association of Home Builders (NAHB) on the recent and noteworthy trends in the building and remodeling sectors.

- ◆ A Page One summary on the recent decisions of The Westchester County Rent Guidelines Board regarding guidelines for renewal leases affected by The Emergency Tenant Protection Act (ETPA). The report covers the decisions and their impacts on members of the AOAC of the BRI, as well as the entire building and realty industry.

- ◆ An analysis in Counsels' Corner about the U.S. Department of Housing and Urban Development (HUD) issuing a warning about the use of criminal records in screening processes. The report was prepared by Finger and Finger, A Professional Corporation. The firm is Chief Counsel for the BI/BRI and its affiliate groups.

Continued on p. 3

News for the
Building and Realty
Industries

Impact

PUBLISHER: Albert A. Annunziata
EXECUTIVE EDITOR: Jeffrey R. Hanley
DIRECTOR OF ADVERTISING AND COMMUNICATIONS: Margaret A. Collins
EDITORIAL ASSISTANTS: Margie Telesco, Jane Gill
DESIGN AND PRODUCTION: Roher/Sprague Partners
PHOTOGRAPHIC CONSULTANT: Barbara Hansen
CONTRIBUTORS: Carl Finger, Dan Finger, Ken Finger, Ken Furst, Alex Roberts, Jason Schiciano, Andrea Wagner



The Builders Institute/Building and Realty Institute
80 Business Park Drive, Suite 309
Armonk, NY 10504

914.273.0730 www.BuildersInstitute.org

©2016, by The Builders Institute/Building and Realty Institute. All Rights Reserved. No part of this publication may be reproduced in any form or by any means without the written permission from the publisher. Entered as periodical matter at Post Office, White Plains, NY 10610 USPS 259-900

SUBSCRIPTION is \$20 per year, included in membership dues.

IMPACT (USPS 259-900) is published bi-monthly by The Builders Institute/Building and Realty Institute. Periodicals Postage Pending at Armonk, NY.

POSTMASTER: Send address changes to IMPACT, 80 Business Park Drive, Suite 309, Armonk, NY 10504.

Westchester Guidelines Board Approves Rates
Continued from p. 1

costs - including insurance rates, governmental fees, labor costs, the costs and availability of financing, the overall supply of housing accommodations and overall vacancy rates.”

Ciuffetelli said that the AOAC stressed that the statute also says that relevant data from the current and projected Cost of Living Index for the affected area be considered by the board, as well as such other data as may be made available.

“We asked the board to consider the increases in expenses that are listed in Table III of this year’s Operations and Maintenance Cost Surveys of the HCR agency,” she said. “Representatives of the HCR told the board at its June 8 work session in White Plains that the data contained in Table III of the report is the data that is most important. We stressed that Table III showed clear increases for the last two periods in noteworthy categories.”

Ciuffetelli said that, in her presentation to the board at its June 15 public hearing in Mount Vernon, she cited definitive increases in:

- ❖ Utilities
- ❖ Payroll
- ❖ Real Estate Taxes
- ❖ Insurance (with bigger deductibles a significant factor)
- ❖ Management (including legal fees, some associated with the recent establishment of the state’s Tenant Protection Unit)
- ❖ Repairs and Maintenance
- ❖ The Miscellaneous Category (including governmental administrative fees, fees from local municipalities that are trying to raise revenue from garbage carting and other areas in an effort to offset the state’s property tax cap)

“As the statute specifies, conditions (and increases) of those types must be considered by the board,” Ciuffetelli said. “Accordingly, we are, to say the least, disappointed with the decisions of the board.”

Ciuffetelli extended thanks to Ken Finger and Eliot Cherson, the owner representatives on the board. She also thanked the AOAC and BRI members who issued testimony at the public hearings of the board. She also said she was grateful to the AOAC/BRI members who attended the public hearings and the deliberation session as representatives of the building and realty industry.

“The staffs of the AOAC and the BRI should also be acknowledged for their efforts in gathering economic data, helping to coordinate the presentations of the building and realty industry and helping to represent the industry at the Public Hearings and at the deliberation session,” Ciuffetelli said.

The AOAC is a building and realty industry membership organization. The association is composed of more than 300 owners and managers of rental apartment buildings and complexes. Those owners and managers are responsible for approximately 18,000 units, association officials said. The BRI is a building, realty and construction industry membership organization. The association has more than 1,800 members in 14 counties of New York State, association officials added.

Hanley’s Highlights
Continued from p. 2

- ❖ A Commentary/Analysis on the continued abuses from drivers who use their tech devices while operating their respective vehicles. The piece was written by Albert Annunziata, executive director of the BI/ BRI. Annunziata is also the publisher of this newspaper.
- ❖ A summary in Co-op and Condo Corner on the Jun. 14 membership meeting of the CCAC that covered the Major Capital Improvement (MCI) Process and all of its important aspects. Diana Virrill, chair of the CCAC, wrote the report.
- ❖ A review in Tech Talk of useful Web Sites for businesses. Andrea Wagner, president of Wagner Web Designs, authored the article.

The staff of the BI/BRI and IMPACT wishes you all a happy and safe summer. Enjoy the issue - and the summer!

Coop and Condo Corner
Continued from p. 2

CCAC/BRI – at the CCAC/BRI offices. The office number is (914) 273-0730. Again, suggestions are most definitely welcome.

The next Membership Meeting of the CCAC is scheduled for mid-September. Details on the event will be mailed to CCAC/BRI members in the weeks ahead.

Best wishes to all for an enjoyable and safe summer!

Editor’s Note: The CCAC is a building and realty industry membership organization. The association represents more than 500 co-ops and condos in the Westchester and Mid-Hudson Region. The organization, formed in 1979, is based in Armonk. It is an affiliate of The Building and Realty Institute of Westchester and the Mid-Hudson Region (BRI). The BRI is marking the 70th anniversary of its formation throughout 2016.

Advocacy – A Thorough Analysis of the Crucial Efforts of the Building and Realty Institute (BRI)

By Maggie Collins, Director of Membership,
The Builders Institute (BI)/Building and Realty Institute (BRI)

ARMONK

Over the last few months, I’ve thought a great deal about the various benefits of membership in the Builders Institute (BI)/ Building and Realty Institute (BRI).

I’m reluctant to rank these in order of importance, however, I do have an opinion. Advocacy, networking, education? Arguably, a case can be made ranking any of these at the

top. For compelling reasons, I choose advocacy. Given that our association just finished its annual work for our Apartment Owners Advisory Council (AOAC) - the preparations and representation of the AOAC and the building and realty industry before the Westchester County Rent Guidelines Board - it is appropriate to consider the skirmishes and battles waged on behalf of the membership of the BI-BRI.

The post-war boom years of the late 1940’s were the most favorable and provided a ripe environment for development that had ever existed. The camaraderie among a group of builders who

shared a common passion for creating homes for the tens of millions of families in the greater New York City metro area was at an all-time high.

It wasn’t until the 1970’s and 1980’s that the great legal cases came forward and some of the hardest battles occurred. They were, if not won outright, at least fought to a draw. A few highlights: Berenson v. New Castle was a case in point in which the court required New Castle to approve multi-family housing to meet its own needs and its share of the wider regional need.

Following that, Continental v. Town of North Salem added the requirement of affordable housing to Berenson. Triglia v. Town of Cortlandt recognized Westchester

County’s Housing Opportunity Commission Allocation as the basis for deeming a level of Affordable Housing Need. All of these cases called for builders willing to challenge un-checked municipal power and the abuses that can result.

As for the present, the BI-BRI is part of a statewide coalition weighing in on reforms to New York State’s “Scaffold Law.” Tom Stebbins, executive director of The Lawsuit Reform Alliance of New York State, was the guest speaker at the Feb. 11 General Membership Meeting of the BI-BRI that addressed the negative effects of the state’s Scaffold Law.

The law allows onerous litigation upon parties (builders, contractors, etc.) whom, in all rationality, ought not to be considered liable. Reform efforts have recognized the need for shared responsibility on the job site, on the part of the employee, as well as the employer and owners. The costs associated with the current law constitute a huge drain on economic resources in all sectors of the building, realty and construction industry, across the board.

I asked our Executive Director, Albert Annunziata, if there is a singular challenge today that the BI-BRI considers a herculean effort. He views no single challenge, rather it is all interrelated and interdependent - exclusionary zoning practices, the fight against NIMBYism, protecting property rights, the need for more affordable housing and expediting the SEQRA Review Process, i.e., not shortchanging it, finding shortcuts or circumventing the law. They are all part of a much broader picture of an often beleaguered industry.

However, there is one challenge that returns year-after-year - “Guidelines Season.” Our Associate Executive Director, Jeff Hanley, and Albert Annunziata were extremely busy during the month of June as they worked with the Board of Directors of the AOAC in preparing for the Public Hearings and Deliberation Session of The Westchester County Rent Guidelines Board that took place during June.

Organizing this endeavor is time-intensive. It involves speech writing, lining up representatives to speak at the Public Hearings before the guidelines board and generally insuring a strong turnout from members of the AOAC and the BRI. All of that work provides another good example of an annual major effort undertaken by this association.

It has been pointed out to me the importance of thinking of advocacy in a broad manner, rather than a narrow one. The BI-BRI always tries to bring the wider picture into view. According to Albert Annunziata, this association simply could not educate, inform, advise and yes, advocate for our members effectively, without the invaluable services of our Chief Counsel, Kenneth J. Finger, Labor Counsel Matthew Persanis, our Insurance Managers, Ken Furst and Jason Schiciano (of Levitt-Furst Associates), our Legislative Advocate, Glenn Riddell (of The Riddell Group of Albany), and Nat Parish and Richard Hyman, our engineering and planning consultants. All of us here at the BI-BRI realize that we are extremely fortunate to have them on our team, truly an “A Team” for Advocacy.

For all the above reasons, I consider Advocacy, with a capital A, to be the most important work the association performs. We are involved everywhere there is an issue related to the health of our industry which translates to the quality of life for all the citizens in the Westchester and Mid-Hudson Region.

I’ll end with a quote from our Executive Director - “I cannot stress enough the importance of advocacy that recognizes the greater public good. Otherwise, if the greater good is not recognized and fought for, how much smaller and comparatively insignificant would our goals be?”



The camaraderie among a group of builders who shared a common passion for creating homes for the tens of millions of families in the greater New York City metro area was at an all-time high.

It has been pointed out to me the importance of thinking of advocacy in a broad manner, rather than a narrow one. The BI-BRI always tries to bring the wider picture into view.

Join The Builders Institute (BI)/ Building and Realty Institute (BRI)!

Your building, realty or construction industry business will reap the many benefits of membership in the BI/BRI by joining. For further details and on-line payment options, visit buildersinstitute.org.

You can also call (914) 273-0730 for information.

Become a part of one of New York State’s largest business organizations.

Celebrating our 70th anniversary throughout 2016!

