

The BRI's  
Radio Show Receives  
Outstanding Reviews



Jeff Hanley

NEW ROCHELLE

It's a hit!

Officials from The Builders Institute (BI)/ Building and Realty Institute (BRI) recently announced that its new radio show is continuing to receive exceptional reviews from members of the association.

The show - "Building Knowledge with the Building and Realty Institute (BRI)" - airs every Friday at 11:30 a.m. on WVOX 1460 AM. The program made its debut on Jun. 2. Jeff Hanley, associate executive director of the BI-BRI, hosts the program. "We are very happy with the responses

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Impact

Serving Westchester and the Mid-Hudson Region

News for the  
Building and Realty  
Industry

71 Years of  
Providing Knowledge  
to the Building Community

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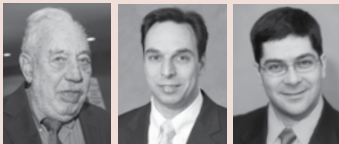
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DiNapoli Details Deterioration:  
State's Infrastructure  
Needs Far Outstrip  
Funding ... and the  
Hole's Getting Deeper

ALBANY

New York State Comptroller Thomas DiNapoli has released the latest in a series of status reports of the condition of the state's infrastructure and the amount of spending - or lack thereof - that municipalities and their counties have been devoting to it.

The report, released in early October, was the result of a comprehensive review of infrastructure studies done by the private and public (various state agencies) sector. The "bottom-line" finding was that, collectively, municipalities should be spending approximately \$4 billion annually to keep up with deteriorating systems and equipment (capital assets), rather than their actual average annual spending of a little more than half that amount, some \$2.3 billion.

Water and Sewer Systems  
Suffer Most

DiNapoli's office found the level of necessary investments in water and sewer systems to be woefully inadequate. One benchmark year, 2012, saw combined water and sewer spending of \$291 million. Estimates now calculate the annual investment needed for water and sewer, statewide, to be \$1.53 billion.

The shortfall in capital spending on roads and bridges is just as dramatic. Local governments spent \$927 million in 2012. The State Comptroller estimated that average annual spending of \$2.3 billion would be necessary through 2030.

The report does attribute part of the decline in spending on the phase-out of federal funding that had been coming through the post-2008 recession program, the American Recovery and

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Patience, Persistence and Persuasion:

BRI's Lobbying Efforts Reflect Benefits  
From Forging Productive Relationships

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

ALBANY

Some years ago, our lobbyist Glenn Riddell - or, as I prefer to describe him as our Albany Advocate - and I met with a very senior and influential state senator on the matter of Vested Property Rights.

The senator had voted against the building industry on this issue in the previous year and we were there, in his office, once again, to discuss Vested Rights and try to persuade him to see the industry's point of view.

The essential concept of vested rights is a simple one. All we were asking for was a state bill that would allow property owners the right to have their project's application reviewed under all the laws and regulations that were in-place at the time of their submission of a complete application. Such a bill would prevent a municipality from arbitrary and capricious changes in, say, the zoning affecting an applicant's property, in an effort to placate the local Not in My Backyard (NIMBY) constituents in proximity to the property. "Don't change the rules of the game while the game has commenced with the submission of a complete application." Seems logical, right?

The elderly senator listened to our "pitch," turned to his chief legislative aide and said, "Well, that certainly sounds fair, who can argue with that?" At which point we ex-

**"The BRI has been very  
successful in its lobbying efforts  
to defeat proposed bills that  
would truly be deleterious to the  
building and realty industry."**

pressed our sincere appreciation that the senator felt that way, because (the) last year he had voted against the measure.

The senator was incredulous, looked over to his aide and asked "Is this true?" The aide meekly nodded and the senator, in self-deprecatory fashion, joked about probably having "one too many" at the time, and offered his support for the measure. He was true to his word, but, unfortunately died in mid-term.

The point of this story is that legislators in Albany are all too human. They need to be dealt with on a personal level, with information, understanding, a bit of humor and, perhaps, most important of all, patience and persistence. Are legislators interested in re-election? Yes. Are legislators interested

in raising the money they need to get re-elected? Yes, again.

Yet once the fundraising cycle draws to a close and the election is behind them, they have to stand accountable for the job they do - or do not do - in any given legislative session in Albany. All legislators in state government, whether in the Assembly or Senate, have to find a way to apportion and balance their accountability, loyalty and service to what I would call the "iron triangle" - the people of their district; the private and public interests that could be affected by any individual piece of legislation; and last, but not least, the "Three Men in the Room," the political powerhouse leaders of the Senate, Assembly and Executive Branch (the Governor).

It can get complicated, with all these moving pieces.

Sometimes, it is more effective to block

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Toll Brothers Apartment Living Hosts Ground-  
breaking Ceremony for a New Rental Community  
in Harrison

By Jeff Hanley, IMPACT Editor

HARRISON

Toll Brothers Apartment Living, the apartment development division of Toll Brothers, Inc., joined with officials from the Town of Harrison and Westchester County on Aug. 15 to break ground on Carraway, a 421-unit luxury rental community in Harrison.

The community will be on the site of two

former corporate office buildings. The complex at 103-105 Corporate Park Drive will be a new, five-story luxury rental. It will feature a mix of 22 studios, 217 one-bedroom and 182 two-bedroom residences. The building will have retail on the first floor and an in-building garage. Officials said amenities of the complex will include a club room, a fitness center, a children's playroom, a pet spa, a bike lounge, a craft room and a co-working lounge/pool facility.

Officials said that leasing and the first "move-ins" are projected for the fall of 2019. The project is expected to be completed by the summer of 2020.

Charles Elliott, managing director of Toll Brothers Apartment Living, said his firm is excited about the development and his company's entry into the "Westchester County community." "Bringing thoughtful, resident-centric apartment communities continues our legacy of building luxury homes in this market," he said. "We are also pleased to

reenergize the area by repurposing previous office buildings that had reached the end of their life-cycle." Added Town of Harrison Mayor Ron Belmont: "I would like to thank Toll Brothers for their interest in and commitment to the Town/Village of Harrison. The design for Carraway is magnificent and is an example of why Toll Brothers is a leader in the home building industry."

Belmont termed the features of the complex as "impressive." He added that he was confident that the facility will be regarded as a premier property in his community. Belmont said that he looked forward to working with Toll Brothers "as the project becomes a reality."

Westchester County Executive Rob Astorino thanked Toll Brothers Apartment Living and others involved in the project for making Carraway possible.

"The continued repurposing of the I-287 Corridor and developments like these prove over and over again that Westchester County is a top-tier location to live, work, go to school and raise a family," Astorino said.

Officials cited that Toll Brothers currently has four residential developments in Westchester. Summit Estates at Westchester in Valhalla and Westchester

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From the Editor's Desk

# Hanley's Highlights

by Jeff Hanley

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

## Reviewing a Diverse and Challenging Series of Issues

ARMONK

Building and Realty Institute (BRI) members know all about the diversity of our organization. For example, BRI members - by taking quick looks at the Calendar of Events and News Links on our web site ([buildingandrealtyinstitute.org](http://buildingandrealtyinstitute.org)) - can obtain a definite sense of the unique mixture of our association. A review of our many membership meetings and seminars, as well as the news highlights on our site, offers a glimpse of the issues that the BRI consistently addresses for our members.

The BRI has more than 1,800 members in 14 counties of New York State, a membership base that is involved in virtually every sector of the building, realty and construction industry. The result produces a series of issues and initiatives that our association, our staff and its Boards of Directors face every month. Accordingly, a look at this issue of *IMPACT* offers additional proof of that variety:

- ◆ A Page One report on how the BRI's consistent lobbying efforts reflect benefits from forging productive relationships. Albert Annunziata, executive director of the BRI and the publisher of *IMPACT*, wrote the important review;
- ◆ Another Page One story reviewing how the state's infrastructure needs far outstrip funding, with the "hole getting deeper." The excellent analysis, based on New York State Comptroller Thomas DiNapoli's latest status report on the condition of the state's infrastructure, was produced by the staff of *IMPACT*;
- ◆ A summary on Page One reviewing Toll Brothers Apartment Living joining with officials from the Town of Harrison and Westchester County on Aug. 15 to break ground on Carraway, a 421-unit luxury rental community. The community will be on the site of two former corporate office buildings. The complex at 103-105 Corporate Park Drive will be a new five-story luxury rental. It will feature a mix of 22 studios, 217 one-bedroom and 182 two-bedroom residences. The initiative is the latest in a series of housing trends of its type for the building and realty industry;
- ◆ A review on Page One of the success of "Building Knowledge with the BRI," our organization's new radio show on WVOX 1460 AM. The show, hosted by yours truly, airs every Friday from 11:30 a.m. to noon. The program addresses issues affecting the building, realty and construction industry;
- ◆ Part Two of a special series on the legal issues regarding an emotional support animal request. The series is authored by officials

of Finger and Finger, A Professional Corporation, chief counsel to the BRI;

- ◆ An article summarizing the latest breakfast seminar of the BRI, an event termed by association officials as a total success. "How to Prepare for an Occupational Safety and Health Administration (OSHA) Inspection" was the topic of the Oct. 18 program;
- ◆ Reports on the successful Vendor Showcase of the BRI (Oct. 5) and the latest series of meetings and seminars of our association;
- ◆ A summary in Co-op and Condo Corner on the upcoming Nov. 14 Membership Meeting of the Cooperative and Condominium Advisory Council (CCAC) of the BRI, written by CCAC Chair Diana Virrill. The seminar will review budget preparation processes for Boards of Directors of co-ops and condos;
- ◆ An analysis in Insurance Insights on the lessons from the recent devastating weather events and the need for full examinations of insurance coverages. The review was written by Ken Fuirst and Jason Schiciano, co-presidents of Levitt Fuirst Associates, Ltd. Levitt-Fuirst Associates is the Insurance Manager of the BRI;
- ◆ Three reports based on studies from The National Association of Home Builders (NAHB). The articles review the confidence levels of builders, the continued positive trends in the residential remodeling industry and the overall housing sector continuing to gain momentum;
- ◆ A report on the Sep. 14 groundbreaking ceremony to mark the start of the construction of Gateway Townhomes in Peekskill. The project is termed by event officials as a commitment to the revitalization of Peekskill. Ginsburg Development Companies (GDC) Principal Martin Ginsburg (whose company is the developer of the project) joined with Peekskill Mayor Frank Catalina and other city officials and dignitaries at the groundbreaking;
- ◆ An article previewing the BRI's General Membership Meeting of Nov. 16. "Skilled Labor Shortages in Construction and The Immigration Factor!" is the topic of the conference. The program is scheduled to begin at 6 p.m. It will be at The Crowne Plaza Hotel in White Plains;

And, there are additional reports that illustrate the range of issues that the BRI addresses. We feel you will enjoy this issue and its, again, diverse content.

Enjoy the remainder of fall and the upcoming Holiday Season!

## Co-op and Condo Corner



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

## Do Not Miss the CCAC's Membership Meeting of Nov. 14!

WHITE PLAINS

One of the functions of The Cooperative and Condominium Advisory Council (CCAC) of The Building and Realty Institute (BRI) is to alert our members about important topics, developments and meetings.

With that being said, here is a message to the membership of the CCAC - do not miss our Nov. 14 Membership Meeting!

The topic is definitely one of interest to our membership - "Reviewing Budget Preparation Processes for Boards of Co-ops and Condos."

The program, scheduled for a 6 p.m. start, will be at The Crowne Plaza Hotel in White Plains. All CCAC members, as well as those of the BRI, are welcome to attend the conference.

I am happy to report that our association and its staff has arranged what we feel is a top-flight panel of speakers:

**Mindy Eisenberg Stark**, certified public accountant (CPA) and certified fraud examiner (CFE). Eisenberg Stark, the principal of MES CPA/CFE of Scarsdale, is regarded as an expert in co-op and condo issues. Her company's clients include co-ops, condos, estates and trusts, not-for-profit organizations, individuals and mid-sized businesses. Eisenberg Stark has been a frequent lecturer at many conferences and seminars in the New York metropolitan area, including those of the CCAC. She has served as a consultant to the Westchester County District Attorney for economic crimes and has more than 30 years of experience in personal and business tax issues. We are thrilled to have her address our membership!

**Brian Scally**, board member, Advisory Council of Managing Agents (ACMA) of the BRI and vice president, director of management, Garthchester Realty;

**Joe Rodriguez**, an ACMA member and the assistant controller for Ferrara Management Group (FMG).

The panel will cover the complex and important processes that boards should take when preparing the annual budgets of their respective co-op or condo buildings/complexes. There is no need to stress how difficult the budget preparation process can be for boards. It can be a tough and time-consuming process filled with difficult decisions. Accordingly, we urge our CCAC members to attend our Nov. 14 Membership Meeting on these important processes. Again, it is "a must-attend meeting."

### Other Points

As 2017 continues its rapid pace of speeding by, I would like to take this opportunity to remind CCAC members of the following:

- ◆ Do you have a topic that you like to see addressed at a future CCAC Membership Meeting? The Board of Directors of our association would love to hear from you. Please send your suggestions to [jeff@buildersinstitute.org](mailto:jeff@buildersinstitute.org). Or, you can call Jeff Hanley, associate executive director of the BRI/CCAC, at (914) 273-0730 with your comments.