ECONOMISTS: Single-Family Sector will Lead Housing to a Higher Ground

WASHINGTON, D.C.

Steady job growth, affordable home prices, attractive mortgage interest rates and pent-up demand will help the housing market continue on a gradual upward trajectory in the year ahead.

That was the assessment of economists who participated in the National Association of Home Builders (NAHB's) Spring Construction Forecast Webinar on Apr. 27, association officials recently announced.

However, the economists said, Supply-Side Headwinds — led by a shortage of construction lots and labor, along with tight access to Acquisition, Construction and Development (AC&D) Loans — continue to hamper a more robust recovery.

“Builders remain cautiously optimistic about market conditions,” said NAHB Chief Economist Robert Dietz. “This year (2016) should be the first year since the Great Recession in which the growth rate for single-family production exceeds that of multifamily. And, we see single-family growth accelerating in 2017, as the Supply-Side Chain mends and we can expand production.”

Steady job growth has bolstered consumer confidence and rekindled housing demand, the economists said. Nationally, payroll employment has surpassed its pre-recession peak by a modest margin and only a small number of states lag behind pre-recession levels, the analysts added.

The Forecast

Looking at the Apr. 27 forecast, Single-Family Production is expected to post a 14 percent gain in 2016 to 812,000 units and rise an additional 19 percent to 964,000 units in 2017.

Using the 2000-2003 period as a healthy benchmark when single-family starts averaged 1.3 million units on an annual basis, NAHB is projecting that Single-Family Production — which bottomed out at an average of 27 percent of normal production in early 2009 — will rise to 64 percent of normal by the fourth quarter of this year and climb to 77 percent of normal by the end of 2017. Single-Family Production currently stands at 58 percent of normal activity, NAHB said.

“Consumer surveys suggest the ultimate goal of millennials is to purchase a single-family home in the suburbs,” said Dietz. “We see growth for single-family looking ahead. The recovery continues and is dictated by Demand-Side Conditions and Supply-Side Headwinds.”

On the Multifamily Side, production ran at 395,000 units last year, above the 331,000 rate that is considered a normal level of production. Multifamily starts are expected to decline 4 percent to 379,000 units this year, and rise 6 percent to 402,000 units in 2017, NAHB said.

Residential Remodeling Activity is expected to increase 3.3 percent in 2016 over last year and rise an additional 1.3 percent in 2017, the economists added.

The Best Year Since 2006

Len Kiefer, deputy chief economist at Freddie Mac, cited several factors that should make 2016's home sales the best in a decade:

- Household Formations are projected to accelerate. Between 2008 and 2014, the slowdown resulted in 5.1 million fewer Household Formations than normal.
- Purchase Applications show solid home sales that match demographics.
- More owners are current on their mortgages, with fewer defaults and less foreclosures.
- Solid job gains include rising salaries and wages.
- House prices are rising about 6 percent annually and appear roughly in line with incomes and rents.

“Demographic tailwinds are helping to propel the housing market forward,” said Kiefer.

Freddie Mac is projecting 5.9 million total home sales this year, the highest level since 2006, and 6.2 million in 2017, he added.

Regionally, Kiefer said that House Price Growth is the strongest in the South and West, with Nevada, Oregon, Washington, Colorado and Florida all posting double-digit, statewide house price appreciation between December of 2014 and December of 2015.

Back to Basics

Also looking below the national numbers, NAHB Senior Economist Robert Denk said that Housing Market Conditions are improving across the nation, but the pace of the recovery continues to vary by state and region.

“A common theme has emerged,” Denk said. “The progress of market recovery is no longer a function of the boom and bust cycle marked by price bubbles, excess supply and foreclosures. The key driver of the housing recovery is now back to the underlying housing market fundamentals of population and job growth.”

The hardest hit areas during the downturn included the “bubble” states of California, Arizona, Nevada and Florida, where housing market excesses were the greatest, and the industrial Midwest, where the longer-term decline in U.S. manufacturing was exacerbated by the recession. Marked by solid job growth, housing markets in the bubble states are on the mend, while the Midwest continues to languish due to an ongoing sluggish manufacturing base, NAHB said.

The states with the strongest Housing Market Recoveries are also among the leaders in Payroll Employment Gains since the end of the recession. The strongest housing recoveries to date are in Montana, North Dakota and Utah, all with robust energy sectors, which helped push them near or beyond full recovery in housing production. The next tier of leaders includes Texas, Oklahoma, Louisiana and Alaska – again, all with prominent energy sectors, NAHB officials said.

While the collapse in oil prices since mid-2014 will undermine the strength of the economies in these states as their energy sectors contract, the extent of the weakening will depend on the diversity of the economy, NAHB said.

“The basic principle remains the same,” Denk said. “A strong economy, whether helped, hindered or unaffected by the energy economy, will be a key factor driving housing recoveries going forward.”

In another way of looking at the long road back to normal, by the end of 2017, the top 20 percent of states will reach at least 102 percent of normal Single-Family Production Levels, compared to the bottom 20 percent, which will still be below 65 percent, the economists added.

Survey: Larger Remodeling Projects are Trending Up in the Early Stages of 2016

WASHINGTON, D.C.

Whole House Remodels and Additions are regaining market share, according to a survey of remodelers released by NAHB Remodelers, the remodeling arm of the National Association of Home Builders (NAHB).

The survey, released in early May to “kick-off” National Home Remodeling Month, revealed the most common remodeling projects in 2016, compared to historical results of the survey.

“While Bathroom and Kitchen Remodels remain the most common renovations, Basements, Whole House Remodels and both Large and Small Scale Additions are returning to levels not seen since prior to the downturn,” said 2016 NAHB Remodelers Chair Tim Shigley.

He added: “Clients want to add more space, but remodeling a significant portion of the home is no easy feat. That's why it is important to work with a professional remodeler who has the integrity and expertise to take on these large remodeling jobs.”

In the survey, remodelers, the study said, reported that the following projects were more common than in 2013:

- ❖ Whole House Remodels increased by 10 percent.
- ❖ Room Additions increased by 12 percent.
- ❖ Finished Basements increased by 8 percent.
- ❖ Bathroom Additions increased by 7 percent.

Bathrooms topped the list of most common remodeling projects for the fifth time since 2010, the study said. A total of 81 percent of remodelers reported that Bathrooms were a common remodeling job for their company, while 79 percent of remodelers reported the same for Kitchen Remodels. Window and Door Replacements decreased to 36 percent from 45 percent in 2014, the study added. A copy of the full survey can be obtained by contacting Nissa Hiatt at nhiatt@nahb.org, NAHB officials said.

Report: New Home Sales Fall 6 Percent in May

WASHINGTON, D.C.

National sales of newly built, single family homes dropped 6 percent in May from a downwardly revised April reading to a seasonally adjusted annual rate of 551,000 units, according to newly released data by the U.S. Department of Housing and Urban Development (HUD) and the U.S. Census Bureau.

The data was released in a recent study from The National Association of Home Builders (NAHB), association officials said.

“Although new home sales are down from a robust reading in April, they remain solid and builder confidence in the market is growing - two indicators that the housing sector should strengthen throughout the year,” said NAHB Chairman Ed Brady.

“At an annual pace of 551,000 units, new home sales are up relative to the first few months of 2016, as well as last year,” said NAHB Chief Economist Robert Dietz. “The sales market continues to make overall gains despite month-to-month volatility.”

The inventory of new homes for sale was 244,000 in May, which is a 5.3-month supply at the current sales pace. The median sales price of new houses sold was \$290,400, the report said.

Regionally, new home sales rose by 12.9 percent in the Midwest. Sales fell by 0.9 percent in the South, 15.6 percent in the West and 33.3 percent in the Northeast, the study added.

Regulatory Costs Account for Nearly a Quarter of the Price of a New Home, Building Industry Report Says

WASHINGTON, D. C

According to a new study by the National Association of Home Builders (NAHB), regulations imposed by all levels of government on average account for 24.3 percent of the sales price of a new single-family home, .

Breaking down the total regulatory costs further, the study revealed that three-fifths of the figure—14.6 percent of the final house price—is due to a higher price for a finished lot resulting from regulations imposed during the lot’s development. The other two-fifths—9.7 percent of the house price—is the result of costs incurred by the builder after purchasing the finished lot.

“This study demonstrates the type of over-regulation our industry is facing,” said NAHB Chairman Ed Brady, a Home Builder and Developer from Bloomington, Ill. “Not only is it inhibiting builders’ ability to produce competitively priced homes in a still recovering housing market, but this regulatory burden trickles down to the consumer level and prices many would-be buyers out of the market.”

While NAHB’s previous regulatory estimates in a 2011 study were fairly similar, the price of new homes increased substantially in the interim, the study said. When applying these percentages to Census Data on new home prices, the data show an estimate that regulatory costs in an average home built for sale went from \$65,224 to \$84,671 — a 29.8 percent increase during the roughly five-year span between NAHB’s 2011 and 2016 estimates, according to the report.

Meanwhile, disposable income per capita in the U.S. increased 14.4 percent during that same time period, meaning that the average cost of regulation embodied in a new home is rising more than twice as fast as the average American’s ability to pay for it, the study said.

Builders and Developers, the report said, can expect to feel the impact of additional regulations in the near future, and the rate of increase in regulatory costs embodied in the price of a new home will likely be accelerated. A substantial number of regulations have been implemented recently, or are in the process of being implemented or actively considered by key policymakers, NAHB officials said.

The full study can be found at: www.nahb.org/costofregulation, association officials added.

“Put the Brakes” on Accelerating Commercial Auto Insurance Premiums

Continued from p. 2

- (AAA) Foundation for Traffic Safety.
- Reinforce proper driving habits in safety manuals.
 - Consider “How Is My Driving?” signs.
 - Driver-Tracking Devices can help provide feedback on poor driving habits, such as excessively hard braking or speeding, and encourage improvement.
 - Drive Dash Cams can provide crucial documentation in the event of an accident, including the road conditions and the actions of all the drivers involved. This could show that a company driver was at fault, or that a false claim has been submitted. In either case, it can help to reduce the time to settle a claim and the associated legal costs.
 - While there is a cost associated with such technology, avoiding just one accident can save far more money (think “insurance premiums”) than the outlay for the equipment and monitoring capabilities.

Vehicle Maintenance

- Delayed Maintenance can increase the chance of accidents.
 - Common issues include worn brake pads and underinflated tires that could rupture and cause a driver to lose control, or worn tires that perform poorly in snow or rain.
 - Vehicles should be brought to a reliable vendor for regular servicing, whether on a set mileage or elapsed-time basis.
 - Employees should be encouraged to report any problems with their vehicles.
- *Older vehicles should be replaced with newer vehicles featuring enhanced safety technology.

Accident Protocol

- In the event of an accident, the employee manual should outline what Documentation/Reporting Protocols to follow, as well as to whom to report it at the company.
- Designate personnel to notify the Insurance Carrier and Broker. Early Notification is vital for effective Claim Handling.

Background Checks

- Motor Vehicle Record Checks can ascertain if a potential employee has any violations or accidents.
- Because drivers may be reluctant to report violations after they’re hired, companies may want to reorder Motor Vehicle Record Checks on an annual or other regular basis.

Reward Systems

- Consider rewarding employees for safe driving records.

For more information on Commercial Auto Insurance or Safe Driving Programs, call your insurance broker or Levitt-Fuirst Associates at (914) 457-4200.

Editor’s Note: Levitt-Fuirst Associates is the Insurance Manager for The Builders Institute (BI)/Building and Realty Institute (BRI) of Westchester and the Mid-Hudson Region. The firm can be reached at (914) 376-2500.

Counsels’ Corner

HUD Issues a Warning about the Use of Criminal Records in Screening Scenarios

By Kenneth J. Finger, Esq., Carl L. Finger, Esq. and Daniel S. Finger, Esq., Finger and Finger, A Professional Corporation, Chief Counsel, Builders Institute (BI)/Building and Realty Institute (BRI)



Ken Finger

WHITE PLAINS

On Mar. 16, 2016 the New York State Division of Licensing released “A Notice to All Real Estate Brokers and Sales People Guidance Regarding Prohibited Discriminatory Practices.”

Within the guidance the notice listed a variety of criteria upon which discrimination in housing was not permitted under New York State Civil Rights Law including “Conviction Record.”

Shortly thereafter, on or about Mar. 25, 2016, the New York State Division of Licensing issued a revised guidance which removed the reference to “Conviction Record.”

Coincidentally or not, on Apr. 4, 2016 the United States Department of Housing and Urban Development (HUD) released its “Office of General Counsel Guidance on Application of Fair Housing Act Standards to the Use of Criminal Records by Providers of Housing and Real Estate Related Transactions (“HUD Guidance”).”

As discussed below, the elimination of “Conviction Record” from the list of prohibited discrimination categories in New York State was only a temporary reprieve. It should be noted that consideration of “Conviction Record” is not per se discriminatory and, as discussed below, unlike other types of discrimination, each instance of consideration of Conviction Record will require careful analysis.

The HUD Guidance explains that discriminatory impact or effect, without necessary intention of discrimination, violated the Fair Housing Act. This means that applying certain criteria, like conviction record, even though not having a discriminatory intention and even though a neutral policy, may be unlawful discrimination based on the impact of the policy.

Thus where a policy has a disparate impact on a protected class, such as individuals of a certain race, religion, national origin, and the like, it may be unlawful. The first step in the analysis will therefore be proof of impact on one of the protected classes. The determination of whether such a practice having a disparate impact is unlawful will be whether it serves a substantial, legitimate, non-discriminatory purpose of the provider.

The HUD Guidance confirms that restricting access to housing on the basis of criminal history which has disparate impact on a protected group and is not “necessary to serve a substantial, legitimate nondiscriminatory interest... or if such interest could be served by another practice that has a less discriminatory effect” is a violation of the Fair Housing Act.

Considering the above and the factual nature of any inquiry, the HUD Guidance goes on to explain the manner of determining whether a housing provider’s use of criminal history results in unlawful discrimination.

The first factual determination to be made in each instance is whether the use of criminal history has a discriminatory impact on one of the protected classes of people. The HUD Guidance explains that the national statistics prove that racial and ethnic minorities are more likely to have a criminal record and thus implies that the use of criminal history must have a disparate impact. However, the HUD Guidance does reference possible differences in local and state statistics that a housing provider might be able to use to demonstrate a lack of disparate impact.

In the event that the impact of the policy is determined to have a disparate impact, the housing provider must prove that the policy is justified. A justifiable policy is one that “is necessary to achieve a substantial, legitimate, nondiscriminatory interest of the provider.” For instance, the safety of other residents may be such a basis. However, the HUD Guidance states

that the effectiveness of the policy in achieving the stated goal must be provable “through reliable evidence.”

In that regard the HUD Guidance specifically indicates that decisions based on arrests, not convictions, because they are not a finding that there was any conduct, cannot sustain such a policy. As to convictions, the HUD Guidance also particularly sets forth that a blanket rule precluding housing based on any conviction at any time for any conduct would not be sustainable. Rather the HUD Guidance suggests that the proscribed criminal conviction must be such that it relates directly to risks to the safety of other residents or their property.

If the housing provider fails to consider what the conviction was for, when the conviction occurred, what the person has done since the conviction, and the like, then it will not withstand scrutiny as to whether the policy is necessary to achieve a substantial, legitimate, nondiscriminatory interest.

If the housing provider, such as a landlord, owner, cooperative, or the like, can establish the necessity of the policy, as set forth above, if it can then nonetheless be proven that the purpose could be achieved by a policy with a less discriminatory impact, then the practice still might be precluded. Again the HUD Guidance

“...unlike other types of discrimination, each instance of consideration of Conviction Record will require careful analysis.”

indicates that this will be quite fact specific and the absence of a per se ban would seem to “have less discriminatory effect.”

The examples provided by the HUD Guidance essentially suggest looking into more specifics surrounding the particular applicant, circumstances, and the particular conduct. Of course this creates a dilemma for housing providers who have most often been instructed to maintain clear criteria to avoid consideration of individual circumstances in order to prevent claims of discrimination.

In other words, a strict non-discriminatory rule has generally been considered a safe haven for decision making. The HUD Guidance now throws that concept into question.

While the HUD Guidance insists that each case is fact based and determination must thus be made on a case by case basis, and while it indicates that state and local statistics may be relevant to a determination of disparate impact, the HUD Guidance makes it clear that use of criminal records must be under a carefully crafted policy.

Such policy must take into account at least the nature of the criminal conviction, when it occurred, what has the applicant done since, and the relationship of the conviction to a substantial interest of the provider, including the safety of the other tenants. While the HUD Guidance views these all as rather simple straight forward considerations, most housing providers will no doubt lose sleep over the apparent inability to utilize a bright line rule in housing determinations.

Editor’s Note: The authors are with Finger and Finger, A Professional Corporation. Finger and Finger is Chief Counsel to The Builders Institute (BI)/Building and Realty Institute (BRI) of Westchester and The Mid-Hudson Region.

The Builders Institute of Westchester

Celebrating 70 Years

as the Largest, Independent Trade Association
Serving the Building Industry in
Westchester County and throughout the
Hudson Valley Region



Staff, clockwise from left to right:

Albert Annunziata, Executive Director; **Jeff Hanley**, Associate Executive Director;
Margie Telesco, Office Manager; **Jane Gill**, Comptroller; **Maggie Collins**, Director of Membership

Let the Talented Team at The Builders Institute
of Westchester help you with your
construction industry needs!

***The Builders Institute Team,
Working and Advocating for You!***

The Builders Institute of Westchester
80 Business Park Drive, Suite 309, Armonk, NY 10504
914-273-0730 www.buildersinstitute.org



BRI

ACMA



COOPERATIVE &
CONDOMINIUM
ADVISORY
COUNCIL

GHP Office Realty Purchases 140 Huguenot St

NEW ROCHELLE

GHP Office Realty, LLC recently announced its acquisition of 140 Huguenot Street in New Rochelle. The facility is a 64,000 square foot, three-story Class A office building with a 34-car onsite parking garage and an additional 26-car parking lot. The building is approximately 80 percent occupied, officials said. The GHP acquisition team was led by Andrew Greenspan, principal of GHP. The purchase price was \$6.4 million, spokesmen added.

“We are bullish on New Rochelle and its future,” Greenspan said. “The 140 Huguenot Street facility represents our second large office building acquisition in New Rochelle. We also own 145 Huguenot Street, a 300,000 square foot, eight-story Class A Office building across the street, which is currently 93 percent occupied. The synergy between the buildings and the economies of scale - as well as the fact that we are running out of space at 145 Huguenot Street - made 140 Huguenot Street an attractive acquisition target.”

Officials said 140 Huguenot Street boasts “high-quality tenants” such as Mary Ann Liebert, Inc. and Monroe College.

Greenspan added: “We are planning to invest substantial capital into the building to bring it up to date and make it more energy efficient. Some of the capital upgrades will be to building systems, security and cosmetic upgrades to the facade and the lobby. We have approximately 12,500 square feet of office, retail and/or medical space available for lease.”

Greenspan said that part of that vacancy is a 5,100 square foot former bank branch with street-level access and great visibility, which is perfect for a retail user. He added that the building is in a highly desirable location at the signalized corner of Huguenot Street and Harrison Street, adjacent to New Roc City and Super Stop and Shop, one block from Trump Plaza and Main Street, as well as .03 miles from the New Rochelle Intermodal Transportation Center and Interstate 95 at Exit 16.

Elizabeth Smith, Esq. of Goldberg Weprin Finkel Goldstein LLP provided the legal representation and Ray Cohen of Chicago Title Company provided title services for GHP, officials said.

GHP was formed in 1999. The company is a leader in the commercial real estate market in the New York metropolitan area, officials said. The firm specializes in the acquisition, leasing and management of office, flex and industrial properties in the suburban markets of the tri-state area. The company currently owns and manages more than 5 million square feet, spokesmen added.

Incandela Receives a Promotion at AWC

NEW YORK

Charles Incandela has been promoted to Vice President-Director of Management for all of Alexander Wolf & Company’s (AWC’s) Long Island property portfolio, company officials recently announced.

AWC, based in Plainview and established in 1962, services Long Island and New York as a real estate management firm with a proven specialty and acumen in the management of co-ops, condominiums, homeowner associations, adult communities and apartment complexes, company spokesmen said.

Incandela’s 30 years of extensive experience and vast knowledge in managing all types of properties will insure AWC’s ongoing commitment to excellence through superior customer service and community/building management, officials added.

Pelham’s Sanborn Map Building Holds a Celebration for Its 110th Anniversary

PELHAM

Caspi Development recently marked the 110th anniversary of the Sanborn Map Building at 629 Fifth Avenue in Pelham with a celebration honoring the building’s historical significance and role in Westchester County’s business community.

The celebration included a special proclamation from Westchester County Executive Rob Astorino declaring Apr. 20, 2016 as Sanborn Map Building Day, spokesmen said. “For all of us who live and work in Westchester County, we hold a special sense of pride in acknowledging those places of historical significance in our community that add to our cultural diversity and quality of life,” said Deputy County Executive Kevin J. Plunkett, who shared the proclamation on behalf of Astorino. “As the entire Westchester community gathers to celebrate the 110th Anniversary of the Sanborn Map Building and the 150th Anniversary of the Sanborn Map Company, its dedicated staff is truly deserving of our appreciation for its extraordinary service to the community and unwavering commitment to the preservation of its history.” The Sanborn Map Building was completed in 1906 by the Sanborn Map Company, one of the oldest and largest map companies in the U.S., officials said.