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## Insurance Insights

by Ken Fuirst and Jason Schiciano  
Levitt-Fuirst Associates



## Lessons from Harvey, Irma and Maria - Three More Reminders to Fully Check Your Insurance Coverage

By Ken Fuirst and Jason Schiciano,  
Levitt Fuirst Associates Ltd.

TARRYTOWN

This month's *IMPACT* article was supposed to be Part 2 of 2 on "Key Exclusions In Your Insurance Policies."

But, like the millions of people whose lives were altered by these devastating storms (Harvey, Irma and Maria) have learned, sometimes you have to adapt. Since the last *Impact* issue, our country (including the U.S. Territory of Puerto Rico) has been blasted by three major hurricanes, so Part 2 on insurance policy exclusions will have to wait. Let's talk about "insurance and hurricanes."

Look at the pictures that accompany this article - ominous images of rain, wind, and flooding. But, these images were not taken in the wake of Harvey, Irma, or Maria. These pictures are of Westchester and Rockland County during/after past storms Irene and Sandy. They are reminders that we got lucky this year, and that it's only a matter of time until the next big storm or hurricane affects us locally.

According to Geo Risk Research, nine of the 10 costliest Atlantic hurricanes have occurred since 2000, not including



Assessing damage from Hurricane Sandy in White Plains. Thousands of homes and businesses were without power for a week or more. *Photo: NY Patch*

Harvey, Irma, or Maria, which will each earn a spot near the top of the Top 10 list!

Harvey and Irma devastated Texas and Louisiana with an estimated \$150+ billion in damages, and Maria ravaged Puerto Rico with up to \$95 billion in losses (Moody's).

The truly shocking and sad news is that less than half of these financial losses, especially those caused by flooding, are likely to be covered by insurance! Why?

Because most people and businesses simply don't have the

right insurance to fully cover the effects for rain, wind, and flooding. And, they don't discover the gaps until after the storm, when it's too late. Here's what you need to know:

### Wind

- ◆ Wind Claims are usually covered by your commercial property and homeowners policies, but...
- ◆ If your home or business is in Westchester, Greenwich (Conn.), or Long Island, especially near coastal areas, your wind coverage may be subject to a "Wind Deductible" equal

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News for the  
Building and Realty  
Industries

# Impact

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# Industry Report: Housing Market Continues to Make Gains, But Permits Are Not Keeping Pace

By Jeff Hanley, IMPACT Editor  
WASHINGTON, D. C.

In what was termed by building and realty industry officials as “a further sign that the housing sector is continuing to gain momentum,” nearly 300 markets nationwide posted an increase in economic and housing activity from the first quarter to the second quarter, an industry study recently reported.

The assessment was contained in the National Association of Home Builders (NAHB)/First American Leading Markets Index (LMI). The report was released on Aug. 7.

The LMI measures current home price, permit and employment data to plot the economic health of an individual market. Based on the 337 markets tracked by the index, nationwide markets are now running at an average of 102 percent of normal housing and economic activity, the study said.

The report added, however, that individual components of the LMI are at different stages of recovery. While employment has reached 98 percent of normal activity and home price levels are well above normal at 152 percent, single-family permits are running at just 54 percent of normal activity, the study stressed.

“This report shows that the housing and economic recovery is widespread across the nation and that housing has made significant gains since the Great Recession,” said NAHB Chairman Granger MacDonald. “However, the lagging single-family permit indicator shows

that housing still has a ways to go to get back to full strength.”

NAHB Chief Economist Robert Dietz said that the overall index is running above 100 percent of the normal level, largely due to healthy home price appreciation.

“At the same time, the reason why single-family permits are barely halfway above normal is because builders continue to face persistent supply-side headwinds, including rising material prices and a shortage of buildable lots and skilled labor,” Dietz said.

**Moving Ahead**

Despite these challenges, the report said, the housing market continues to gradually move forward. The LMI shows that markets in 196 of the 337 metro areas nationwide returned to, or exceeded, their last normal levels of economic and housing activity in the second quarter. The figure represents a year-over-year net gain of 68 markets, the study added.

“With 89 percent of all metro areas posting a quarterly increase in their LMI score, this is a strong signal that the overall housing market continues to make broad-based gains,” said Kurt Pfotenhauer, vice chairman of First American Title Insurance Company, a co-sponsor of the LMI report.

The study said that Baton Rouge (La.) continues to top the list of major metros on the LMI with a score of 1.76, or 76 percent better than its historical normal market level. Other major

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## State's Infrastructure Needs Far Outstrip Funding ... and the Hole's Getting Deeper, Continued from p. 1

Reinvestment Act. There were other reasons cited, as well. The fiscal restraints created by the state's property tax cap, the rising costs of construction materials and the ever-growing frequency of severe weather-related storms that divert capital spending funds to storm recovery and cleanup, were cited by municipal officials as additional reasons for the decline in focused infrastructure spending.



## Taxes, Debt Service (Bonds) and Federal Aid

A closer reading of the report reveals the political and fiscal conundrum facing public officials on how to find the best “blend” of funding the repair and/or replacement of necessary infrastructure.

Municipal bonds (debt issuance) continues to be the primary source of funding for infrastructure projects. In 2012, local governments reported to the Comptroller's Office the issuance of \$4.4 billion in new debt for capital expenditures. State and federal aid, by contrast, accounted for approximately 1/6th of that amount, \$748 million.

Taxes are the least favorite or resorted-to method to fund capital projects and improvements. The tax cap and the pervasive aversion to paying any more in taxes has negatively affected the amount of funds available to a municipality to pursue infrastructure projects. It is certainly the weakest link in the infrastructure funding chain.

On the Federal side, given the uncertainty in Washington D.C. and the numerous distractions from the original plans that the Trump Administration had for the nation's infrastructure (including the unprecedented string of recent natural disasters, hurricanes and massive fires), the federal role/contribution to infrastructure funding is in question.

The Comptroller notes in his report that the burden on municipalities to service their bonding debt has not increased appreciably, given the fact that the past several years - since the Recession of 2008 - interest rates have remained at, or near, historic lows. However, DiNapoli warned that local governments will find it more difficult to use public bonding to finance capital projects going forward, as interest rates will undoubtedly rise, if for no other reason than in response to stated Federal Reserve policy.

## Recommendations

In light of the pressure experienced by municipalities to address their critical infrastructure issues, DiNapoli made a number of recommendations to help local governments prioritize and tackle their most pressing projects:

- ❖ Identify short-term and long-term infrastructure needs;
- ❖ Prioritize;
- ❖ Work with the applicable state agencies for help to address your priority needs;
- ❖ Seek help and funding from Federal agencies;
- ❖ Explore potential public-private partnerships where they might be most applicable and useful.

For a copy of the State Comptroller's report, visit:  
[www.osc.state.ny.us/localgov/pubs/infrastructure2014.pdf](http://www.osc.state.ny.us/localgov/pubs/infrastructure2014.pdf)

**Editor's Note:** This article is one in an occasional series on the importance of Infrastructure and its many aspects, as it affects the county, the region, the state and the nation.

**An IMPACT Staff Report**

## Counsels' Corner

### The Legal Issues as to an Emotional Support Animal Request - Part Two

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



Carl Finger



Dan Finger

**WHITE PLAINS**

In Part One of this three-part series, we discussed the issue of the first reaction to a request for permission by a tenant / resident / shareholder for an emotional support animal regardless of the prohibition against pets in a lease or a Proprietary Lease or House Rules.

In this segment, we will discuss The Westchester County Human Rights Law and The Westchester County Human Rights Commission.

Westchester County has its own Human Rights Law (“WCHRL”) which is in addition to the State and Federal laws. The first inquiry engaged in by the Westchester County Human Rights Commission (“WCHRC”) is whether or not there is a “disability.”

#### A Definition

The WCHRL states, as to a disability, in Section 700.20, that a disability is: “1. A physical, mental, psychological, or medical impairment resulting from anatomical, physiological, genetic or neurological conditions which substantially limits one or more of a person's major life activities or prevents the exercise of an unimpaired bodily function, or is demonstrable by medically accepted clinical or laboratory diagnostic techniques; 2. A record or history of a physical, mental, psychological, or medical impairment. The term “physical, mental, psychological, or medical impairment” means: (a) an impairment of any system of the body, including, but not limited to, the neurological system; ...or (b) a mental or psychological disorder includes, but is not limited to, depression, bipolar disorder, anxiety disorders, and schizophrenia; or ....”

The WCHRL then sets forth, in Section 700.21, that as to “Unlawful Discriminatory Real Estate Practice,” that it is an unlawful discriminatory real estate practice for anyone... to: “With respect to persons with disabilities: (a) To discriminate in the transaction of, or to otherwise make unavailable or deny, a housing accommodation to any buyer, renter, lessee, sub-lessee, or assignee because of the disability of: Such ... renter....” For purposes of this subsection, discrimination includes: A refusal to make reasonable accommodations in rules, policies, practices or services, when such accommodations may be necessary to afford a person with a disability equal opportunity to use and enjoy a housing accommodation including public or common areas (emphasis added).

Therefore, it appears from the WCHRL that not only must there be a proven disability, but the Complainant must also allege and prove that he/she is being denied the ability to “use and enjoy the housing accommodation.”

#### An Example

There is a higher court case in New York that supports this language and dismissed a complaint where it was not proven that the resident was being denied the use and enjoyment of his apartment by the refusal to allow an emotional support dog.

If there is a formal complaint filed by the tenant, once it is filed with the Division of Housing and Community Renewal (DHCR), the claim is referred to and investigated by WCHRC and the parties have an opportunity to make submissions and participate in the process. Where there is a finding of probable cause for the administrative complaint, then the claim proceeds to an administrative hearing.

The WCHRC will generally invite the parties to a conference, take information from the parties as part of the fact-finding process and thereafter make an initial determination or investigate further. Cooperation is suggested as there are cases that are settled at this level without formal hearings or a formal complaint.

It should be noted, however, that the WCHRC takes the position that it is more lenient toward the alleged disabled person, than a strict reading of the various federal, state and county laws would appear to require if strictly construed.

In the third installment of this series, we will discuss some of the legal cases and decisions that impact on this issue.

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

## Co-op and Condo Corner: Do Not Miss the CCAC's Membership Meeting of Nov. 14!, Continued from p. 2

◆ We realize that changes to Boards of Directors of co-ops and condos are inevitable. In order to keep your board updated on all of the meetings, seminars, initiatives and bulletins that the CCAC/BRI staff works on, please remember to send the contact information for your building's new board members to the CCAC offices. You may direct those changes to [jeff@buildersinstitute.org](mailto:jeff@buildersinstitute.org), or to [maggie@buildersinstitute.org](mailto:maggie@buildersinstitute.org) (the e-mail address for Maggie Collins, director of membership for the BRI/CCAC).

◆ Please keep in mind that CCAC members may bring a prospective member to the membership meetings of the CCAC/BRI. Non-members are entitled to attend two free meetings to experience the many positives that membership in our associations can produce. Further information on membership in our organization can be obtained by calling the CCAC/BRI offices at (914) 273-0730. Ms. Collins will be happy to speak with non-members about our organizations!

**All the best to everyone for the upcoming Holiday Season and New Year!**

**Do you have a topic that you like to see addressed at a future CCAC Membership Meeting? The Board of Directors of our association would love to hear from you. Please send your suggestions to [jeff@buildersinstitute.org](mailto:jeff@buildersinstitute.org). Or, you can Jeff Hanley, associate executive director of the BRI/CCAC, at (914) 273-0730 with your comments.**



# Report: Builder Confidence Springs Back With a Four-Point August Jump

By Jeff Hanley, IMPACT Editor  
WASHINGTON, D.C.

Builder confidence in the market for new single-family homes rose four points in August, a building and realty industry report recently revealed.

The study, The National Association of Home Builders (NAHB)/Wells Fargo Housing Market Index (HMI), said that the confidence ratio rose to a level of 68.

“Our members are encouraged by rising demand in the new-home market,” said NAHB Chairman Granger MacDonald, a home builder and developer from Kerrville, Tex. “This is due to ongoing job and economic growth, attractive mortgage rates, and growing consumer confidence.”

Added NAHB Chief Economist Robert Dietz: “The fact that builder confidence has returned to the healthy levels we saw this spring is consistent with our forecast for a gradual strengthening in the housing market. Gross Domestic Product (GDP) growth improved in the second quarter, which helped sustain housing demand. However, builders continue to face supply-side challenges, such as lot and labor shortages, and rising building material costs.”

Derived from a monthly survey that NAHB has been conducting for 30 years, the NAHB/Wells Fargo HMI gauges builder perceptions of current single-family home sales and sales expectations for the next six months as “good,” “fair,” or “poor,” the report said.

The survey also asks builders to rate the 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.

## Noteworthy Gains

The report said that all three HMI components posted gains in August. The component gauging Current Sales Conditions rose four points to 74, while the index charting Sales Expectations in the Next Six Months jumped five points to 78. The component measuring Buyer Traffic increased a single point to 49, the study added.

The report, while assessing the Three-Month Moving Averages for Regional HMI Scores, said the Northeast rose one point to 48. The West, South and Midwest all remained unchanged at 75, 67, and 66, respectively.

The study, NAHB officials said, is strictly the product of NAHB Economics. NAHB officials added that the index 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](http://nabh.org/hmi). More information on housing statistics is also available at [housingeconomics.com](http://housingeconomics.com), NAHB officials said.