The company still occupies a major portion of the building’s first floor. The building’s traditional façade, adorned with unique, century-old relief sculptures of ancient mapmakers, serves as a visual reminder of its impressive history. During World War II, the Sanborn Map Building played a large role in America’s war efforts and was under constant surveillance by the Federal Bureau of Investigation (FBI) due to the highly classified Allied invasion maps housed there, according to officials. Steven Caspi, president of Caspi Development, said: “The Sanborn Map Building is a classic, inside and out, with a great deal of history between its walls. Many businesses have grown up here over the years and we are proud that the building’s very first occupant, the Sanborn Map

Company, remains one of our tenants today. We are pleased to mark the building’s anniversary milestone by recognizing the impact it has made, both in our local community and beyond.” Village of Pelham Mayor Michael J. Volpe and Chris Genovese, general manager of Sanborn Map Company, Inc., were also featured speakers at the celebration, which honored the history of the building and the significance of the Sanborn Map Company being a part of the Pelham business community for more than 100 years, event officials said. The Sanborn Map Building is in the heart of Westchester in Pelham’s upscale residential area with close proximity to downtown restaurants, shops and banks. The building is directly off the Hutchinson River Parkway with easy access to all major thoroughfares. The Metro North train station, three blocks away, offers access to New York City in only 30 minutes, officials said. The Sanborn Map Building has approximately 7,000 square feet of available space, officials added.

Caspi Development has been a leader in the ownership, management and development of residential and commercial real estate for more than 40 years. Based in Purchase, the company is known for its diversity and ability to respond to market conditions and capitalize on opportunities, company spokesmen said.

In recent years, the company has acquired, through joint venture, approximately 1,600 apartments in New York City. The most recent Caspi Development projects include:

- *135 Bowery on the Lower East Side.
- *456 Greenwich Street in Tribeca, a 100-room, 5-star luxury hotel.
- *161 Bowery, a 25,000 square foot office building built out for high-end boutique tech tenants.

Company spokesmen said that Caspi owns and manages several million square feet of multifamily, office and hotel space in and around the New York metropolitan area.

The Housing Preferences of “The Boomer Generation” are Revealed in NAHB Study

WASHINGTON, D.C

The National Association of Home Builders (NAHB) has had a long history of tracking the evolution of home buyer preferences, association officials recently said.

Builders and other industry professionals now have an opportunity to find out what baby boomers want compared to other home buyers in “Housing Preferences of the Boomer Generation: How They Compare to Other Home Buyers,” a study recently released by NAHB’s publishing arm, BuilderBooks.

Based on a comprehensive, nationwide survey of recent and prospective home buyers conducted in 2015, the study discusses how various designs influence the home purchase decision: the location, the features and sizes of the homes consumers want, and the influence of certain events and people on the decision to move to another home, NAHB officials said.

“This survey is a great resource for building professionals, as it provides an inside look at the things boomers, and other generations, are looking for in today’s homes,” said Rose Quint, NAHB’s assistant vice president for survey research, and one of the study’s authors.

Quint added: “As the housing market continues to recover, more consumers are in the position to purchase a home, and it’s important for builders to have this knowledge about their customers.”

Some of the findings on what home buyers want include the following:

The majority of all buyers (65 percent), and boomers in particular (63 percent), would like to buy a single-

family detached home.

Most home buyers (64 percent) prefer a single-story home, but there is great variation by generation: Millennials (35 percent), Gen X’ers (49 percent), Boomers (75 percent) and Seniors (88 percent).

Fifty-eight percent of home buyers want a full or partial basement, but the preference declines with age: Millennials (77 percent), Gen X’ers (67 percent), Boomers (50 percent) and Seniors (43 percent).

When asked if they would buy a home without a living room, 37 percent of buyers say they would, 42 percent would not and 21 percent are not sure. The share of buyers willing to part with this formal space falls steadily with age: Millennials (43 percent), Gen X (40 percent), Baby Boomers (37 percent) and Seniors (26 percent).

Some of the findings on what most buyers do not want include:

Few Buyers (8 percent) or Boomers (7 percent) prefer a central city location. About two-thirds prefer a home in the suburbs (close-in or outlying) and just over a quarter prefer a rural area.

Only 14 percent of Buyers overall (and 13 percent of Boomers) are willing to pay more for a home out of pure concern for the environment.

“Housing Preferences of the Boomer Generation” is available for purchase (\$149.95 retail/\$79.95 NAHB member, ISBN 978-0-86718-748-9) at BuilderBooks.com, or by calling 800-223-2665. The eBook is available at ebooks.builderbooks.com (\$89.99 retail/\$55.99 NAHB member), NAHB officials said.

Services Profile:

Sunrise Solar Announces a Free Service that Produces Advantages & Programs for Commercial Solar Portfolios

By Jeff Hanley, IMPACT Editor

BRIARCLIFF MANOR

Sunrise Solar is offering a free service to members of the Building and Realty Institute (BRI), company officials recently announced. The service is designed to help property owners, managers and other stakeholders understand the true Solar Asset Value of buildings and open land in portfolios.

Company officials stress that it is easy to turn these assets into wholesale energy generators that drive down electricity bills for decades.

The combination of a 30 percent Federal Solar Investment Tax Credit with incentive rebates from the New York State Energy Research and Development Authority (NYSERDA) makes solar attractive to most commercial portfolios, company officials said. Recent changes have also opened new opportunities for a wide variety of co-ops, condos and rental apartment buildings, officials added.

Spokesmen for Sunrise Solar stressed that the best component of the scenario is that “the sun keeps pouring out free energy.” Officials added that Sunrise Solar can “unlock the value from the sun and put it to work making money for buildings and complexes.”

The free service of Sunrise Solar, officials said, includes Portfolio Analysis and Site Ranking. Buildings and complexes can learn which of their properties are best for the options of Sunrise Solar. Individual Property Proposals for qualified properties - including 25-year forecasts comparing various financing options - also are included. The service is available to all commercial, religious, not for profit, and multifamily properties, officials said.

Members of the BRI - and the building, realty and construction industry - can receive further information by calling (914)762-7622. Registration is also available online, at www.sunrisesolarllc.com, officials said.

A Sensational 70th!

By Jeff Hanley, *IMPACT* Editor

NEW ROCHELLE

More than 185 representatives of the local building, realty and construction industry recently helped to mark the 70th anniversary of the formation of The Builders Institute (BI)/Building and Realty Institute (BRI) at the association's "70th Birthday Bash."

BI-BRI members and officials from virtually every sector of the building, realty and construction industry attended the event on Apr. 21 at the Glen Island Harbour Club in New Rochelle.

Formed on Feb. 11, 1946, the BI-BRI is recognized as one of the largest and most influential business membership groups in New York State. The organization, based in Armonk, has more than 1,800 members in 14 counties of the state. Those members are involved in most sectors of the building, realty and construction industry.

Westchester County Executive Rob Astorino presented the BI-BRI with a special proclamation to mark the 70th anniversary of the formation of the association. Adam Rodriguez, director of real estate for Westchester County,

presented the proclamation to the organization. Astorino was unable to participate in the presentation ceremony due to his Annual State of the County Address.

"It was a memorable night, without a doubt," said Albert Annunziata, executive director of the BI-BRI. "It was a special event for our association and its members. We were all very pleased with the celebration."

The following companies served as sponsors of the program:

The Make Way for Tomorrow Sponsorship

- Benchmark Title Agency, LLC
- Finger and Finger, A Professional Corporation
- Levitt-Fuirst Associates, Ltd.
- Prime Locations, Inc.

The Bicentennial Sponsorship

- DeRosa Builders
- Garthchester Realty
- MacKoul and Associates
- Sprague Energy

The Marshall Plan Sponsorship

- Elefante and Persanis, LLP



(above) Members of The Building and Realty Institute (BRI) were treated to an extensive reception prior to the Opening Ceremony of the event. Pictured are, from left to right, Susan Fuirst, Ken Fuirst, a principal of Levitt-Fuirst Associates, insurance manager for the BRI, and BRI Board Members Eric Lashins and Ken Nilsen (both past presidents of the BRI).



(above) Pictured moments before the Opening Ceremonies of the program are, from left to right, Maggie Collins, Director of Membership, Building and Realty Institute (BRI), Margaret Annunziata, and Cooperative and Condominium Advisory Council (CCAC) Board Members Pat Kinsey and Diana Virrill (CCAC Chair).



(above) Cathy Sama (left) of the International Facility Management Association (IFMA) and Jane Gill (right), controller, Builders Institute (BI)/Building and Realty Institute (BRI), are pictured during the networking portion of the program.



(above) Pictured during the Opening Ceremonies of the program are, from left to right, in the first row, John Fry of The Westchester Hudson Valley Chapter of The American Institute of Architects (AIA), Michael Beldotti, board member of The Builders Institute (BI)/Building and Realty Institute (BRI), and BI-BRI Member Yvonne Beldotti. Pictured in the second row, on the far left, from left to right, are BI-BRI Members Susan Abraham and Eric Abraham (BI-BRI Chairman).



(left) Pictured moments after the conclusion of the Awards Ceremony are, from left to right, Julie Telesco, a member of the staff of The Builders Institute (BI)/Building and Realty Institute (BRI), Robert Ferrara, a member of the Board of Trustees of the BI-BRI, and Margie Telesco, office manager of the BI-BRI.

(above) Pictured during the Dinner Portion of the event are, from left to right, Marin Milio, Carmelo Milio, president, Building and Realty Institute (BRI), Michael Murphy, BRI member, and BRI Board Members Eric Messer and Eric Lashins (also a past president of the BRI).

(right) Pictured at the Disc Jockey Station after singing along are, from left to right, Michele Lavarde, board member of the Cooperative and Condominium Advisory Council (CCAC) of The Building and Realty Institute (BRI), DJ John Caspare of Music Flex, Jeff Hanley, associate executive director, BRI, and DJ Chris Snyder of Music Flex.



(left) Pictured during the Awards Ceremony of the event are, from left to right, Eric Messer, a member of the Board of Trustees of The Builders Institute (BI)/Building and Realty Institute (BRI), and BI-BRI Members Hillary Messer, Sheryl Manasse, Kevin O'Neill and Rand Manasse.

The BI-BRI Marks a Special Anniversary



(left) Many members of The Building and Realty Institute (BRI) enjoyed views of Long Island Sound during the Reception Portion of the program. Pictured on the deck at Glen Island Harbour Club in New Rochelle are, from left to right, Susan Abraham, Eric Abraham, chairman/past president, Building and Realty Institute (BRI), Cathy Sama, International Facility Management Association (IFMA), and Vincent Mutarelli, BRI Board Member.



(above) Opportunities for networking were plentiful during the reception portion of the program. Pictured near the conclusion of the reception are, from left to right, Lee Schmidt, member of The Advisory Council of Managing Agents (ACMA) of The Building and Realty Institute (BRI), Tina Thiakodemitris, ACMA member, Dawn Lombardo, ACMA member, Patty Batih, BRI member, and Joe Rodriguez, ACMA member.

(right) Pictured during the Opening Ceremonies of the event are, from left to right, Rich Williams, Building and Realty Institute (BRI) member, Joe Pizzimenti, chairman of The Remodelers Advisory Council (RAC) of the BRI, and Eric Lashins, board member, BRI.



(left) Pictured during the conclusion of the Award Ceremony of the celebration are, from left to right, Monica Picarelli, a member of The Advisory Council of Managing Agents (ACMA) of The Building and Realty Institute (BRI), and Angelo Ponzi, a member of the Board of Trustees of The Builders Institute (BI)/Building and Realty Institute (BRI). Ponzi is also a Vice Chair of The Cooperative and Condominium Advisory Council (CCAC) of the BRI.



(left) Westchester County Executive Rob Astorino presented The Builders Institute (BI)/Building and Realty Institute (BRI) with a special proclamation to mark the 70th anniversary of the formation of the association. Adam Rodriguez, director of real estate for Westchester County, presented the proclamation to the BI-BRI at its 70th Birthday Bash. Astorino was unable to participate in the presentation ceremony due to his Annual State of the County Address. Pictured after the presentation are, from left to right, Albert Annunziata, executive director, BI-BRI, and Rodriguez.



(above) Participants in the program were treated to an extensive dinner. Pictured moments before the start of the dinner portion are, from left to right, Bob Lupica, board member of The Advisory Council of Managing Agents (ACMA) of the Building and Realty Institute (BRI), John Ricci, ACMA member, and BRI Members Marin Milio and Carmelo Milio (BRI president).



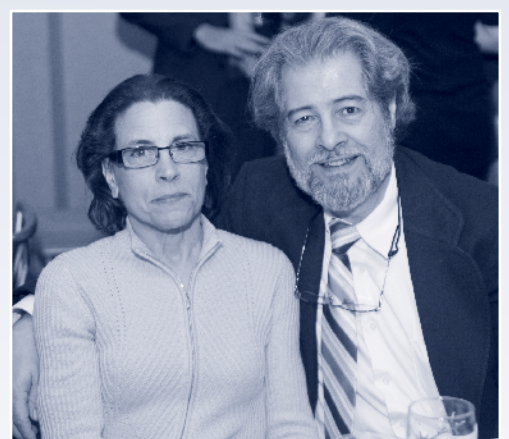
(above) Longtime members of The Builders Institute (BI)/Building and Realty Institute (BRI), Carl DiMaio (left) and Myron Marcus (right), are pictured at the beginning of the Opening Ceremonies of the celebration. DiMaio (a past BI-BRI president) and Marcus (former general counsel of the BI-BRI, current associate counsel), have been members of the association since the early 1960's.



(left) Pictured enjoying the Opening Ceremonies of the celebration are, from left to right, Dorothy Finger, Esq. and Ken Finger, Esq., principals of Finger and Finger, A Professional Corporation. The firm is chief counsel to The Building and Realty Institute (BRI) and its affiliate associations.



(above) Participants in the program enjoyed outstanding views of Long Island Sound throughout the event. Pictured near the windows offering those views are, from left to right, Building and Realty Institute (BRI) Member Anna Amster, David Amster, chair of The Advisory Council of Managing Agents (ACMA) of the BRI, and BRI Members Matt Persanis, Esq. and Claire Persanis. Matt Persanis is Labor Counsel to the BRI and its affiliate associations.



(above) The Apartment Owners Advisory Council (AOAC) of The Building and Realty Institute (BRI) was well-represented at the celebration. Pictured, from left to right, are AOAC Members Ursula DiResta and Gene DiResta.

Photos by Barbara Hansen

Commentary and Analysis:

Dropping the “A Word” – Whatever Happened to Personal Responsibility?

By Albert Annunziata, Executive Director, Builders Institute (BI)/Building and Realty Institute (BRI)/Publisher, IMPACT Newspaper

ARMONK

A relative of mine who is 91 now and can still out-swear a longshoreman (as the saying goes) would occasionally use the “A Word” at me. Sometimes the “A Word” was the suffix, preceded by an equine reference. Sometimes the “A Word” was the prefix, followed by a synonym for “cavity.” And sometimes the “A Word” for me was a noun unto itself, as in the word “accident!”

Anyway, putting all this (partial) kidding aside, the point I wish to make in this article is all about the inexorable erosion of all sense of personal awareness and responsibility in this highly technological, extremely distracting and increasingly impersonal world. It is a world that I see exerting itself with greater and greater force upon us.

And we are the willing victims. I heard an interesting news bit recently on WCBS News Radio 880 about a national campaign to drop the “A Word” – A for Accident – when describing and reporting car crashes. The campaign’s website, www.crashnotaccident.com, starts off with an interesting and provocative preamble to its philosophy about car “accidents.” I quote, in part...

“Before the labor movement, factory owners would say ‘it was an accident’ when American workers were injured in unsafe conditions.

Before the movement to combat drunk driving, intoxicated drivers would say ‘it was an accident’ when

they crashed their cars. Traffic crashes are fixable problems, caused by unsafe drivers and/or unsafe roads. They are not accidents. Let’s stop using the word ‘accident’ today...”

Interviewed on WCBS Radio, a spokesman for crashnotaccident.com painted a grim national picture of the exponential increase in car crashes (and accompanying injuries and fatalities). He placed the blame squarely on drivers and their increasing indifference not only to their own safety, but to those all around them.

“They are texting, talking, playing games, watching TV, they are doing everything but concentrating on driving...and I don’t see this changing anytime soon!”

It’s All on the Drivers

The plain fact of the matter is, distracted drivers cause crashes, not accidents. Accidents connote an unintended, unexpected consequence or result. There is nothing “unintended” about a driver who deliberately flaunts the use of tech gadgets while they drive. Such actions literally shout “I don’t give a damn what happens, I’m doing what I want to do!”

I myself have seen this first-hand driving to and from work, around the tristate region and on the longer treks up to Albany and back. Based on my own, admittedly limited, unscientific observations, I have to admit that both men and women are about 50/50 equally guilty of distracted driving.

How many times do I see a car (often but not always a large vehicle

in the Suburban, Acadia or Cadillac class) being driven erratically and drifting from side to side, only to drive past it and see a person steering it with one hand and holding a phone to their ear in the other? The instances are far too numerous to tally, day after day. Such behavior is unconscionable, reckless and irrational.

If anything shouts this “to-hell-with-you” attitude in society at large, it is the obsession with technology. It is a form of addiction, a potentially deadly form. What ever happened to M.A.D.D., Mothers Against Drunk Driving? Every child who is maimed or killed in car crashes due to such compulsive, electronic addiction, has a mother. Why isn’t M. A. D.D. in the forefront on a national campaign to combat this deadly, distractive addiction?

Yet how does one combat this kind of addiction? There is no antidote for it like we have for heroin overdoses. Isn’t that amazing? Medicine has found a way to reverse the deadly effects of heroin, but we as a society are heedless to both the intellectual and emotional calls for the need for attention, care and courtesy behind the wheel. Maybe it’s because such appeals impinge on an American sense of individuality and independence? I don’t know, but there is an attitude out there that more often than not screams: “Hey, nobody is going to tell me what I can do in my car.”

Daily Troubles

I see chaos now. Not the occasional kind, but now it’s daily. Once self-driving cars take off, I dread to

think of the consequences (the first auto-driven car fatality was recently reported). Technology has its fatal weaknesses as well.

Westchester County government officials have also joined the list of impassioned voices urging drivers in the county to avoid the lure of electronic wizardry, avoid the tragic consequences of distracted driving by staying focused on the wheel and being attentive to one’s surroundings.

Deputy Westchester County Executive Kevin Plunkett has been featured in very effective PSA’s addressing this serious social problem.

If we don’t get a grip on this enveloping tragedy, both individually as well as collectively, then we will have completely surrendered our ability to think and feel to technology in all of its forms.

All vestige of conscience, all sense of personal responsibility for our actions will be ultimately expunged and expiated. Robots, technology and “Apps” (OMG!!...another “A Word!”) will take care of everything.

We really won’t have to think about anything at all. Rene Descartes’ words come back to haunt me: “I think, therefore I am.” Yet even Descartes could not have envisioned a world where human beings, in not having to think for themselves, will themselves become uncaring, unfeeling, soulless, lifeless automatons.

Have a safe summer! Drive attentively and watch out for “the other guy or gal,” because if they’re doing anything else other than driving, then they are setting up willful and intentional crashes just waiting to happen, not accidents.

Construction Compensation Insurance Group Announces a 25 Percent Dividend

Continued from p. 1

and Condominium Advisory Council (CCAC), The Apartment Owners Advisory Council (AOAC) and The Advisory Council of Managing Agents (ACMA) of The Building and Realty Institute (BRI), recently announced a 20 percent dividend for the policy year ending June 1, 2015.

Group spokesmen said that the dividend is in addition to the maximum 20 percent upfront discount. The announcement was made at the group’s Annual Meeting on May 23 at the offices of Group Manager Levitt Fuirst Associates in Yonkers.

More than 500 cooperatives, condominiums, apartment buildings and office buildings participate in the program, spokesmen said. Group 530 was formed in 1990.

NYC Industry Expo Scheduled for Sep. 29

Continued from p. 16

investors, landlords, attorneys, insurance companies, marketing and social media experts, and business owners.

“You will also experience our new, cutting-edge NYC Tech Expo featuring many technology start-ups that service the real estate industry, and connect with the Banking World through our NYC Finance Expo – a big hit for over four years.” Kazazis said.

Kazazis added that participants in the expo will have the opportunity to meet and connect with more than 4,500 building and realty industry leaders, as well as visit more than 150 Exhibitor Booths. He noted that those in attendance will be given the chance to attend forums that feature high-level presenters, thus producing advice that can help increase the respective bottom lines of building and realty industry members.

“Exhibitors will represent a cross-section of the business community – bankers, attorneys, commercial and residential real estate brokers, developers, mortgage companies, accountants, title insurance companies, marketing and social media experts and many others,” Kazazis said. “If you are doing business – or want to do business – in any of New York’s five boroughs, Westchester County, Connecticut or New Jersey, this show is for you.”

Those interested can visit www.nycnetworkgroup.com, or call (646) 210-2545.

BI-BRI Reports the Scheduling of Its “Builders & Suppliers Showcase” for Oct. 13 in White Plains

By Jeff Hanley, IMPACT Editor

WHITE PLAINS

The Builders Institute (BI)/Building and Realty Institute (BRI) recently announced the scheduling of its 2016 “Builders & Suppliers Showcase” for Oct. 13.

The event will feature exhibits from companies whose products and services are geared toward virtually every sector of the building, realty and construction industry. The showcase will run from 6 p.m. to 10 p.m. It will be at The Crowne Plaza Hotel in White Plains.

“We always say that our membership features representatives of just about every sector of the building, realty and construction industry, and this event will show that,” said Albert Annunziata, executive director of the BI-BRI.