## Local Input

Representatives of The Builders Institute (BI)/Building and Realty Institute (BRI) of Westchester and The Mid-Hudson Region said confidence levels of builders in the region remained somewhat upbeat through August.

“There are certain areas in our region with strong and consistent levels of work being conducted,” said Albert Annunziata, executive director of the BI-BRI. “However, the building, realty and construction industry in our region continues to face a series of negatives that have serious implications.”

Annunziata listed those negatives as the rising prices of materials, the continuing shortages of land, the lack of trained and skilled labor, and strict regulations regarding land use.

“The problems listed in the NAHB index that negatively affect builders on a national level also, most definitely, affect builders in our region, as our staff and members consistently note,” Annunziata said.



Representatives of The Building and Realty Institute (BRI) are consistently in Albany to represent the building, realty and construction industry. Pictured during a recent trip to Albany are, from left to right, Carmelo Milio, president, BRI; Albert Annunziata, executive director, BRI; Assembly Member Amy Paulin (D-88 AD); Ken Finger, chief counsel, BRI; and Glenn Riddell, lobbying consultant, BRI. Photo by Legislative Photographic Services

## BRI’s Lobbying Efforts Reflect Benefits From Forging Productive Relationships, Continued from p. 1

legislation deleterious to the housing, commercial or property management industry sectors, than it is to (heaven forbid!) introduce a new idea or concept. Maintaining the status quo is a powerful allure.

That, in itself, can be an effective strategy, depending on the issue and circumstances.

## A Co-op and Condo Perspective

Take The Cooperative and Condominium Advisory Council (CCAC) of The Building and Realty Institute (BRI), representing the governing boards of more than 300 co-op and condo buildings and complexes throughout Westchester County and the Mid-Hudson Region.

I could not quantify the millions of dollars that we have saved co-op boards over the years from the lawsuits that would have inevitably resulted if the state (or county) laws were changed to force a board’s mandatory disclosure of the reasons behind their rejection of a prospective applicant/shareholder.

For the past 17+ years with the BRI, we have fought mandatory co-op disclosure, along with our powerful allies in New York City, headed by Mary Ann Rothman, executive director of The Council of New York Cooperatives and Condominiums, to what essentially is a draw against formidable real estate forces pushing for such legislation. As has been the case with state cooperative law since its inception, going back over 40 years, state enabling legislation specifically recognizes the unique challenges and demands of cooperative living in New York State and confers fiduciary and stewardship powers on the Board of Directors to determine, among other things, who their neighboring shareholders are.

Such powers, understandably, cannot be exercised with impunity, but are properly constrained by law, as there are a whole host of strict county, state and federal statutes and regulations that prohibit discrimination of any kind.

## An Owner and Manager Example

Another lobbying example is the periodic renewal of state rent stabilization and regulation, first imposed back in 1974.

Ever since then, this has always been a classic tussle between the Assembly (invariably pro-tenant) and the Senate, that, as a whole, tries to understand and take into consideration the owners of the thousands of regulated apartment buildings throughout New York City, Nassau, Rockland and yes, Westchester County.

Some 10 years ago, in one of the renewal cycles for the state’s Emergency Tenant Protection Act (ETPA), State Senate Leader Joseph Bruno listened to the arguments of the New York City and suburban apartment building industry - including The Apartment Owners Advisory Council (AOAC) of the BRI - for a straight renewal of the rent laws with no changes, thereby preventing further erosion of the rights of property owners.

In a bold and daring political gambit, Bruno pulled off a brilliant two-step legislative move: he rallied his Republican senate majority to pass ETPA and Rent Stabilization “as is,” with no changes (thereby continuing the “status quo” for both tenants and landlords for another four years). Bruno then adjourned the Senate for the balance of the legislative session, essentially leaving then Gov. George Pataki and Assembly Speaker Sheldon Silver with no choice but to go along with the straight-renewal of the rent laws, otherwise they’d be responsible for the expiration of those rent laws.

This was a classic case of the BRI, representing Westchester County’s apartment industry, working closely with allies in New York City and Nassau County, to help effectuate the best possible outcome at the time. We had an effective alliance, and we had direct access and an understanding ear with a powerful Senate leader.

How can we quantify the hundreds of thousands of dollars - perhaps millions of dollars - that landlords of apartment buildings have saved just here in Westchester County, from our legislative vigilance and also our willingness and ability to challenge rent laws and regulations in court, if we deem it necessary? We may not win every fight, but members know that the BRI is there for them, as an active advocate and - if needs be and conditions warrant - the BRI can be a friend of the court on their behalf.

## A Valuable Alliance

Of course, the BRI is not an island, and over the years we have forged a productive alliance with Marsha Gordon of The Business Council of Westchester (BCW), Ross Pepe of The Construction Industry Council (CIC), Valerie Brown of The Westchester/Hudson Valley Chapter of The American Institute of Architects (AIA) and last, but not least (notwithstanding our disagreements over co-op disclosure legislation) Richard Haggerty of The Hudson Gateway Association of Realtors (HGAR).

This “Westchester Business Alliance” has proven to be very effective in fostering a more coordinated approach to some of the more pressing issues facing Westchester County - and New York State - over the years. We periodically call meetings

# CCAC’s Nov. 14 Meeting To Examine Budgeting Procedures

By Jeff Hanley, IMPACT Editor  
WHITE PLAINS

Reviewing Budget Preparation Processes for Boards of Co-ops and Condos” is the topic of the Nov. 14 Membership Meeting of The Cooperative and Condominium Advisory Council (CCAC).

The program, scheduled for a 6 p.m. start, will be at The Crowne Plaza Hotel in White Plains. CCAC officials announced the scheduling of the meeting in late September. All CCAC members, as well as those of The Building and Realty Institute (BRI), are welcome to attend the conference, event officials said.

CCAC officials said that the meeting’s panel of speakers is composed of:

- ◆ **Mindy Eisenberg Stark**, certified public accountant (CPA) and certified fraud examiner (CFE). Eisenberg Stark, the principal of MES CPA/CFE of Scarsdale, is regarded as an expert in co-op and condo issues. Her company’s clients include co-ops, condos, estates and trusts, not-for-profit organizations, individuals and mid-sized businesses. Eisenberg Stark has been a frequent lecturer at many conferences and seminars in the New York metropolitan area, including those of the CCAC. She has served as a consultant to the Westchester County District Attorney for economic crimes and has more than 30 years of experience in personal and business tax issues.
- ◆ **Brian Scally**, board member, Advisory Council of Managing Agents (ACMA) of the BRI and vice president, director of management, Garthchester Realty;

◆ **Joe Rodriguez**, an ACMA member and the assistant controller for Ferrara Management Group (FMG).

“We are absolutely delighted that Ms. Eisenberg Stark will be speaking at our Nov. 14 Membership Meeting,” said Diana Virrill, CCAC chair. “She is well-known and respected throughout our region for her expertise in issues affecting co-ops and condos. We are so very fortunate that she is able to speak to our membership. I urge our members to attend this meeting. They will gain some invaluable information from Ms. Eisenberg Stark, as well as from Mr. Scally and Mr. Rodriguez. The meeting will most definitely feature an outstanding panel.”

Reservations for the meeting are being accepted through [jeff@buildersinstitute.org](mailto:jeff@buildersinstitute.org). Virrill said. Those wishing to attend can also reply by calling the CCAC/BRI offices at (914) 273-0730.

The CCAC is a realty industry membership organization. The association represents and serves more than 400 co-ops and condos in the Westchester County and Mid-Hudson Region. Services of the organization include:

- ◆ Meetings and Seminars
- ◆ A Referral Hot-Line
- ◆ Group Insurance
- ◆ Legislative Advocacy
- ◆ Labor Contract Negotiations
- ◆ Mailing and Bulletin Services
- ◆ Publications

Further information on the CCAC and the BRI can be found at [buildingandrealtyinstitute.org](http://buildingandrealtyinstitute.org).



# The Builders Institute (BI)/ Building and Realty Institute (BRI) *Welcomes* its Newest Members

Act One Tenants Corporation

American Petroleum Equipment & Construction

Badini Construction Corporation

Barone Restoration Corporation

Catalano Contracting Inc.

Chelsea Contracting Corporation

Commercial Development Services Group LLC

Consulting Remodeling Inc.

Cullen and Dykman LLP

Dawkins Development Group Inc.

Elan Construction Company Inc.

FIBAR

Greame Samuels DBA Mini Fresh Painting

Greenport Group LLC

Land Tech Design Build Maintain, Inc.

Lippolis Electric

Oxford Interiors of New England LLC

P. Morrissey Contracting Inc.

Red Key Solutions

Rockledge House Owners Corporation

Service Master Superior Cleaning & Restoration

Urban Partners LLC

Verticon II, LLC

## BRI's Seminar on Preparing for OSHA Inspections a Success

By Jeff Hanley, IMPACT Editor

WHITE PLAINS

The latest breakfast seminar of The Building and Realty Institute (BRI) was a total success, association officials recently announced.

"How to Prepare for an Occupational Safety and Health Administration (OSHA) Inspection" was the topic of the Oct. 18 event. More than 35 building, realty and construction industry members attended the program at The Crowne Plaza Hotel in White Plains.

"We were happy to sponsor this seminar for our members," said Albert Annunziata, executive director of the BRI, also known as The Builders Institute (BI). "Our breakfast seminar of Mar. 22 that provided an update on the recent revisions to New York's building codes was very successful, and our Oct. 18 event experienced the same level of success."

Representatives of Certified Site Safety (CSS) of New York, LLC issued the presentation. The firm, based in White Plains, is dedicated to increasing safety and reducing risks, company officials said. Spokesmen said that the company strives for an injury-free environment and the safest workplace possible for employees,

clients, tradespersons and the general public.

Michael Gianatasio, safety and engineering consultant to CSS, issued the Oct. 18 presentation. Denise Groneman, executive vice president of CSS, worked with the staff of the BRI in coordinating the event.

"The presentation on OSHA was well organized and very informative," said Steve Simpson, carpentry instructor, Tech Center of The Putnam and Northern Westchester Boards of Cooperative and Educational Services (BOCES). "It was a very good event."

Added Michael Murphy of Murphy Brothers Contracting: "An excellent presentation. A good program to attend."

BRI officials said that its series of breakfast seminars will continue. The next program will be announced in the weeks ahead.

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. Members of the BRI are involved in virtually every sector of the building, realty and construction industry. The organization is regarded as one of the leading business groups in New York State, association officials said.

## Autumn Thoughts on Our Association and Its Meetings, Social Events and Accomplishments

By Maggie Collins, Director of Membership

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



ARMONK

It's late October and three-quarters of 2017 is behind us. The quick passage of time simply amazes me. When I pause to reflect on recent months, I see a lot in the rear-view mirror regarding the programs and services that our organization has provided to our membership:

\* **The Membership Recruitment Event** of the Builders Institute (BI)/Building and Realty Institute (BRI) on April 27 at the Hudson Grille in White Plains;

\* The very successful **Summer Membership Recruitment Event** of the BI-BRI on July 17 at The Ocean Grille Restaurant at Rye Town Beach. Many termed the program as one of the best-ever events of its type;

\* The **Annual Baseball Outing** of the BI-BRI, the Subway Series Clash of August 14 between the home standing N.Y. Yankees and the N.Y. Mets at Yankee Stadium (won by the Yankees, 4-2, for the sports fans among you!);

\* The **Annual Golf Outing** of the BI-BRI on September 12 at The Glen Arbor Golf Club in Bedford Hills, which was a tremendous success in our association's first visit to that outstanding facility;

\* **BRI's 2nd Vendor Showcase** featured 45 member and non-member firms representing a broad cross-section of the industry well represented by the supplier categories of energy, design, security, restoration, remodeling, manufacturers, generators as well as service firms in banking, insurance, legal, property management and two national not for profit affordable housing corporations. Exhibitor and attendee feedback was highly enthusiastic expressing a desire to repeat the show for a third year!

\* Informative and well-attended **General Membership Meetings** of the BI-BRI, with an average attendance of more than 65 BI-BRI members at the seven meetings since January;

\* A successful run of **Membership Meetings** of the BRI's Cooperative and Condominium Advisory Council (CCAC); Advisory Council of Managing Agents (ACMA) and Apartment Owners Advisory Council (AOAC), all with very impressive attendance figures;

And, that is hardly all.

Add to those meetings, seminars and social events of the BI-BRI a total of 23 very popular "Building Knowledge With The BRI" radio shows on WVOX 1460 AM, hosted so very well by Jeff Hanley, associate executive director of our association; BI-BRI Board Meetings and Board of Directors' Meetings of the component associations of our organization; and consistent and successful by-monthly issues of IMPACT!

As a membership organization, we see things through the lens of member satisfaction, membership retention and increases in membership. Accordingly, there are plenty of photos in this issue of IMPACT. Enjoy looking through the lens with us and you will see the many ways we continue to work and advocate on behalf of the BI-BRI and the building, realty and construction industry.

One more note - all of us look forward to seeing you at the Holiday Cocktail Reception of the BI-BRI at Tappan Hill Mansion in Tarrytown on December 15, details to members of our associations and the building, realty and construction industry will follow.

Yep that's me 'takin' time out for the Eclipse!



The BRI Staff at our September Golf Outing at Glen Arbor Golf Club in Bedford - Albert Annunziata, BRI Executive Director, Maggie Collins, BRI Director of Membership, Jane Gill, Controller, Margie Telesco, Office Manager and Jeff Hanley, Associate Executive Director of the Building and Realty Institute.



Maggie Collins (left) with Stacey Tompkins, Principal & Owner, Tompkins Excavating at the October 5th Vendor Showcase.



Maggie Collins, director of membership for the BRI is flanked by John Posimato (left) of Flooring & Kitchen Design in Elmsford and Michael Murphy (right), director of new project development for Murphy Brothers Contracting at the BRI's Vendor Showcase on October 5th.



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**The BRI's Radio Show Receives Outstanding Reviews, Continued from p. 1**

to the show that we have received from our membership,” said Albert Annunziata, executive director of the BI-BRI. “Our members have been very vocal in their support of the program and its content.”

Added Maggie Collins, director of membership for the BI-BRI: “Our members have praised the show on a consistent basis. We are thrilled with the responses we have received from them and members of the public. It has been a total success, and then some!”

“Jeff Hanley does a fantastic job with the show,” said Peter Gaito, Jr., principal, Peter F. Gaito and Associates and a former president of The Westchester/Hudson Valley Chapter of The American Institute of Architects (AIA). “The show contains insightful questions and thoroughly engaging on-air conversation. I enjoyed my Aug. 11 appearance on the program.”

“I sincerely appreciated the BRI having me on the show (Sep. 15) as its guest,” said Lee Lasberg, president of Lasberg Construction Associates and a member of the Board of Trustees of the BI-BRI. “It’s Jeff Hanley’s talent and ability as an interviewer that brings out the best in the guests that the BRI has on the program.”

Other comments on the program included:

“Thanks so much for having me (Jul. 14) as a part of the BRI’s radio show. We covered a lot of important topics and it was enjoyable. The BRI is doing a great job with the show.” — *Jerry Houlihan, vice chair, Apartment Owners Advisory Council (AOAC) of the BRI and senior director, Houlihan Parnes Realtors, LLC.*

“I tuned into the BRI’s Radio Show on Co-op and Condo Issues (Jun. 16). I have to say that Diana Virrill, chair, Cooperative and Condominium Advisory Council (CCAC) of the BRI, and Jeff Hanley are great ambassadors for the CCAC.” — *Jane Curtis, CCAC vice chair.*

“I was delighted to have the opportunity to reach out to the public (Jun. 9) via the great format of the show. The BRI rocks! And Jeff Hanley is a great host. He makes the guests feel very comfortable.” — *Lisa Cordasco, BRI board member and president of The New Crystal Restoration.*

“What a nice surprise to hear Jeff Hanley and the BRI’s Radio Show on WVOX

1460 AM. I listen to the station all the time and I am happy that the BRI is now on it. Jeff and the BRI show how knowledgeable they are!” — *Joe McCarthy, board member, CCAC.*

“I thought the Radio Show (Aug. 8, on key insurance issues) sounded great. Jeff Hanley, you are a natural!” — *Ken Fuirst, co-president, Levitt-Fuirst Associates.*

“Albert, Jeff and Maggie, thank you so much for letting me be on your BRI Radio Show (Sep. 1). I can’t tell you how much I appreciate the opportunity. Jeff, thank you for being great! I felt very comfortable and you really make it enjoyable for your weekly guests.” — *Rick Cisneros, principal, Above 80 Inc.*

“It was our pleasure to be your first guests on your radio show (on Jun. 2). The BRI does a great job with the program!” — *Victoria Bruno, business development manager, Kings Capital Construction.*

“Maggie, thank you, and Jeff, your lead made this a great show (Jun. 23).” — *Rand Manasse, chief operating officer, Sunrise Solar Solutions, LLC.*

“Jeff Hanley is a great host. He made the time on the show fly! I enjoyed being part of the program (Aug. 4). Thanks to Jeff and to the BRI for making me sound good.” — *Frank Cerbini, BRI board member and vice president of The NHP Foundation.*

“The BRI’s radio show is so good. It comes across very, very well.” — *Diana Virrill, chair, CCAC.*

“The BRI’s Radio Show is great! So nice to hear the content that it covers.” — *Anthony J. Calbi, Sr., supervisor, Marks Paneth LLP.*

BI-BRI officials said that members of the association with comments or questions on the program - or who are interested in being a guest on the show - can contact the organization at [jeff@buildersinstitute.org](mailto:jeff@buildersinstitute.org). Members can also call the BI-BRI offices at (914) 273-0730.

The BI-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. Those members are involved in virtually every sector of the building, realty and construction industry, association officials said.

*An IMPACT Staff Report*

**Industry Report: Housing Market Continues to Make Gains, But Permits Are Not Keeping Pace, Continued from p. 3**

metros leading the group include Austin (Tex.); Honolulu; Provo (Utah); and Spokane (Wash).

Rounding out the top 10 of major metros, the report added, are Ventura (Cal.); San Jose (Cal.); Nashville; Los Angeles; and Charleston (S.C.).

**Other Areas**

The report said that, among smaller metros, Odessa (Tex.) has an LMI score of 2.14, meaning that it is now at more than double its market strength prior to the Great Recession of 2008-2009. Also at the top of that list are Midland (Tex.); Walla Walla (Wash); Florence (Ala.); and Ithaca (N.Y.).

The LMI, the study said, examines metro areas to identify those 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.

For permits and employment, both the 12-month average and the annual average during the last period of normal growth are also adjusted for the underlying population count. For single-family permits and home prices, 2000-2003 is used as the last normal period, and for employment, 2007 is the base comparison, according to the report.

The three components, the study added, 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.

NAHB officials said that, 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. Historical information and charts regarding the report can be obtained at [nabh.org/lmi](http://nabh.org/lmi), NAHB officials added.

**A Local Overview**

Albert Annunziata, executive director of The Builders Institute (BI)/Building and Realty Institute (BRI) of Westchester and The Mid-Hudson Region, noted that the findings of the index were reflective of local conditions.

“The input we recently received from our members indicates that there are upbeat feelings about our local housing markets,” Annunziata said. “There are some areas in our region with noticeable levels of work being conducted.”

But, Annunziata added, a series of negatives affecting Builders and Developers - similar to the findings of the index - continue to affect the housing markets in the Westchester and Mid-Hudson Region. He said they include the rising prices of materials, the continuing shortages of land, the lack of trained and skilled labor and strict regulations regarding land use.



“Current Trends in Flooring and Kitchen Design” were the topics of the Sep. 29 segment of “Building Knowledge with the Building and Realty Institute (BRI).” Pictured during the show are, from left to right, Jeff Hanley (host), associate executive director, BRI and BRI member John Posimato (guest), principal, Flooring and Kitchen Design Center.



Pictured prior to the Sep. 22 broadcast of “Building Knowledge With The Building and Realty Institute (BRI) are, from left to right, Matt Persanis (guest), Esq., labor counsel to the BRI; and Jeff Hanley (host), associate executive director, BRI. The show covered key issues for employers associated with the Fair Labor Standards Act (FLSA).



The Oct. 6 broadcast of “Building Knowledge with the Building and Realty Institute (BRI)” examined the steps that are needed to prepare for disasters. Pictured during the show - entitled “What You Need To Know About Preparing For Disasters, Part III!” - are, from left to right, Jeff Hanley (host), associate executive director, BRI and BRI member Stuart Betheil (guest), principal, Fleetwest Management Corporation. The program continued the discussion on disaster preparedness that began on the Jul. 7 segment of the show.

The Sep. 15 broadcast of “Building Knowledge with the Building and Realty Institute (BRI)” focused on the current conditions of the building and construction industry in the Westchester and Mid-Hudson Region. Pictured during the show are, from left to right, Jeff Hanley (host), associate executive director, BRI and Lee Lasberg (guest), president of Lasberg Construction Associates and a member of the Board of Trustees of the BI-BRI.



**Toll Brothers Apartment Living Hosts Groundbreaking Ceremony for a New Rental Community in Harrison, Continued from p. 1**

Estates at Wilson Park in Tarrytown feature single-family homes. The Enclave at Pleasantville and Toll Brothers at Valeria in Cortlandt Manor consist of townhomes.

Project spokesmen added that the Carraway development is another example of an on-going trend of repurposing vacant office buildings along Westchester’s “Platinum Mile” into residential and retail uses. The examples, spokesmen cited, include a fitness center at the former headquarters of The Journal News and plans for a supermarket on a former office building site on Corporate Park Drive (both in Harrison).

Albert Annunziata, executive director of The Builders Institute (BI)/Building and Realty Institute (BRI) of Westchester and the Mid-Hudson Region, said members of the BI-BRI have been discussing and examining repurposing trends in recent years.

“It’s a positive for our county, and for our region, to see these repurposing scenarios come to life,” Annunziata said after the groundbreaking ceremony. “They provide a win-win situation for communities, without question. It is a great thing that is happening, both in our area, and nationwide.”

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## GHP Office Realty Reports 49,500 Square Feet of Leasing Activity at its 140 Huguenot Street Complex

### NEW ROCHELLE

**G**HP Office Realty, LLC recently announced that it has leased 49,500 square feet at 140 Huguenot Street in New Rochelle.

The 140 Huguenot Street complex is a 64,000 square-foot, three-story office building. GHP acquired the building in March of 2016, when it was 65 percent occupied. The company has implemented capital improvements to the building's common areas, façade and onsite parking garage. It also converted the existing HVAC systems to energy-efficient rated systems. The building is now 92 percent leased, GHP Office Realty officials said.

The 140 Huguenot Street complex was represented by GHP Office Realty's Andrew Greenspan (a principal owner of the company), company spokesmen added.

"We are pleased with the success of our leasing and marketing program for the building," Greenspan said. "The recent deals are worth over \$7,000,000. In addition to our capital investment and our high-quality tenant service, 140 Huguenot Street's location, and its

proximity to the New Rochelle Central Business District (CBD), the New Rochelle Intermodal Transportation Center and Interstate 95 at Exit 16, make it an attractive location to tenants for its accessibility for their employees and clients."

Greenspan added that the company continues to utilize its opportunistic, value-add acquisition formula, purchasing undervalued, income-producing assets in great locations that it is familiar with, investing in capital improvements and successfully leasing vacant space and renewing existing tenants.

The transactions were:

- ❖ Mary Anne Liebert, Inc. renewing its 25,370 square-foot headquarters office space consisting of the entire third floor of the building and a portion of the second floor for six years. In the building since 2004, the company is a leader in the scientific, technical, and medical knowledge and information industry. The company is known for its authoritative international publications in cutting-edge basic and translational biomedical research, with an expanding

## Schumer, Gillibrand Announce More Than \$569,000 in Federal Funding for New York State's Brownfields Response Program

By Jeff Hanley, IMPACT Editor

WASHINGTON, D.C.

U.S. Senate Minority Leader Charles Schumer and U.S. Senator Kirsten Gillibrand recently announced a total of \$569,994 in federal funding for the New York State Department of Environmental Conservation's (NYSDEC's) Brownfields State Response Program.

The funding was allocated through the Environmental Protection Agency (EPA) to provide technical assistance to communities working to clean-up and rebuild on sites that are currently unusable due to contamination, Schumer and Gillibrand said. The Senators added that the NYSDEC will use the funding to perform an inventory of brownfields sites, conduct targeted brownfields site assessments, and enhance the public record system.

"These federal funds help our upstate municipalities clean up brownfields properties, which has the double benefit of eliminating pollution and putting these parcels of land back into use for economic development," Schumer said. "This is a wise investment in the redevelopment of our communities that will help spur job creation and economic growth for years to come."

"This is an important investment for New York State," added Gillibrand, a member of the Environment and Public Works Committee. "This federal funding will allow the New York State Department of Environmental Conservation (DEC) to invest additional resources to clean-up and redevelop brownfields sites. By rebuilding these areas, we are returning these sites to productive use that will help revitalize neighborhoods, attract new businesses, create new jobs, and improve environmental conditions in the state."

Last June, Schumer announced \$700,000 in federal funding for brownfields sites in upstate New York. Schumer secured funding for three projects to help communities upstate survey, clean up, redevelop and reuse contaminated and abandoned properties. Niagara County, Sullivan County, and Valley Falls in Rensselaer County received \$300,000, \$200,000, and \$200,000, respectively, to tackle the problems posed by brownfields sites. Those sites, Schumer said, pose safety risks and suffocate local economies.

Last April, Gillibrand, with 24 Senate colleagues, urged federal appropriators to include \$154 million in federal funding for the EPA's Brownfields Program in the Fiscal Year (FY) 2018 budget, spokesmen said.

In early July, Gillibrand announced that a bipartisan bill that she is supporting, the *Brownfields Utilization, Investment and Local Development (BUILD) Act*, passed out of committee and was headed to the full Senate for a vote. The legislation, she said, would reauthorize federal brownfields programs that help bring new investment and jobs to communities.

### The Specifics

Spokesmen for the Senators said that Brownfields Sites range in size from a half an acre to tens of acres and are in both urban and rural areas. The redevelopment of these sites have proven to be beneficial to communities, spokesmen added. The redevelopment initiatives provide a boost to the economy through private investment and business development, job creation, community development, and overall quality of life in the area, spokesmen said.

The Builders Institute (BI)/Building and Realty Institute (BRI) of Westchester and the Mid-Hudson Region has examined the brownfields issue since the 1990's. The building, realty and construction industry membership organization - which has more than 1,800 members in 14 counties of New York State - has sponsored Membership Meetings on the topic.