Annunziata added that Builders, Developers, Remodelers, Contractors and Sub-Contractors will be invited to exhibit at the event. Companies who supply services and products to those sectors – as well as to Co-op and Condo Boards, Apartment Building Owners, Commercial Property Owners/Managers and Residential Property Managers – will also be invited to participate, he added.

“We are presenting a very unique event, an opportunity for our members – and for the general public – to see the many, many sectors of our diverse membership,” Annunziata said.

BI-BRI officials said that full details on the showcase will soon be announced. Officials added that exhibit space is open to BI-BRI members for \$300.

Non-members wishing to exhibit may do so for \$500, officials added.

Companies interested in exhibiting can contact Maggie Collins, director of membership for the BI-BRI, at (914) 273-0730. Collins can also be reached at maggie@buildersinstitute.org.

The BI-BRI is a business membership group with more than 1,800 members in 14 counties of New York State. The association, based in Armonk, is marking the 70th anniversary of its formation throughout 2016.

“...our membership features representatives of just about every sector of the building, realty and construction industry, and this event will show that.”

NAHB Study: Builder Confidence Holds Stable in May

WASHINGTON, D.C.

Builder confidence in the market for newly-built, single family-homes remained unchanged in May at a level of 58 on the National Association of Home Builders (NAHB's)/Wells Fargo Housing Market Index (HMI).

The index was released on May 16. "Builder confidence has held steady at 58 for four straight months, which indicates that the single-family housing sector remains in positive territory," said NAHB Chairman Ed Brady. "However, builders are facing an increasing number of regulations and lot-supply constraints."

The HMI components measuring sales expectations in the next six months increased three points to 65, while the component charting current sales conditions and the index gauging buyer traffic both held steady at 63 and 44, respectively, the study said.

"The fact that future sales expectations rose slightly this month shows that builders are confident that the market will continue to strengthen," said NAHB Chief Economist Robert Dietz. "Job creation, low mortgage interest rates and pent-up demand will also spur growth in the single family housing sector moving forward."

Derived from a monthly survey that NAHB has been conducting for 30 years, the NAHB/Wells Fargo Housing Market Index gauges builder perceptions of current single-family home sales and sales expectations for the next six months as "good," "fair" or "poor." The survey also asks builders to rate traffic of prospective buyers as "high to very high," "average" or "low to very low." Scores for each component are then used to calculate a seasonally adjusted index where any number over 50 indicates that more builders view conditions as good than poor, officials said.

Looking at the three-month moving averages for regional HMI scores, the South and Midwest both registered one-point gains to 59 and 58, respectively. The West remained unchanged at 67 and the Northeast fell three points to 41, according to the report.

NAHB officials said that the index is strictly the product of NAHB Economics. Officials added that the study is not seen or influenced by any outside party prior to being released to the public. HMI tables can be found at nabh.org/hmi. More information on housing statistics is also available at housingeconomics.com, officials added.

BI/BRI Golf Outing Set for Sep. 26

By Jeff Hanley, IMPACT Editor

HARRISON

The Annual Golf Outing/Tournament of The Builders Institute (BI)/Building and Realty Institute (BRI) has been scheduled for Sep. 26, association officials recently announced.

The event will be at the Willow Ridge Country Club in Harrison. It is scheduled for an 11 a.m. start.

"Our annual Golf Outing is one of our more popular social events, so we are urging our members to make their respective reservations as soon as possible," said Albert Annunziata, executive director of the BI/BRI. "We anticipate that spots will go very quickly. Those interested should act promptly."

The Specifics

- Details on the outing are as follows:
- \$325 per Golfer (including caddies, golf carts, plus food and drink)
 - Registration, 11 a.m.
 - Lunch, 11:30 a.m.
 - A Shotgun Start, beginning at 1 p.m.
 - A Networking Dinner, starting at 6 p.m.

Sponsorship Slots

Event officials also announced that sponsorship opportunities for the outing are available:

- Event Sponsor, \$1000
- Dinner Sponsor, \$500
- Cocktail Sponsor, \$400
- Golf Cart Sponsor, \$350
- Lunch Sponsor, \$300
- Tee Sponsor, \$200
- Cigar High Rollers/The "Groucho Marx" Sponsorship, \$750

BI-BRI officials said that a flyer with full details on the event will soon be mailed to members of the association. Questions on the outing can be directed to Margie Telesco, event coordinator, at (914) 273-0730, or to margie@buildersinstitute.org.

The BI/ BRI is a building, realty and construction industry membership organization. The association, which is marking the 70th anniversary of its formation throughout 2016, has more than 1,800 members in 14 counties of New York State. Those members are involved in virtually every sector of the building, realty and construction industry, association officials said.

Solar Power, Solar Profits... Innovation, Rewards and Savings Now!

Sunrise Solar Solutions has helped businesses slash power bills for nearly a decade by tapping into clean, renewable solar energy.

We offer you:

- The highest quality and longest-lasting American-made materials and installations
- Complete financing options
- Local management and operation of your system



A Premier Hudson Valley Solar Installer
(914)762-7622
www.sunrisesolarllc.com

BRI Stops State Bill Forcing Co-op Boards into Mandatory Acceptance of Applicants, Continued from page 1

The BRI - in conjunction with the CCAC and its Advisory Council of Managing Agents (ACMA) - launched a full-scale effort, concentrated in the last few days of the session, to stop the advance of the comparable bill in the state Assembly, A1120, association officials said.

One leading Westchester Assembly representative, whose district is made up of numerous co-ops and who was all-too cognizant of the pitfalls and threats of this "45-day" legislation, told the BRI that the bill "wasn't going anywhere," association officials said.

The BRI also had a powerful ally in the fight against the legislation with Mary Ann Rothman, executive director of The Council of New York Cooperatives and Condominiums (a New York City-based organization), BRI spokesmen said.

Rothman, BRI officials said, directed her ire squarely against the legislators who sponsored and supported S5644 and A1120: "This bill would be detrimental to the vast majority of cooperatives who behave well and respect applicants. It also is the start of a slippery slope toward total oversight of the admissions process, including mandatory disclosure of the reasons for a co-op board's decision on an application."

The New York State Association of Realtors (NYSAR) was, reportedly, the driving force behind this legislation, according to building and realty industry officials.

Supporters of the proposed legislation, citing all the emotional buzz-words in support, noted that the arguments and the "findings" about the applications process insinuated that the process "gives the appearance and has the potential to be misused to illegally discriminate against a purchaser of cooperative housing," building and realty industry officials said.

Daniel Finger, Esq., associate counsel to the BRI and the CCAC, retorted in a scathing Memorandum of Opposition sent to state legislators that the allegations in the bill's wording were simply not the case.

"The timing associated with the processing of applications has nothing whatsoever to do with illegal discrimination," Finger said. "Further, the suggestion in the bill's findings that cooperative purchasers are subject to terms and conditions that do not also apply to purchasers of other single family residences is irrelevant."

Finger emphasized the point that New York State law created the cooperative housing corporation as a unique form of housing.

"The founding principles of cooperative home ownership is the ability of the co-op corporation to manage itself and create an application process and procedure, all in conformance and compliance with the law," Finger said. "We (the BRI/CCAC) have many real estate professionals on our various boards," Annunziata said. "The unanimous view of these people in the real estate sales and brokerage fields is that they are disappointed and dismayed at the clear threats this legislation poses to cooperative boards and the people who serve on them."

Annunziata added: "The whole thrust of this 45-day legislation is extremely dangerous. It is highly punitive and prejudicial to cooperatives, in the unreasonable and unnecessary time-frames and the penalty for non-compliance, which is mandatory acceptance of the applicant. This is a clear-cut example of the state legislature attempting to usurp the authority of cooperatives, and it is an outrage!"

Both the CCAC and The Council of New York Cooperatives and Condominiums vowed to remain vigilant and continue the fight against the proposed legislation, officials for both associations said.

Support Our Advertisers

Paul Viggiano

Director of Business Administration & Marketing

914.738.2860 x.8 | paul@agwilliamspainting.com

A.G. WILLIAMS
PAINTING COMPANY, INC.

FARMERS
INSURANCE



James Shelly
Agent

495 Main Street
Suite 103
Armonk, NY 10504
Tel 917.720.4049
Fax 917.720.6823
jshelly@farmersagent.com



John SantaCroce
CEO
Power Performance Industries
940 Nepperhan Avenue
Yonkers, NY 10703
914.966.3200 phone
914.966.0656 fax
917.575.7009 cell
john@ttipower.com
www.ppipowersystems.com
power generation system design, sales, service and rentals



Brian Higgins
CEO

1 Selleck Street • Fifth Floor • Norwalk, CT 06855
203.842.8520
brian@aditumims.com
www.aditumims.com
www.buildingisp.com



Lou Giordano

Fax: 914.271.5581
loug@crotonautopark.com

CROTON AUTO PARK
1 Municipal Place
Croton, NY 10520
Main: 914.271.5100 Ext. 158
Service: 914.271.6900
Parts: 914.271.5108
www.crotonautopark.com

STUDY: Housing Markets Continue to Edge Forward

WASHINGTON, D. C.

Markets in 119 of the approximately 340 metro areas nationwide returned to, or exceeded, their last normal levels of economic and housing activity in the first quarter of 2016.

That was the assessment of The National Association of Home Builders (NAHB's)/First American Leading Markets Index (LMI) released on May 3.

The data represents a year-over-year net gain of 45 markets, the study said. The index's nationwide score ticked up to .95, meaning that based on current permit, price and employment data, the nationwide average is running at 95 percent of normal economic and housing activity. Meanwhile, 86 percent of markets have shown an improvement year-over-year, the report added. "Housing markets continue to recover gradually, edged along by a firming economy, solid job creation and low mortgage interest rates," said NAHB Chairman Ed Brady, a home builder and developer from Bloomington, Ill. "We expect the housing sector to improve at a slow, but steady pace throughout the year."

"Among the LMI components, house prices continue to make the most widespread gains, with 324 markets having returned to, or exceeded, their last normal levels. Meanwhile, 66 metros have reached or exceeded normal employment activity," said NAHB Chief Economist Robert Dietz. "Single-family permits have inched up to 49 percent of normal activity, but remain the lagging part of the index."

"More than 80 percent of all metros saw their Leading Markets Index increase or hold steady over the quarter, an important sign that the housing market is heading in the right direction," said Kurt Pfotenhauer, vice chairman of First American Title Insurance Company, which co-sponsors the LMI report.

The Leaders

Baton Rouge (La.) continues to top the list of major metros on the LMI, with a score of 1.54 – or 54 percent better than its last normal market level. Other major metros leading the list include Austin (Tex.); Honolulu; Houston; and San Jose, the report said. Rounding out the top 10 are Oklahoma City; Los Angeles; Nashville; Charleston; and Salt Lake City, the study added.