Albert Annunziata, executive director of the BI-BRI, said that the organization is considering the sponsorship of another Membership Meeting on the brownfields issue.

scope in engineering, business, environment, and legal publications, company officials said. Mary Ann Liebert, chairman and chief executive officer of the company, said: "We are very pleased with new ownership's investment in the building and its responsive management. These were major factors in our decision to commit to another six years in the building."

- ❖ Monroe College, Ltd., renewing its 13,000 square foot lease on the ground floor for four years. The space is used as classroom space. Monroe was represented by its President, Mark Jerome.


- ❖ The Guidance Center of Westchester (TGCW) relocating from 277 North Avenue in New Rochelle into 6,949 square feet on the street level in the building, the former Banco Popular bank branch. That space had been vacant for more than 10 years. Since 1942, TGCW has served the Westchester community. It is distinctive in offering a broad scope of interrelated service areas which, individually and collectively, help clients achieve successes in education, work and personal relationships

through college and career preparation, early childhood education, mental health treatment and housing permanency, GHP Office Realty officials said. Roy Katter, principal of Katter Property Company, Inc., represented TGCW, GHP Office Realty officials said.

- ❖ J&K Staffing, Ltd. renewing its 2,904 square-foot lease on the lower level of the building for eight years. The company specializes in providing home healthcare aides, company officials said.

- ❖ Radiant Light Women's Health Nurse Practitioner, P.C. leasing 779 square feet on the second floor. The company specializes in women's health issues, GHP Office Realty officials said.

GHP Office Realty was formed in 1999. It is headed by its principal owners, Greenspan and James J. Houlihan. The company, officials said, is a leader in the commercial real estate market in the New York metropolitan area. It specializes in the acquisition/sales, leasing and management of office, retail, flex and industrial properties. The company currently owns and manages five million square feet of property, officials said.




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# BRI HAPPENINGS



**A Review of the Upcoming Elections for Seats on The Westchester County Board of Legislators, as Well As the Race for Westchester County Executive!** was the topic of the Sep. 14 General Membership Meeting of The Builders Institute (BI)/Building and Realty Institute (BRI). A total of 59 BI-BRI members attended the program at the Crowne Plaza Hotel in White Plains. Pictured during the meeting are, from left to right, George Oros, director of economic development for Westchester County and representing Westchester County Executive Rob Astorino; Jim Maisano (R-LD 11), vice chairman of The Westchester County Board of Legislators; Jeff Hanley, associate executive director, BI-BRI; Jane Curtis, board member, BI-BRI; Maggie Collins, director of membership, BI-BRI; Albert Annunziata, executive director, BI-BRI; and Ken Finger, chief counsel, BI-BRI. Sen. George Latimer (D-37 SD, not pictured), the Democratic candidate for Westchester County Executive, also participated in the program. *Photo by Barbara Hansen*



**"Bedbugs - They Are Still a Major Problem in Our Region!"** was the topic of the Sep. 13 Membership Meeting of The Advisory Council of Managing Agents (ACMA) of The Building and Realty Institute (BRI). More than 37 ACMA and BRI members attended the conference at the Crowne Plaza Hotel in White Plains. Pictured during the meeting are, from left to right, David Amster, chair, ACMA; BRI Member Rich McHale (speaker), JP McHale Pest Management; BRI Member John Pascarelli (speaker), JP McHale Pest Management; John Holzinger, vice chair, ACMA; Jeff Hanley, associate executive director, BRI; and BRI Member Bob Lupica, JP McHale Pest Management. *Photo by Hansen Photographic Services*



More than 65 members of the local building, realty and construction industry attended the Summer Membership Recruitment Night of The Builders Institute (BI)/Building and Realty Institute (BRI) on Jul. 17. The event was at the Ocean Grille Restaurant at Rye Town Park in Rye. Pictured during the program, are, from left to right, Michael Beldotti, board member and a past president of the BI-BRI; Alex Beldotti, BI-BRI member; and Carmelo Milio, president, BI-BRI. The event was described by those in attendance as a huge success, BI-BRI officials said. *Photo by Barbara Hansen*



Members and officials of The Builders Institute (BI)/Building and Realty Institute (BRI) represented the association at the 2017 Midsummer Dinner and Auction of SHORE (Sheltering The Homeless Is Our Responsibility, Inc.) on July 19. SHORE is an all-volunteer, interfaith, not-for-profit housing organization that provides housing-related programs for the homeless. Pictured in the photo on the left, during the event at Orienta Beach Club in Mamaroneck are, from left to right, Maggie Collins, director of membership for the BI-BRI; Rose Noonan, executive director of The Housing Action Council; and BI-BRI Board Members Jane Curtis and Vincent Mutarelli. Pictured in the photo near right are, from left to right, Jeff Hanley, associate executive director of the BI-BRI; and Collins. *IMPACT Staff Photos*

## The BRI's Golf Outing Receives a Series of Compliments



Albert Annunziata (pictured on the left), executive director of the BRI, is shown while congratulating David Kossow (right), winner of "The Floating Green Competition" of the BRI's Golf Outing on Sep. 12 at The Glen Arbor Golf Club in Bedford Hills. Kossow is a sales manager for Wells Fargo Private Mortgage Banking.

By Jeff Hanley, *IMPACT* Editor  
BEDFORD HILLS

### Awesome, spectacular and magnificent.

Those were just three of the many positive words that participants used to describe the Sep. 12 Golf Outing of The Building and Realty Institute (BRI) at the Glen Arbor Golf Club in Bedford Hills.

More than 100 BRI members and members of the building, realty and construction industry participated in the day-long event. BRI officials termed the outing as "a total and overwhelming success."

"The words of praise from the participants in the event never stopped throughout the entire program," said Albert Annunziata, executive director of the BRI. "The participants were very happy with Glen Arbor, its outstanding course and all of its tremendous amenities. It was a perfect day, from the

weather, to our members being so happy with Glen Arbor, and the entire outing."

Event Coordinators Jane Gill (controller, BRI) and Margie Telesco (officer manager, BRI) received a series of compliments from the participants for their respective coordination efforts. Brett LaRocque, a member of the BRI's Board of Trustees, assisted Gill and Telesco in those planning initiatives.

Levitt-Fuirst Associates, Ltd., insurance manager for the BRI and all of its component associations, sponsored the event.

Winners in the respective brackets of the outing were:

- ◆ First Gross, 64-64, Dan Hrivnak, Greg DeCola, Adam Zerka and A.J. Rexhepi;
- ◆ First Net, 65-65, Eric Abraham, Chick Raspler, Larry Stewart and Tom Szczepaniak;

- ◆ Second Net, 65-65, Louis Cordasco, Richard Hyman, Vincent Mutarelli and Glenn Cucinell.

- ◆ Winner, "Floating Green" Competition, David Kossow.

BRI officials said that the 2018 outing will return to Glen Arbor. Complete details will be sent to members of the organization in the weeks ahead, association officials said.

The BRI, also known as the Builders Institute (BI), is a building, realty and construction industry membership organization. The association, regarded as one of the leading business membership organizations in New York State, has more than 1,800 members in 14 counties of the state. BRI members are involved in virtually every sector of the building, realty and construction industry, association officials said.



BRI members Louis Cordasco (left) and Vincent Mutarelli (right) are pictured moments after the conclusion of the competition of the BRI's Golf Outing on Sep. 12 at The Glen Arbor Golf Club in Bedford Hills.



The staff of The Building and Realty Institute (BRI) turned out in full force for the association's Sep. 12 Golf Outing. Pictured at the conclusion of the event at The Glen Arbor Golf Club in Bedford Hills are, from left to right, Albert Annunziata, executive director, BRI; Maggie Collins, director of membership, BRI; Jane Gill, controller, BRI; Margie Telesco, office manager, BRI; and Jeff Hanley, associate executive director, BRI. Gill and Telesco were the outing's event coordinators.





# 2017 Vendor Showcase

## Another Smash: Second Annual Vendor Showcase A Success!

By Jeff Hanley, IMPACT Editor  
White Plains

A total of 45 exhibitors filled the ballroom sections of The Crowne Plaza Hotel in White

Plains on Oct. 5 for the Building and Realty Institute's (BRI's) Second Annual Vendor Showcase.

Companies and their respective staff members exhibited their products and services to BRI members, representatives from the building, realty and construction industry and members of the general public.

BRI officials said that those exhibiting at the event included property managers,

developers, solar companies, glass manufacturers, restoration and painting companies, security companies, roofers, insurance companies, legal firms, banks, energy companies, computer specialists, a kitchen and flooring design firm, and the New York State Builders Association (NYSBA).

Event officials said that many exhibitors were pleased with the contacts that their respective companies made at the showcase.

"Thanks (to the BRI) for organizing a great event," said Michael Murphy, business development manager for Murphy Brothers Contracting. "I had the best time. The only thing I would do different, is that I should have come earlier, stayed longer and brought more business cards!"

Added Bob Sorensen, sales and marketing manager for Service Master Superior Cleaning and Restoration Services: "Thanks (to the BRI) for pulling together a solid industry showcase.

We made a number of new business contacts and have many more to develop."

"As a membership association, it is vital to offer our member firms an opportunity such as this event," said Maggie Collins, event coordinator of the showcase and the director of membership for the BRI. "A trade show acts as one more way to provide our members with a forum to market their respective businesses, to highlight their talents and skills and to introduce them to a broader public."

The BRI, also known as the Builders Institute (BI), is one of New York State's leading business membership organizations. The association has more than 1,800 members in 14 counties of the state. Those members are involved in virtually every sector of the building, realty and construction industry.

Photo coverage of the event is below.



Four seminars were featured during the Oct. 5 Vendor Showcase of The Building and Realty Institute (BRI) at the Crowne Plaza Hotel in White Plains. Jason Schiciano, co-president of Levitt Fuirst Associates (insurance manager, BRI) is pictured during his presentation of "Harvey, Irma, Maria, Juan and So On - The Enormous Challenges Facing The Insurance Industry and Their Policy Holders!"



Many attendees at the Oct. 5 Vendor Showcase of The Building and Realty Institute (BRI) visited the exhibition space of The Flooring and Kitchen Design Center, Inc. Pictured before the show began is John Posimato, principal of the company. The Flooring and Kitchen Design Center serves residential homeowners, commercial establishments and contractors. The company is one of the leading service providers of its type in the Westchester County and Mid-Hudson Region, officials said. The showcase was at the Crowne Plaza Hotel in White Plains.



Building, realty and construction industry members - as well as members of the public - with concerns regarding security visited the Exhibition Space of Crown Security Services LLC at the Oct. 5 Vendor Showcase of The Building and Realty Institute (BRI). John Decker of Crown Security Services LLC is pictured at the company's space during the show. Officials for Crown Security Services said that the company provides its clients with the finest of residential and corporate security, investigations, protection for executives and security consultants. The showcase was at the Crowne Plaza Hotel in White Plains.



Stacey Tompkins (left) and Carolyn Alfano (right) are pictured at the Exhibition Space of Tompkins Excavating during the Oct. 5 Vendor Showcase of The Building and Realty Institute (BRI). Tompkins Excavating is a full-service commercial and residential excavation and landscape construction company. The showcase was at the Crowne Plaza Hotel in White Plains.



Kevin O'Neill (left) and Rand Manasse (right) helped to represent Sunrise Solar Solutions during the Oct. 5 Vendor Showcase of The Building and Realty Institute (BRI) at the Crowne Plaza Hotel in White Plains. Sunrise Solar Solutions is a leading solar company in the Westchester County and Mid-Hudson Region. The firm is a sister company of Sunrise Building and Remodeling, Inc.



Pictured at the Exhibition Space of Capital One Bank during the Oct. 5 Vendor Showcase of The Building and Realty Institute (BRI) at the Crowne Plaza Hotel in White Plains is Vincent Mutarelli. Mutarelli is a member of the BRI's Board of Trustees.



The New Crystal Restoration was well-represented at the Oct. 5 Vendor Showcase of The Building and Realty Institute (BRI) at the Crowne Plaza Hotel in White Plains. Pictured at the company's Exhibition Space are, from left to right, Lisa Cordasco and Lou Cordasco. New Crystal Restoration, a member of the BRI, is a leading disaster response and property restoration company in the Westchester and Mid-Hudson Region.



Representatives of PLI Management, a division of Prime Locations Inc., are pictured during the later stages of the Oct. 5 Vendor Showcase of The Building and Realty Institute (BRI). Pictured at the company's Exhibition Space are, from left to right, Lloyd Amster, chief executive officer and founder, PLI; Rob Rinaldi and Elizabeth Huthwaite, property managers for PLI; and David Amster, president, PLI. David Amster is Chair of The Advisory Council of Managing Agents (ACMA) of the BRI. PLI Management is a leading property management firm in the Westchester and Mid-Hudson Region.



Staff members of Ferrara Management Group (FMG) are pictured at the outset of the Oct. 5 Vendor Showcase of The Building and Realty Institute (BRI). Pictured at the company's Exhibition Space are, from left to right, Dawn Lombardo; Robert Ferrara (principal); Chris Lombardo; and Joe Rodriguez. FMG, a well-known property management company, is a member of The Advisory Council of Managing Agents (ACMA) of the BRI.



Stillman Management was well-represented at the Oct. 5 Vendor Showcase of The Building and Realty Institute (BRI). Pictured at the company's Exhibition Space at the beginning of the showcase are, from left to right, Stillman Staff Members Diane Duryea; Jeff Stillman (principal of the company); Sheryl Eirulnick; and Michael Mishkin. Stillman Management is a longtime member of The Advisory Council of Managing Agents (ACMA) of the BRI. Jeff Stillman is a vice chair of ACMA. Stillman Management is one of the leading property management companies in the Westchester and Mid-Hudson Region.



# MacQuesten Selected To Develop a 27-Story, Mixed-Use Residential Tower in New Rochelle

PELHAM

MacQuesten Development LLC has been selected by the city of New Rochelle in a competitive Request for Proposal (RFP) Process to build a 27-story, mixed-use residential tower on a site currently occupied by the city's downtown fire station #1, company spokesmen recently announced.

The \$120 million project would include 282 residential units, approximately 9,500 square feet of ground-level retail, a four-story parking garage and an option to build some 50,000 square feet of office space, spokesmen added.

The plan calls for a mix of studios, 1-bedroom, 2-bedroom and 3-bedroom units ranging in size from 425 square feet to 1,200 square feet. Amenities, spokesmen said, will include Concierge Service, a "Green Roof," Leadership in Energy and Environmental (LEED) Certified Design, a Community Room and a Health Club. The building will utilize unique active and healthy design living features that will promote the well-being of the occupants.

MacQuesten will work with Mitchell and Associates, an architectural firm which specializes in firehouse design, to design a new firehouse to be located at an off-site location, spokesmen said. The current firehouse at 45 Harrison Street would remain operational while MacQuesten builds the new firehouse and begins constructing the tower.

The site of the new tower is between Huguenot and Main Streets, just east of the downtown area and in close proximity to I-95. Construction of the tower and new firehouse is expected to begin early next year, spokesmen said.

"The successful development of 45 Harrison Street is yet another milestone in our ambitious redevelopment initiative and a positive step forward in helping us create the ideal environment to live, work and grow in New Rochelle," said New Rochelle Mayor Noam Bramson.

"MacQuesten's proposal perfectly fits the mold of what we envisioned for 45 Harrison Street and we believe this opportunity will further contribute to the revitalization of New Rochelle's downtown," said New Rochelle Development Commissioner Luiz Aragon.

"We are absolutely thrilled and honored to have been selected by the city for this exciting new project that will build on the tremendous revitalization under way in downtown New Rochelle," said Rella Fogliano, founder and chief executive officer of MacQuesten Development.

Spokesmen said that the project is the second major development for MacQuesten Development in New Rochelle. The company is currently constructing the final phase of the Heritage Homes complex, a three-phase development in New Rochelle involving the construction of 228 affordable apartments and townhouses on the former site of the Hartley Houses public housing project.

Based in Pelham, MacQuesten Development specializes in financing, designing and construction management of multi-family, affordable housing and commercial properties, which are then privately held by affiliated companies, spokesmen said. The company has developed 11 buildings and 1,500 units of affordable housing in New York City and Westchester County since 1992.

MacQuesten has current development projects in excess of \$200 million throughout the five boroughs and Westchester, spokesmen added.



MacQuesten Development LLC has been selected by the city of New Rochelle in a competitive Request for Proposal (RFP) Process to build a 27-story, mixed-use residential tower on a site currently occupied by the city's downtown fire station #1. The \$120 million project would include 282 residential units, approximately 9,500 square feet of ground-level retail, a four-story parking garage and an option to build some 50,000 square feet of office space, spokesmen said. A rendering of the facility is above.

## "Skilled Labor Shortages in Construction & the Immigration Factor!" Topic of the Nov. 16 General Membership Meeting of the BI-BRI

By Jeff Hanley, IMPACT Editor

WHITE PLAINS

The Builders Institute (BI)/Building and Realty Institute (BRI) recently announced the scheduling of its Nov. 16 General Membership Meeting. "Skilled Labor Shortages in Construction and The Immigration Factor!" is the topic of the meeting. The program is scheduled to begin at 6 p.m. at The Crowne Plaza Hotel in White Plains.

"The reaction from our membership to the scheduling of this meeting has been strong," said Albert Annunziata, executive director of the BI-BRI. "Within days of scheduling the program, we received more than 30 reservations. We have heard of labor shortages in the building, realty and construction industry and the reaction to the scheduling of this meeting offers proof of those problems."

Annunziata said that, as of late October, the panel for the program is composed of:

**Emily Hamilton**, deputy director, center for housing solutions and urban initiatives, Pattern for Progress, Hudson Valley;

**John Santos**, vice president and Hudson Valley district director, Local 32-BJ Service Employees International Union (SEIU);

**Dan Dawkins**, a builder/developer and the principal of Dawkins Development Group, Inc.;

**Michael Basalyga**, general manager, Tradesmen International: Construction Staffing for New York.

Event officials said that further panel members would be added. Officials added that BI-BRI members will receive full details on the meeting in the days ahead. The program is open to all BI-BRI members, as well as non-members. Reservations can be made by calling (914) 273-0730.

The BI-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. BI-BRI members are involved in virtually every sector of the building, realty and construction industry. The organization is regarded as one of the largest business membership associations in New York State, association officials said.

### BRI's Lobbying Efforts Reflect Benefits From Forging Productive Relationships, Continued from p. 4

(mostly breakfast) of our group and I am happy to say we share information on a broad range of initiatives not only focused on by our respective organizations, but we also concentrate on issues of common interest amongst us all. We have had joint programs and lobbying initiatives over the years, both on the Westchester County and state level.

#### A Common Fight

One prominent example of our combined lobbying efforts concerns the reform of the state's regressive and punitive Scaffold Law. Our organizations are, in turn, part of a 70+ organizations-strong statewide alliance (The Lawsuit Reform Alliance of New York State, headed by its Executive Director, Tom Stebbins, previously associated with The New York State Business Council). Stebbins has excellent statewide contacts and influence in the state legislature and the Governor's office.

However, as powerful and impressive as this statewide alliance is, the ever-present, well-funded and immensely influential "Trial Lawyers" lobby has fought this statewide Scaffold Law Reform effort to what essentially is a draw. It was thought that with the exit of Assembly Speaker Sheldon Silver, prospects for significant reform would greatly improve, but thus far, that has not happened. Yet this is precisely the point at which patience, persistence and persuasion cannot falter. The reform effort continues.

As one veteran urban planner and civil engineer with considerable experience lobbying on the state level put it, "In Albany, to use a basketball analogy, there are a few issues that get resolved as easily as hitting a lay-up with no defenders in sight...but there are other issues that are as difficult as hitting a shot from half-court with one or more defenders leaping up with hands and arms flailing, to block you!"

For more than a dozen years, this planner-engineer was the pro-bono lobbyist for The New York State Association of Renewal and Housing Authorities. This association represented most of the public housing authorities, renewal agencies and Mitchell-Lama corporations throughout the state. On regulatory issues, he encountered little, if any, opposition. However when budget issues arose, "we were obviously competing with the multitude of all other state budget requests, so we didn't get what we asked for...hey, you win some, you lose some."

**"I could not quantify the millions of dollars that we have saved co-op boards over the years from the lawsuits that would have inevitably resulted if the state (or county) laws were changed to force a board's mandatory disclosure of the reasons behind their rejection of a prospective applicant/shareholder."**

#### Key Consultants

The BRI has been very successful in its lobbying efforts to defeat proposed bills that would truly be deleterious to the building and realty industry. I have a great "lobbying team" that has made this possible, that includes not only Glenn Riddell of The Riddell Group in Albany, but the BRI's Chief Counsel, Kenneth Finger (of Finger and Finger, A Professional Corporation, White Plains) and Consultants Nat Parish, P.E. and Richard Hyman, A.I.C.P.

They have been the BRI's most devoted and consistent participants in our lobbying activities over the years, bringing their incomparable expertise to bear on a wide variety of issues, both on the building and land use side, as well as the multi-family-housing industry side (building owners, co-op and condo boards, property managers, etc.).

In a future issue of IMPACT, I will take a look back at the massive legislative efforts during the last quarter of the past century, roughly from the 1970's through the 1990's that provided the formidable regulatory foundation and framework that the building and realty industry must operate within and deal with.



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# Study: Remodeling Market Indicators Maintain Strength & Upbeat Feelings in the Third Quarter

By Jeff Hanley, IMPACT Editor

WASHINGTON, D.C.

Market conditions for the remodeling industry are continuing their recent upbeat pace, according to a building, realty and construction industry report.

The Remodeling Market Index (RMI) of The National Association of Home Builders (NAHB) posted a reading of 57 in the third quarter, up two points from the previous quarter, NAHB announced on Oct. 19. For 18 consecutive quarters, the RMI has been at, or above, 50, which indicates that more remodelers report market activity is higher compared to the prior quarter than report it is lower. The overall RMI averages ratings of current remodeling activity with indicators of future remodeling activity, the study said.

“Remodelers are seeing higher demand in residential repairs, and expect to be busy well into the new year with jumps in work backlog, call for bids and proposal appointments, likely due in part to the significant damage caused by hurricanes across the southern states,” said NAHB Remodelers Chairman Dan Bawden, a remodeler from Houston. “However, the ongoing labor shortage is constraining how quickly the repairs can be completed.”

The study stressed that remodelers are finding it more difficult to find skilled labor. The report cites that more

than 90 percent of respondents said there is a shortage of finish carpenters. The figure is a significant increase from the third quarter of 2013, when only 44 percent of respondents reported a shortage of finish carpenters, the report added.

**“In addition to the labor shortage, the cost of materials is becoming a pressing issue for remodelers. Both of these issues are constraining remodelers’ ability to complete projects in a timely and cost-effective manner, especially moving forward after natural disasters.”**

— Robert Dietz, NAHB Chief Economist

The Current Market Conditions Component increased one point from the second quarter of 2017 to 56. Among its three major components, Major Additions and Alterations waned one point to 53, while Minor Additions and Alterations increased three points to 56. The Home Maintenance and Repair Component rose one point to 58, the study said.

The report added that The Future Market Indicators Index rose three

Continued on p. 14



Pictured, from left to right, PPI officials John SantaCrocce, Sal Indiviglia, and Louis Baldessarre.

## A Profile of BRI Member Firm Power Performance Industries (PPI)

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

ARMONK

Recently IMPACT sat down with Building and Realty Institute (BRI) member firm Power Performance Industries (PPI), a division of Transportation Technology, Inc., the market leader in emergency power generation equipment.

I spoke at length with CEO, John SantaCrocce, to get a picture of just what the emergency power generation equipment business looks like today through the lens of PPI.

Given the recent catastrophes in Texas, Florida, Puerto Rico and the Virgin Islands, the word ‘generator’ is one we now hear daily. The importance of this single piece of equipment has really hit home, literally.

**Q: Tell us about the history of PPI and what you actually do.**

**A:** PPI was founded by Louis Baldessarre 22 years ago in 1995 and has both a commercial and residential side operating within a 70-mile radius of Yonkers. We are a division of Transportation Technology, Inc., a locomotive diesel engine business that builds the head end power (HEP) units (gen sets) for passenger locomotives. The main engine is what powers and pulls the train. The HEP provides the power to the passenger cars providing light, heat, water and door opening & closing systems. We sell Head End Power units to diesel passenger customers and trains all over the country. One thing to note is that railroads primarily pull product, not people.

**Q: I see. So, what comprises the commercial/residential halves and who are some of your customers?**

**A:** The commercial side in dollars is much larger than the residential side which is many more in quantity. PPI customers include hospitals, hotels, nursing homes, restaurants, real estate companies, data centers and financial service companies. Some examples would be the United Nations, Westchester Medical Center, Lawrence Hospital, New York Presbyterian, Cablevision, Museum of Natural History in NYC, RPW Group, United Hebrew in New Rochelle, the Tarrytown Marriott Hotel and Iona College.

Continued on p. 13

## — THE MACKOUL DIFFERENCE —

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## Tune in to Building Knowledge



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Listen to Jeff Hanley, BRI Associate Executive Director, interview a different BRI Member each week!

**“What a nice surprise to hear Jeff Hanley and the BRI’s Radio Show on WVOX 1460 AM. I listen to the station all the time and I am happy that the BRI is now on it. Jeff and the BRI show how knowledgeable they are!”**

— Joe McCarthy, Board Member, Cooperative and Condominium Advisory Council (CCAC) of The Building and Realty Institute (BRI)

**“Jeff Hanley is a great host. He made the time on the show fly! I enjoyed being part of the show. Thanks to Jeff and to the BRI for making me sound good!”**

— Frank Cerbini, BRI Board Member and Vice President of The NHP Foundation

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# GDC Joins with Peekskill Officials in Ground-breaking for New Townhomes

PEEKSKILL

Continuing what event officials termed as a commitment to the revitalization of Peekskill, Ginsburg Development Companies (GDC) Principal Martin Ginsburg joined with Peekskill Mayor Frank Catalina and other city officials and dignitaries on Sep. 14 for a groundbreaking ceremony to mark the start of the construction of Gateway Townhomes.

Located at 700 Main Street at the gateway to the city from Route 9, Gateway Townhomes features 16 row house townhome-style condominiums, with a selection of triplex two- and three-bedroom homes ranging in size from 1,649 square feet to 1,915 square feet. The first floor of each townhome will feature an entrance hall, home office/guest room and a two-car garage. The second floor will consist of the living and dining rooms with a large eat-in kitchen, with the top floor featuring two or three bedrooms, GDC officials said.