Looking at smaller metros, both Midland and Odessa (Tex.) have LMI scores of 2.0 or better, meaning that their markets are now at double their strength prior to the "Great Recession." Also at the top of the list of smaller metros are Manhattan (Kan.); Walla Walla (Wash.); and Wheeling (W.Va.); respectively, the report added. The LMI identifies those areas that are now approaching and exceeding their previous normal levels of economic and housing activity. Approximately 340 metro areas are scored by taking their average permit, price and employment levels for the past 12 months and dividing each by their annual average over the last period of normal growth, spokesmen said.

For single-family permits and home prices, 2000-2003 is used as the last normal period, and for employment, 2007 is the base comparison. The three components are then averaged to provide an overall score for each market. A national score is calculated based on national measures of the three metrics. An index value above one indicates that a market has advanced beyond its previous normal level of economic activity, officials said. In calculating the LMI, NAHB utilizes employment data from the Bureau of Labor Statistics, house price appreciation data from Freddie Mac and single-family housing permits from the U.S. Census Bureau, NAHB officials said.

In 2015, the Census Bureau revised the manner in which it obtains monthly counts of single-family permits data. To maintain consistency within the LMI, NAHB excluded certain data and improved comparability with previous years for the remaining areas.

Historical Information and Charts can be found at nabh.org/lmi, officials said.

NARI Remodelers: Moderate Growth Is Ahead

By Jeff Hanley, IMPACT Editor
DES PLAINES, ILL.

The first-quarter Remodeling Business Pulse (RBP) study of The National Association of The Remodeling Industry (NARI) points to growth, but at a moderate rate.

The report measures current and future remodeling business conditions, NARI officials said.

When asked to rate current business conditions (as of the end of the first quarter) when compared to the same period in 2015, the average rating was 5.84, out of the total 9-point scale, the study said.

The report said that a 5 equals about the same as last year, a 1 equals much worse than 2015 and a 9 equals much better than last year.

While the current rate of 5.84 was down from the December, 2015 RBP, the 3.5 percent drop is not statistically significant, the study said.

NARI officials said that its remodelers, when asked about current conditions, were surveyed on four underlying sub-components.

The ratings and the changes versus the December, 2015 study showed:

- The "Number of Inquiries Division" was at 5.96, up 4 percent.
- The "Requests for Bids Category" produced a 5.92, up 2.6 percent.
- The "Conversion of Bids to Jobs Sector" was 5.44, down by 5.4 percent.
- The "Value of Jobs Bracket" was 6.03, a decline of 2.9 percent.

The report said that "it appears that the softening in current business levels (as of the end of the first quarter) is due to difficulty in converting bids to jobs, as well as projects being of a smaller size."

NARI officials said that survey respondents were also asked to project sales in the second quarter, versus the same period in 2015. The report said that the average rating was 6.21, a significant decline from last year's rating of 6.46. The result continues to point to growth, but at a slower rate than in 2015, the study said.

The dominant majority (70 percent) of remodelers said that they expected some level of overall growth in the second quarter, while only 9 percent projected declines (the balance see unchanged sales). Growth is evident, the report said, but at a slower rate.

The Driving Forces

When asked about what is driving growth, NARI's remodelers said that homeowners doing projects that had previously been postponed was the top factor. Increasing home prices was the second-highest response. Both of the factors were somewhat more common in March than in the same period of 2015, the report said.

The report said that one anonymous NARI member from New York said that he feels the economy is improving due to the increase in consumer confidence.

"Consumers were postponing projects because of the insecurity of the employment picture," the remodeler said. "I believe that the consumers' attitudes are improving, thus yielding the improved forecast."

The need to do work, but the hesitancy in making the final decision, is stressed by an anonymous NARI Remodeler in Illinois.

"The desire is strong, but spending the money is reserved," the remodeler said.

NARI officials said that the RBP shows that there is "good, continued interest in doing remodeling projects that will lead to moderate growth."

The report added that the "key headwinds from the consumer side" include getting homeowners comfortable with making the decision to proceed and overcoming their resistance to undertaking larger projects.

NARI is an association of remodeling professionals and industry experts, association officials said. The organization is dedicated to advancing the professionalism of the remodeling industry and educating the public on the benefits of using a qualified professional. NARI has 6,000 member contractors, suppliers and service providers and 52 chapters across the U.S., association officials said.

Being A Member Of The Builders Institute Has Its Advantage!



RAM DODGE Jeep
CrotonAuto Park
RT. 9A & 129 • CROTON ON HUDSON
Hours: Mon-Thurs 8:30-8 Fri & Sat 8:30-6 Sun 11-4 **914-271-5100**

The Croton Auto Park Advantage!

When you are a member of the Builders Institute and you buy or lease from us..You get our **Exclusive Advantage Bonus**

1. Priority Service Appointments
2. Lifetime Free Car Washes
3. Guaranteed Service Transportation
4. Discounts on Parts and Accessories
5. Complimentary Bodyshop Estimates
6. \$50 Credit Towards Your First Ding Repair
7. \$200 Credit Towards Your Next Purchase/Lease

crotonautopark.com

Friedland Realty Advisors Rebrands as RM Friedland, Announces its Leadership Changes and Key Hires

HARRISON

On the heels of what officials termed as a record-breaking first quarter, Friedland Realty Advisors recently announced its new name, RM Friedland, as well as leadership changes and significant new hires.

Effective immediately, the company is debuting the new name, logo and marketing materials as part of its new brand identity. RM Friedland aligns Friedland Realty with Robert Martin Company, a real estate investment, development and management firm which has had an ownership stake in the business since November of 2015 and recently announced a majority stake in the company, officials said.

"Since the investment by Robert Martin Company, our clients have truly benefited from the combined expertise and resources of two of the most seasoned real estate companies in Westchester County," said Sarah Jones-Maturo, president and chief executive officer of RM Friedland.

RM Friedland is also announcing leadership changes and new additions to the team's Harrison office. William Anson has been named Managing Director of the company's Industrial Division and Colleen T. Quinn has been named Managing Director of the Retail Division. The seasoned industry executives will be responsible for spearheading new business activities within their respective divisions, leading internal training sessions and fostering junior talent, officials said.

In addition, Jones-Maturo, who previously served as President, was recently named President and Chief Executive Officer of RM Friedland.

Anson has more than 40 years of experience as a commercial broker specializing in industrial property sales and leasing in Westchester and Fairfield (Conn.) counties, as well as the Bronx. The majority of his career was spent running his own real estate brokerage company, Anson & Berger, Inc., one of the most highly respected boutique firms in the area. The company provided services for both national and international firms, as well as for many private, family owned companies, according to spokesmen.

Quinn has more than 25 years of experience as a retail broker, representing clients such as The Fresh Market, Michael's, Fidelity, and Mavis Tire. Prior to joining RM Friedland, she successfully ran her own real estate brokerage company, Quinn Commercial Properties, LLC, for more than a decade. Quinn previously held positions with Northwest Atlantic Real Estate Services in White Plains and CBRE in White Plains and Stamford (Conn.), officials said.

The Retail Division is also welcoming industry veteran Beth White to the team. Bringing over thirty years of experience as a real estate professional, White joins RM Friedland to build and enhance the RMF Retail Services Landlord Representation Division, according to officials. As one of the most senior leasing personnel at Simon, the na-

tion's largest mall owner, White was responsible for varied and diverse assets. Originally hired by Melvin Simon and Associates, her career soared as the company grew to become the the most prominent mall owner in the U.S., spokesmen said.

In addition, Joshua Ezman recently joined the company as Marketing Director and played an integral role in the rebranding effort. In this role, Ezman will focus on improving all aspects of RM Friedland's internal and external marketing, officials said. He received his degree in Advertising and Design from Syracuse University and has spent his decade-long career working for prominent advertising firms such as Match MG and Tracy-Locke, officials added.

"This is an exciting time for our company and we're thrilled that these industry leaders with proven track records have joined our team," said Jones-Maturo. "These hires will help shape the future of the company and position us for continued success."

RM Friedland is a commercial real estate services company serving the tri-state metropolitan area. The company relies on a team of talented veteran and junior brokers who represent all asset classes with a focus on industrial, retail and office. Its brokers are supported by robust databases and a capable staff that is dedicated to the success of each broker, company officials said.

New Crystal Restoration Awarded for its "Family Efforts"

PORT CHESTER

New Crystal Restoration of Port Chester recently received an award from The Westchester County and Fairfield County (Conn.) Business Journals for its family orientations in business routines.

The award, company officials said, was one of a series that were presented by the publications to "highlight the exceptional family-owned businesses in the Westchester and Fairfield county region, and to highlight the hard work and dedication of generations of family members."

Officials added that the awards cite those in Westchester and Fairfield counties who continue "to create opportunities for the next generation."

Established in 1960, New Crystal Restoration holds the distinction of being the first, and oldest, property damage restoration company in Westchester County, company officials said.

New Crystal Restoration is a multigenerational, family-owned business which has helped thousands of local property owners faced with damages caused by fire, water and mold, spokesmen said.

Company officials said New Crystal Restoration places a high premium on health and safety. Motivated by family members who have autism and other health issues, officials said that the company in 2008 launched the use of powerful, safe, non-toxic products, becoming a leader and pioneer in green restoration services.

New Crystal Restoration is a certified Women-Owned Business by New York State and New York City, officials added. The company is a member of The Builders Institute (BI)/Building and Realty Institute (BRI) of Westchester and The Mid-Hudson Region. Lisa Cordasco, a principal of New Crystal Restoration, is a member of the Board of Trustees of the BI-BRI.



Ginsburg Development Companies (GDC) was the lead sponsor for The Seventh Annual Great Saw Mill River Cleanup on Apr. 16 by Groundwork Hudson Valley and the Saw Mill River Coalition. Pictured at the event, from left to right, are Martin Ginsburg, principal of GDC; Groundwork Associate Director of Land and River Programs, Nathan Hunter; Groundwork Board Member Steve Pucillo; and Groundwork Hudson Valley Executive Director, Rick Magder.

GDC Donates \$10,000 to Groundwork Hudson Valley as the Lead Sponsor of the Great Saw Mill River Cleanup

YONKERS

Ginsburg Development Companies (GDC) was the lead sponsor for The Seventh Annual Great Saw Mill River Cleanup on Apr. 16 by Groundwork Hudson Valley and the Saw Mill River Coalition. More than 250 volunteers “pitched-in” to clean up the Saw Mill River at eight sites from Irvington to downtown Yonkers, officials said. A total of 7,000 pounds of debris was collected from the river and its banks. GDC contributed \$10,000 to the event and will help fund Groundwork’s stewardship of the Saw Mill River throughout the year, officials added. GDC, officials said, is nearing completion on The Lofts at Saw Mill River, a development of 66 loft-style rental apartments in three buildings on Saw Mill River Road (Route 9A). As part of the project, spokesmen added, GDC has dedicated 1.8 acres of “Great Lawn” to the village and will provide access via a pedestrian bridge to the South County Trailway, which runs by the property.