Fourteen of the townhomes will be sold at market rate prices, starting at \$275,000. Two units will be offered as affordable workforce housing for those making up to 80 percent of the Westchester County Median Income, with a sales price of approximately \$240,000, GDC officials added.

**“We recognized the importance of this site as a gateway to the City of Peekskill and its downtown...”**

The City of Peekskill asked GDC, company officials said, to develop the former municipally-owned site as a for-sale homeownership project when GDC began the approval process for its Fort Hill Apartments luxury rental community located nearby.

“We recognized the importance of this site as a gateway to the City of Peekskill and its downtown and was happy to make this neighborhood townhome development part of our holistic commitment and investment in the city,” Ginsburg said. “We are pleased to offer GDC quality townhomes at prices that are very reasonable for new construction condominiums in Westchester County, ideal for both first-time home-

buyers and empty-nesters looking to downsize who want to enjoy the convenience of downtown living.”

“Thanks to Ginsburg Development Companies and everyone who has made this project a reality,” said Westchester County Executive Rob Astorino. “The

**“It represents the first new construction in this area of Main Street in over 65 years.”**

continued revitalization of Peekskill and developments like these being built all over Westchester proves over and over again that our county is a top-tier location to live, work, go to school, and raise a family.”

Catalina added: “I cannot express my joy and excitement at the commencement of this project. It represents the first new construction in this area of Main Street in over 65 years. We thank Martin Ginsburg and the Ginsburg Development Corp. for staying in Peekskill and accepting this challenging project. He is a true visionary who is changing the face of Peekskill forever, and we thank him.”

The townhomes, which are within an easy walk to downtown restaurants and shops, will share a shuttle bus to the Peekskill Metro-North Station with GDC’s Fort Hill development. Sales are expected to begin in the summer of 2018, GDC officials said.

Founded in 1964 by Ginsburg, GDC is a premier residential developer in the northern suburbs of New York City. With 50 years of experience and market leadership, GDC has built many of the region’s most successful and prestigious luxury developments, company officials said. Many have a Hudson River and/or transit-friendly focus, including Harbors at Haverstraw, Livingston Ridge in Dobbs Ferry, Ichabod’s Landing in Sleepy Hollow, Mystic Pointe in Ossining, Marbury Corners in Pelham and Christie Place in Scarsdale.

GDC’s developments have won numerous design and community planning awards. GDC also owns and manages a portfolio of commercial properties, located primarily in Westchester County, company officials added.

## Residents Begin Moving Into VillaBXV in Downtown Bronxville, Continued from p. 16

luxury residential developments throughout the region for more than 30 years, said sales have been strong from the time the development was announced.

“This is an exceptional opportunity in a special community, and it’s a case where the residences and the amenities more than match buyer expectations,” she said. “Virtually everyone who has toured the building has been impressed. The location is a two-minute walk from the village shops, restaurants and services and a 30-minute train ride and you’re in Midtown Manhattan. With our fully-decorated model residences now open, we expect the remaining homes will sell quickly.”

Platt noted that the quality of the construction is exceptional. “This is the best quality building I have seen since the “pre-war” era buildings that are so coveted by today’s buyers,” she said.

VillaBXV features a 24-hour doorman/concierge, a bright open lobby, a spacious club room with a catering kitchen that opens to an outdoor courtyard with a pavilion and bar, as well as a fitness room and a Zen garden.

The move-ins to the residences that have already been purchased will continue through the end of the year, project officials said.

### Background

Fareri Associates is a diversified real estate investment and development company well known for its more than 40 years of creating distinctive residential homes, as well as high-quality office and retail space, company officials said. Fareri specializes in high-end residential construction, as exemplified by the VillaBXV residences, officials said.

Fareri is also the developer, owner, or partner in many commercial and office properties, including Greenwich (Conn.) Office Park, a 380,000-square-foot Class A office center, and, in partnership with Simone Development, Purchase Professional Park, a 4-building 13-acre office campus in Harrison, spokesmen added.

Spokesmen said, in one of the largest real estate transactions in the region, Fareri signed a 99-year-lease with Westchester County on 60 acres adjacent to the Westchester Medical Center in Valhalla. The company plans to create the Westchester Bioscience & Technology Center, a 1.2-million square-foot laboratory and research complex on the site that will include 20 contiguous acres owned by Fareri. When complete, the \$3 billion project will be the largest and most advanced facility of its kind in the region. Fareri serves on the board of the Maria Fareri Children’s Hospital in Valhalla, a \$200 million project built in memory of his daughter, Maria.

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Lessons from Harvey, Irma and Maria, Continued from p. 2



Hurricane Irene’s rains caused massive flooding on most of Westchester’s roadways, including the Hutchinson River Parkway, above. Photo: NY Daily News

to 1-5 percent of the Dwelling/Building Limit (so for a home/building with a \$1,000,000 Insurance Replacement Cost and a 2 percent Wind Deductible, the owner would pay out-of-pocket for the first \$20,000 of wind-related damage).

Rain

- ❖ Claims for damage due to rain water are usually covered by your commercial property and homeowners policies, but...
- ❖ Wind-Driven Rain Water Damage may be excluded if wind didn’t cause the opening for water to enter (e.g. if the building had required roof repairs or brick pointing before a storm).

“When the next storm blows through, you don’t want to be saying to yourself - “If only I had bought that insurance.” Instead, buy the insurance, and hope you never have to use it.”

- ❖ Policies often exclude or only have minimal coverage for Sewer/Drain/Sump Back-up or Overflow and/or Underground Water (but endorsements may be available for coverage or higher coverage limits).
- ❖ Keep in mind, commercial property policies

may have higher deductibles for Water-Related Coverages.

Flooding

- ❖ Flooding can occur almost anywhere, not just in “High Risk” flood zones (we learned this here locally with Irene and Sandy, and witnessed it again with Harvey [especially], Irma, and Maria.)



Downtown Port Chester under water during Hurricane Sandy. Photo: Toni Gugliotta

- ❖ Homeowner policies exclude Flood Coverage, but some high-end carriers may offer coverage by endorsement.
- ❖ A Flood Policy is usually required to address storm water in a basement.
- ❖ Commercial Property Policies usually exclude Flood, but coverage may be available by endorsement, often subject to a high deductible.
- ❖ The National Flood Insurance Program offers limited Flood Coverages to all homeowners and businesses.

Other Key Storm-Related Coverages

- ❖ Homeowner Loss of Use Coverage pays for your temporary living expenses, if you are forced out of your home, because of a covered loss (e.g. roof blown off by hurricane winds).
- ❖ Business Income Coverage pays for lost income, if your business is shut-down, due to a covered storm loss.
- ❖ Commercial Insurance Policy Extra Expense Coverage could pay for a temporary office, and related expenses, while storm damage is being repaired.

- ❖ Off-Premises Utility Services Coverage pays for losses from storm-related utility interruption.
- ❖ Builders and Developers should be mindful of wind and flood coverages on the Builders Risk Policy.

As another hurricane season blows away, Building and Realty Institute (BRI) members are left thinking that “we got lucky this year!” But, use the (temporary) reprieve as a wake-up call. Review your insurance policies with your broker and ask - “For what storm-related claims am I

“The truly shocking and sad news is that less than half of these financial losses, especially those caused by flooding, are likely to be covered by insurance! Why? Because most people and businesses simply don’t have the right insurance to fully cover the effects for rain, wind, and flooding. And, they don’t discover the gaps until after the storm, when it’s too late.”

not covered?” And, “what other storm-related coverage options are available?” When the next storm blows through, you don’t want to be saying to yourself: “If only I had bought that insurance.” Instead, buy the insurance, and hope you never have to use it.

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 is based in Tarrytown. For more information on hurricane-related insurance coverages, contact your insurance broker, or Levitt-Fuirst, at (914)457-4200.

A Profile of BRI Member Firm Power Performance Industries (PPI), Continued from p. 11

- Q: Impressive examples. What does your staff look like to handle all this as well as the sales effort?**
- A:** First, there is Lou Baldassare, our founder and president. He has tremendous knowledge in the industry and is very technical. Our sales team is headed by Sal Indiviglia. There are two engineers on staff, one being an electrical engineer. Dan Horan is our Service Manager with two people in charge of scheduling and repair quotes. He also has eight technicians who perform start up, service and maintenance. We have a very high customer retention rate which tells us we are doing much more than just getting the job done.
- Q: Which brings up the question of what is your retention rate? And what would you say PPI brings to the table to achieve it?**
- A:** We have a 95 percent customer retention rate. We are more customer centric and provide 24/7 service. The value we bring is very real customer satisfaction. An annual satisfaction survey we conduct, which typically goes out mid-year, really helps us to measure, monitor and manage. It’s a crucial step to have in place and a vital tool to understanding and knowing. Measuring informs managing, so when you measure you can manage effectively. If you don’t, you can’t know where you’ve been, what has changed, or where you need to go.
- Q: It certainly sounds like it’s working for PPI. Given the epic storm sequence and unprecedented challenges to local, state and federal governments as well as homeowners over the last few months, how is it affecting PPI?**
- A:** Yes, it’s been an unbelievable hurricane season. The actual lead generation for us has more than tripled so we are extremely busy following these. To be clear, these are leads and not orders but check back with us on that point.
- The effects go back to Hurricane Sandy in 2012, which put emergency power generators on the map. Building code changes were put in place

such as NY City’s requirements for emergency power in any building over seven stories for life safety purposes. As a result of the flooding that occurred downtown and at New York Hospital generators can no longer be in basements. As a result, you see enormous cranes in the NYC skyline lifting generators onto rooves of high-rise buildings.

When you think about country clubs or restaurants, for instance, who had weddings booked and were without power for any amount of time, it all becomes a mammoth rolling disaster. These aren’t the things you think about first when looking at the suffering in Texas, Florida or Puerto Rico, but they are all terribly real facets of unpredictable weather and fierce storms. A generator in a home or business simply provides at the very least, some peace of mind for safety and health.

- Q: And last, but not least, John. How did you become part of PPI?**
- A:** Before joining PPI, I was CEO for Argo International Corporation, a global distributor of electrical, automation, motion control, power distribution, fluid handling, and pumping equipment, components, new units, and renewal spare parts for the worldwide industrial, commercial and process industries. I travelled all over the world expanding business in China, India, Morocco, the Philippines and Canada resulting in revenues of approximately \$100 million. And then one day my wife passed away suddenly and unexpectedly. Our son was only ten years old at that time and travelling at the rate I did became untenable. Certainly, in my son’s interest, I had to make changes, which I did, and was fortunate to find the opportunity at Power Performance Industries. PPI is thriving, and so is my son.
- Q: A very hard road to travel, indeed. I’d like to thank you for talking to IMPACT and also say that Power Performance Industries is a valued member of the BRI. You were a guest on the BRI’s radio show, “Building Knowledge” on WVOX 1460 AM on Sep. 8th, so I invite people to listen to the interview at: buildersinstitute.org/bris-radio-show**

The Fordham Real Estate Institute (REI) Announces New Masters’ Degree Program in Real Estate, Continued from p. 16

- ❖ Real Estate Development;
- ❖ Construction Project Management;
- ❖ Commercial Property Management;
- ❖ Residential Property Management.

Officials added that the MSRE curriculum presents the essential elements of real estate finance, investment, development and management. Both programs are developed and taught by leading industry practitioners and are centered on imparting real-world professional skill sets, officials added.

Further information can be obtained by visiting [www.fordham.edu/realestate](http://www.fordham.edu/realestate).

Tech Talk

How Costly Is That Free E-Mail Service That You Are Using?

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

Examples of free email services are Yahoo!, Gmail, Hotmail, sbcglobal.net, etc. In the event of a problem with your account, there is no support or customer service for free accounts (the last line of the trouble-shooting guide states “If these steps have not resolved the issue, feel free to set up a new email account.”). Lost data is lost permanently, and there is no one to turn to for help.

Have you ever wondered how these companies are able to offer you a free email account? Once you sign up and begin sending and receiving email messages, you have become a target in the company’s sales and marketing sights, sharing your interests, your connections, your customers’ information, and even what your personal finances look like. Computer programs search and catalog every message you send, and every message you receive (no matter where the incoming messages originate), picking out words and phrases which are then used in targeted ad campaigns. You can see the result in the ads which appear on the side of the email screen, and are sometimes embedded within your email messages themselves.

The Image of Your Company

Using a free email service in place of your company domain name can raise a red flag to consumers, resulting in them deleting your email messages without reading them, or even reporting them as spam. This can stall the growth of your small business and hurt your reputation.

Another Domain Name Scam

Many of my customers have been sending me this notice they receive via email: “Dear Domain Owner, Don’t miss out on this offer which includes search engine submissions for yourdomain.com...” It appears to be an invoice for renewing their domain name. But keep reading! “There is no obligation to pay for this order unless you complete your payment by xx/xx/xx. Our services provide submission and search engine ranking for domain owners. Failure to complete your search engine registration may result in the cancellation of this order (making it difficult for your customers to locate you using search engines on the web). You are under no obligation to pay the amount stated above unless you accept this offer.” This is an advertisement made to look like an invoice. Many customers pay it out of fear of losing their domain. Just ignore it! And, finally, if you receive an invoice that you don’t expect from someone you don’t know, delete it!

Editor’s Note: Andrea Wagner, a member of The Building and Realty Institute of Westchester and The Mid-Hudson Region (BRI), is President of Wagner Web Designs, Inc. The company specializes in optimized small business websites. Questions to Wagner can be directed to (914) 245-2626.