Building, Realty and Construction Industry Members Need Some New Business Contacts?

Read the statements below: They say it all!

“The Business Leads I have received from my membership in The Building and Realty Institute (BRI) have been totally fabulous. I strongly recommend membership in the BRI. It has been totally valuable to me and my company!”
— DAVID SIEVER, CAPITAL NANO TECHNOLOGY

“I cannot keep up with the business I have received from The Building and Realty Institute (BRI). Membership in the BRI has been tremendous for me!”
— HENRY TISOR, CRUISES INC.

**Your new business contacts
are waiting for you.
Join the BRI and meet them!**

Call Maggie Collins, Director of Membership,
at (914) 273-0730 for details.
Or visit us at buildingandrealtyinstitute.org

**The Builders Institute (BI)/
Building and Realty Institute (BRI)**
Celebrating 70 Years of Service and Advocacy
to the Building, Realty and Construction Industry
(914) 273-0730

“I have been a member of The Building and Realty Institute (BRI) for eight years. I also have been a member of other networking groups. The BRI is the best group that I have ever been involved with. The format and the speakers at Membership Meetings are really important to the membership. I also have had the opportunity to meet many valuable business contacts. BRI, please continue to do a great job!”
— KARL MOLLIN, KARL MOLLIN AND ASSOCIATES

WE ARE INDEPENDENT VACATION SPECIALISTS. SPECIALIZING IN CRUISES, RESORTS & TOURS.

- Carnival Cruise Lines
- Disney Cruise Line
- Holland America Cruise Line
- Norwegian Cruise Line
- Princess Cruise Line
- Celebrity Cruises
- Royal Caribbean Cruise Line
- Cunard Cruise Line

- Funjet Vacations
- Global Family of Brands
- Sandals & Beaches Resorts
- Apple Vacations
- Club Med
- Trafalgar Tours
- US Airways Vacations
- Disney Adventures
- Colette Vacations

Resorts & Tours:

- Caribbean
- Mexico
- Hawaii
- Florida
- Escorted Tours
- Vacation Excursions
- Europe

Over 30 Years Experience

HENRY TISOR

We offer deep discounts at warm-weather beach resorts in the Caribbean, Mexico, Bahamas, Costa Rica and Bermuda. We have a huge selection of hotels, including all-inclusive resorts, where lodging, meals, drinks and activities are included in the price.



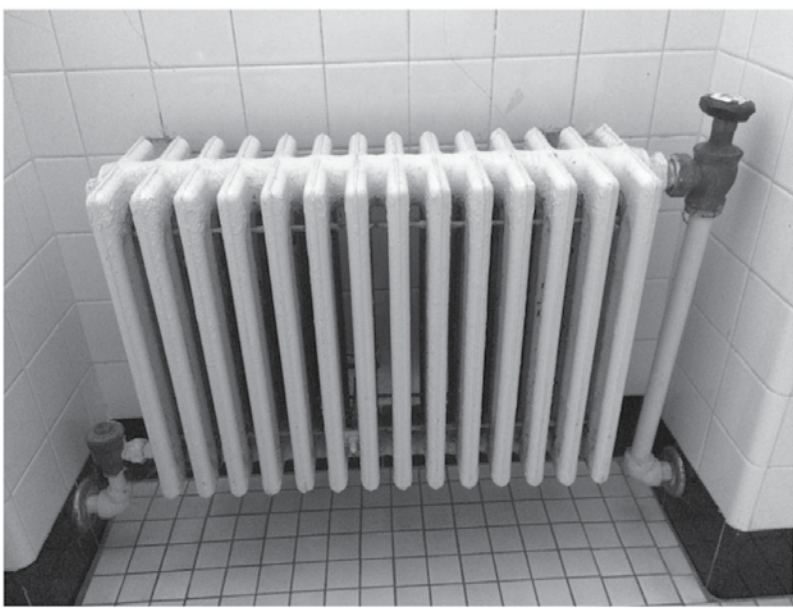
DEALS FOR GROUP TRAVEL. ENTER TO WIN A FREE CRUISE!

www.nyctravel.biz • Local # 718-585-0707 • Toll Free # 1-800-773-0669

Steam Heat

Ask About B.R.I. Member Discount

Problems Solved



- ✓ Uneven Apartment Temperatures
- ✓ Banging Pipes /Steam Hammer
- ✓ TOO HOT / TOO COLD
- ✓ Poor Fuel Economy
- ✓ Water Leaks
- ✓ Steam Return Line Leaks
- ✓ Steam Traps/ Vacuum Return
- ✓ Individual Apartment Complaints
- ✓ WET Steam

35 Years Expert Experience

FREE Phone Consultation

NO CHARGE if we can't resolve your Heating Issue

(877) 453-7764 Call RIGHT NOW !

Phones Answered 24/7

Web Site - www.LESSOIL.com Email - MikeG@LESSOIL.com

Reviewing a Useful List of Helpful Sites

By Andrea Wagner, President, Wagner Web Designs, Inc. DANBURY, Conn.

From time-to-time I gather a list of websites that offer really useful hints and tools for business or pleasure. I encourage you to check them out:

- ❖ Ever need a word document converted to a pdf? Try **youconvertit.com** to convert documents.
- ❖ Clean your files: find out which applications you should remove from your computer. **shouldiremoveit.com**.
- ❖ Practice your touch typing. **Keybr.com**.
- ❖ Got an old operating system? Get old versions of software. **oldversion.com**.
- ❖ Find out how readable text is. **readability-score.com**.
- ❖ Budget your money for free. **mint.com**.
- ❖ Plan your route with the best lodging and attractions. **roadtrippers.com**.
- ❖ Try a search engine that is not following you. **duckduckgo.com**.
- ❖ Make any webpage print friendly. **printfriendly.com**.
- ❖ Print precisely what you want from any webpage. **printwhatyoulike.com**.
- ❖ A network of people giving away free stuff in their towns. **freecycle.org**.
- ❖ Crash on someone's couch anywhere in the world. **couchsurfing.org**.
- ❖ A search engine for finding people. **pipl.com**.
- ❖ Evaluate various charities. **charitynavigator.org**.
- ❖ Popular news headlines. **newsmap.jp**.
- ❖ Follow satellites and constellations. **heavens-above.com**.
- ❖ Find your I.P. address. **whatismyip.com**.
- ❖ Improve reading speed and comprehension. **spreeder.com**.
- ❖ Tracks prices for any product. **camelcamelcamel.com**.
- ❖ Find coupons for just about anything. **retailmenot.com**.
- ❖ Find out the best way to glue this to that. **this-to-that.com**.
- ❖ Find out what your website is missing, how you can improve it, and how to make Google recognize it better. **woorank.com**.
- ❖ Video email. **mailvu.com** (free trial).
- ❖ Design your dream home. **homestylr.com**.
- ❖ An easy way to send big files. **wetransfer.com** or **dropbox.com**.
- ❖ Make it sound like you are hard at work. **idlekeyboard.com**.
- ❖ Find out where the best seats are on your plane flight. **seatguru.com**.
- ❖ Find out which websites store data about you, and tell them to unlist your info. **unlistmy.info**.
- ❖ Find local gas prices. **gasbuddy.com**.

Editor's Note: Andrea Wagner is the owner of Wagner Web Designs, Inc., a web firm specializing in small business and optimized websites.

NYC Industry Expo Scheduled for Sep. 29

By Jeff Hanley, IMPACT Editor

NEW YORK

The Eighth Annual New York City Real Estate, Finance and Tech Expo recently announced the scheduling of its 2016 event. Officials announced that the expo is set for Thursday, Sep. 29, from 7 a.m. to 5 p.m. at the New York Hilton/Midtown, at 1335 Avenue of the Americas.

Spokesmen said the event will bring together commercial and residential real estate professionals for a day of networking and panel discussions.

"We can't wait for this year's event - more than 3000-plus professionals have already registered because they know that this a must-attend event in New York City," said Anthony Kazazis, the founder of The NYC Network Group and the executive director of the expo.

"We have an impressive roster of key players lined up, with major real estate publications participating, more than 150 exhibitors on board, and commercial and professional real estate mavens ready to share their expertise with attendees," he added.

Kazazis said that building and realty industry members will not want to miss the show, since it provides an

opportunity to "rub elbows with the New York City Real Estate Titans." He said the show will provide, literally, a "Who's Who" of the industry.

Representatives from real estate-related vendors and resources will be available for meet-and-greets with attendees starting at 8 a.m. in the Rhinelander Gallery's Exhibit Hall on the Hilton's second floor, officials said.

Education Sessions and Panel Discussions with leaders from the building and realty industry - and key industry influencers - will take place in the six lecture halls throughout the day, officials added.

"The sessions will offer need-to-know industry trends, reflections on the state and the futures of the market, advice for implementing new technologies and strategies, and more," Kazazis said.

Officials said that the show's full programing will begin at 8 a.m., with events in three hall rooms near the Exhibit Hall.

Spokesmen termed the expo as "New York's only full-scale event geared exclusively toward professionals in all aspects of real estate and related industries." Officials added that the show enables building and realty industry members to meet brokers, bankers, mortgage companies,

Continued on p. 10

CertaPro Painters®
★★★★★

the path to **BETTER PAINTING®**
COMMERCIAL SERVICES

Property Management | Multi-Family | Home Owners Associations

We Work On Schedule | Minimal Impact to Tenants | Carpentry Services

Power Washing | Project Budgeting Support | Multi-Year Phase Painting Support

Scheduled Communication | On Time, On Budget



CertaPro Painters® of Westchester and Southern Connecticut
866-873-5335
Karen Haas | khaas@certapro.com | Commercial Sales Associate
commercialpaintingwestchester.com

Each CertaPro Painters® business is independently owned and operated.

Welcomes its Newest Members

The Builders Institute (BI)/Building and Realty Institute (BRI)

ARMONK
The Board of Trustees of The Builders Institute (BI)/Building and Realty Institute (BRI) - as well as the association's staff - recently welcomed the following new members to the organization (the entities joined in February and March).

The BI-BRI is a building, realty and construction industry membership association. The organization has members in 14 counties of New York. Members of the BI-BRI are involved in virtually every sector of the building, realty and construction industry.
Based in Armonk, the BI-BRI is marking the 70th anniversary of its formation throughout 2016, association officials said.

- An IMPACT Staff Report

Madison Planning Group
Murphy Brothers Contracting
A.G. Williams Painting Company
United Metro Energy
Croton Auto Park
Prospect Mortgage
Farmers Insurance
NY Life Securities
Saad Construction
JC Quality Stucco Inc.
Brian Carey
Blooming Urban Design Scapes, Inc. (BUDS)
35 Parkview Tenants Corp.

875 Longfellow Avenue HDFC
CDT Property Mgmt., Inc.
Advanced Home Audio, Inc.
Pro Foam Insulation, Inc.
Daniels O'Connell PC
Power Performance Industries

16 Impact JUNE/JULY 2016