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# RM Friedland Reports Strong Second Quarter

HARRISON

RM Friedland recently announced the conclusion of what company officials termed as “a financially significant second quarter of 2017.”

Between April and June, RM Friedland closed deals throughout Westchester County and the Bronx totaling more than \$15.1 million and 104,806 square feet of space, company officials said. The activity included four sales with an aggregate value of more than \$5.7 million, as well as 13 lease deals with a total size of 80,208 square feet.

Company officials added that RM Friedland also secured exclusive listings for 18 retail, industrial and office properties for sale, or lease, throughout Westchester, the Bronx and Connecticut in the second quarter. The properties include:

- ❖ One North Broadway, White Plains - The team of Beth White and Lisette Aller is handling 11,000 square feet of retail space available for lease at One North Broadway, a 15-story high-rise building in downtown White Plains.
- ❖ 280 Ferris Avenue, White Plains - William Anson, managing director of RM Friedland’s Industrial Division, is overseeing the lease of a 9,100 square-foot, single-story industrial building immediately off exit 6 on I-287 and close to Metro North.
- ❖ 145 Saw Mill River Road, Yonkers - Brokers Elias Everett and Daniel Landau are handling the lease of three industrial units ranging in size from 2,793 to 8,592 Rentable Square Feet (RSF), totaling more than 15,000 square feet in what was termed by RM Friedland officials as “a classic, loft-style building located in the Carpet Mills Arts District of Yonkers.”
- ❖ 117 Boston Post Road, Waterford (Conn.) - Colleen Quinn, managing director of RM Friedland’s Retail Division, is overseeing the lease of 131,000 square feet of retail space in the Waterford Plaza, which features tenants Super Stop & Shop, Jo-Ann Fabrics, McDonald’s and Dollar Tree.

“The success our company as seen during the second quarter of 2017 is a direct result of our team’s talent and the value that we bring to clients across all divisions,” said Sarah Jones-Maturo, president of RM Friedland. “The addition of these exclusive listings to our client roster speaks to the expertise we have in our key markets and the trust that New York Metro area developers and businesses have in our firm. We look forward to continued success throughout the remainder of the year.”

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, company officials said.

The company’s brokers are supported by robust databases and a capable staff that is dedicated to the success of each broker, RM Friedland spokesmen added.

RM Friedland is based at 440 Mamaroneck Avenue in Harrison.

## Study: Remodeling Market Indicators Maintain Strength & Upbeat Feelings in the Third Quarter, Continued from p. 11

points from the previous quarter to 58. Calls for Bids increased two points to 58, The Amount of Work rose three points to 56, the Backlog of Remodeling Jobs gained two points to 60 and Appointments for Proposals increased four points to 59.

“In addition to the labor shortage, the cost of materials is becoming a pressing issue for remodelers,” said NAHB Chief Economist Robert Dietz. “Both of these issues are constraining remodelers’ ability to complete projects in a timely and cost-effective manner, especially moving forward after natural disasters.”

NAHB said that the full RMI tables can be seen by visiting [www.nahb.org/rmi](http://www.nahb.org/rmi).

Albert Annunziata, executive director of The Builders Institute (BI)/Building and Realty Institute (BRI) of Westchester and The Mid-Hudson Region,

said the findings of the report reflect local conditions.

“We continue to hear upbeat reports from our remodeler members who are part of our Remodelers Advisory Council (RAC),” Annunziata said. “There are areas in our region where work levels are steady.”

Annunziata added that the labor shortages described in the report are also common in the Westchester and Mid-Hudson Region. He cited that the Nov. 16 General Membership Meeting of the BI-BRI will deal with the issue and its effects on the building, realty and construction industry. The meeting - entitled “Skilled Labor Shortages in Construction and The Immigration Factor!” - is scheduled to begin at 6 p.m. It will be at The Crowne Plaza Hotel in White Plains.

# MacQuesten Announces Plans for 1510 Broadway, A New Mixed-Use, Transit- Oriented Development

NEW YORK

MacQuesten Development recently announced plans for 1510 Broadway, a new 97,000-square-foot, transit-oriented residential complex in the Ocean Hill-Brownsville section of Brooklyn.

The complex will feature 65 affordable rental apartments and approximately 11,000 square feet of ground-level retail space, company officials said.

Located at 1510-1524 Broadway on the corner of Hancock Street, the six-story development is next to the Halsey Street subway station. The residential component will be comprised of 26 one-bedroom units, 22 two-bedroom units, 11 three-bedroom units and six studios, company officials added.

Amenities, company spokesmen said, will include a 7,000-square-foot outdoor courtyard located on the second floor; a 1,000-square-foot residential lounge and kids’ playroom on the first floor; a 700-square-foot resident lounge on the second floor; 45 bike parking spaces on the first floor and in the cellar; and a laundry room on the first floor. There will be 39 parking spaces for the residential units and retail.

“We are very excited about our newest project in Brooklyn. This innovative transit-oriented development will provide area residents with well-designed affordable apartments and attractive retail stores while adding new vitality

to the neighborhood. We are committed to building sustainable multi-family housing for the communities where they are needed most,” said Rella Fogliano, founder and chief executive officer of MacQuesten Development.

The complex is the second transit-oriented residential project currently in development by MacQuesten in Brooklyn. In the East New York section of the borough, MacQuesten is constructing Van Sinderen Plaza, a \$56 million, 193,000-square-foot complex that will include 130 affordable rental apartments and more than 25,000 square feet of retail and community space. Located at 679 Van Sinderen Avenue and 180 New Lots Avenue, the complex will comprise two seven-story buildings featuring one-, two- and three-bedroom rental apartments, company spokesmen said.

Based in Pelham, MacQuesten Development specializes in financing, designing and construction management of multi-family, affordable housing and commercial properties, which are then privately held by affiliated companies, company spokesmen said. The firm has developed 11 buildings and 1,500 units of affordable housing in New York City and Westchester County since 1992. MacQuesten has current development projects in excess of \$200 million throughout the five boroughs and Westchester.

## Houlihan Lawrence Reports Two Appointments to Its LaGrangeville Office In Dutchess County

LAGRANGEVILLE

Houlihan Lawrence recently announced that it has recruited two experienced real estate agents, Jennifer Amicucci and Janet Myer, to its LaGrangeville office in Dutchess County.

Amicucci previously worked at Exit Realty Connections, where she was a top agent. Amicucci was also the recipient of numerous professional awards. She has been a real estate agent for more than 10 years, company officials said.

Amicucci said that she vows to educate, inform, and empower her clients with the latest technological tools which will provide the knowledge necessary in making smart decisions about real estate. She added that she also vows to provide “the finest real estate service based on the highest standard of ethics, values, and client care.”

Myer began her real estate career with the Corcoran Group in New York City. She eventually moved to the suburbs and took her love of architecture, antiques and design to start an interior design/lifestyle business, specializing in staging homes. Myer has also bought, renovated and sold homes in Litchfield and Fairfield County (Conn.), as well as in Columbia and Dutchess counties, company officials said.

Houlihan Lawrence’s LaGrangeville Office serves Dutchess, Putnam, Westchester, Orange, Rockland, Ulster and Columbia Counties, officials said.



Jennifer Amicucci



Janet Myer



## The BRI’s Holiday Reception Set for Dec. 15

By Jeff Hanley, IMPACT Editor

TARRYTOWN

The Builders Institute (BI)/Building and Realty Institute (BRI) of Westchester and The Mid-Hudson Region recently announced the scheduling of its 2017 Holiday Reception.

BRI officials said that the event has been scheduled for Friday, Dec. 15, 5:30 p.m. to 9:30 p.m., at The Abigail Kirsch at Tappan Hill Mansion in Tarrytown.

Event officials said that mailers on the reception - with full details on the event - will soon be sent to the BI-BRI membership, as well as to additional members of the building, realty and construction industry.

“We are very excited about the location of this year’s reception,” said Albert Annunziata, executive director of the BI-BRI. “The Abigail

Kirsch at Tappan Hill Mansion is an excellent facility. We are sure that our members will be very pleased with the location, and the entire event.”

Further information on the reception can be obtained by contacting Maggie Collins, director of membership for the BI-BRI and the reception’s coordinator, at (914) 273-0730. Inquiries are also being accepted at [maggie@buildersinstitute.org](mailto:maggie@buildersinstitute.org), event officials said.

The BI-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. Those members are involved in virtually every area of the building, realty and construction industry.

Formed in 1946, the BI-BRI is recognized as one of the leading business membership groups in New York State.

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# The Real Estate Institute at Fordham University's School of Professional and Continuing Studies Announces Its Regional Partnership with HGAR

WHITE PLAINS

**The Real Estate Institute at Fordham University's School of Professional and Continuing Studies recently announced the expansion of professional certificate programs to Westchester County.**

Beginning in September, in-person courses in the Real Estate Finance and Investment and Construction Project Management Certificate Tracks were scheduled for Fordham's West Harrison campus, as well as at the University's Lincoln Center campus in New York, and online, officials said.

As part of the expansion, officials said, The Real Estate Institute has launched a partnership with The Hudson Gateway Association of Realtors (HGAR). HGAR members have access to a preferential tuition package to help advance their careers through the program's professional real estate certificates.

Anthony R. Davidson, dean of the School of Professional and Continuing Studies, formally announced the partnership during an information session on June 22 at HGAR's offices in White Plains.

"Our program was designed to empower students to advance their careers by providing them with the core competencies and practical skills they need to succeed in today's changing real

estate markets," said Davidson. "We're thrilled to bring this opportunity to Westchester, and especially to members of an esteemed organization such as HGAR, which will be a vital partner as we continue to expand our program's footprint and offerings."

Richard Haggerty, chief executive officer of HGAR, added: "Our partnership with Fordham's Real Estate Institute has the potential to provide tremendous benefits to the HGAR members involved in commercial real estate, and for the real estate professional who wants to raise the bar on their professional development."

Launched last January, The Real Estate Institute currently offers professional certificates in:

- ◆ Real Estate Finance and Investment
- ◆ Real Estate Financial Modeling
- ◆ Real Estate Development
- ◆ Construction Project Management
- ◆ Commercial Property Management
- ◆ Residential Property Management

Developed for current professionals, up-and-coming professionals, and investors/owners, Fordham's Real Estate Institute matches a practical curriculum with masterful instructors, spokesmen said.

Adjunct faculty are industry veterans from companies like RXR, Douglas Elliman, Shorenstein, Starrett Corporation, Jones Lang LaSalle, CBRE, Plaza

Construction, I-Grace, and others. Six-week and intensive courses are offered in person at Fordham's Lincoln Center and Westchester campuses, as well as online. Students are offered the flexibility to take in-person courses in both locations, spokesmen added.

The professional certificate programs, officials said, are the first of what the Real Estate Institute plans to be a robust slate of offerings that will be rolled out throughout the remainder of the year.

The Real Estate Institute at Fordham's School of Professional and Continuing Studies offers what spokesmen termed as "a comprehensive array of professional certificates and industry events, with an anticipated launch of graduate degrees in the near future."

HGAR is a not-for-profit trade association covering approximately 10,500 real estate professionals doing business in Westchester, Putnam, Rockland, and Orange counties, as well as Manhattan. The organization is the second largest Realtor association in New York and one of the largest in the country, association officials said. The Hudson Gateway Multiple Listing Service (HGMLS), owned and operated by HGAR, offers some 24,000 properties in the Bronx, Westchester, Putnam, Dutchess, Rockland, Orange, Sullivan and Ulster counties. It is among the top 50 largest MLS's in the U.S.

## Simone Announces Two New Leases

YONKERS

**S**imone Development Companies recently announced signing two new leases totaling approximately 9,500 square feet of medical space at the Boyce Thompson Center, termed by company officials as an innovative 85,000-square-foot, mixed-use center in Northeast Yonkers.

ColumbiaDoctors, a multi-specialty medical practice affiliated with Columbia University and New York-Presbyterian Hospital, has signed a long-term lease for 6,839 square feet of space on the second floor for physician offices primarily for cardiology and other medical subspecialties. Maureen O'Boyle and Gerard Lees of Cushman and Wakefield represented ColumbiaDoctors, officials said.

In another medical lease transaction, Riverside Dental Health PC has leased 2,621 square feet on the lower level. The dental practice is moving from another location in Yonkers, officials added.

With the addition of the medical and dental practices, officials said, the Boyce Thompson Center is now more than 85 percent leased. The center has emerged as a hub for medical practices, most notably St. John's Riverside Hospital and WESTMED Medical Group.

On the northern end of the Boyce Thompson Center, St. John's Riverside Hospital occupies a new two-level, 15,000-square-foot freestanding building for outpatient care and physician offices. Services include internal medicine, family medicine, cardiology, orthopedics, pulmonology, neuro spinal, nephrology, GI, general surgery, pain management and a continuity clinic, spokesmen said.

WESTMED Medical Group Services include OB/GYN, perinatology and family medicine. WESTMED also offers on-site diagnostic imaging and Urgent Care, spokesmen added.

Other healthcare tenants, officials said, include Westchester Gastroenterology, Juvanni Med Spa and Family Wellness Pharmacy. Retail tenants include Tompkins Mahopac Bank, PLUSHBLOW Salon, Ultimate Spectacle and The Taco Project. Fortina, one of the region's most popular restaurants, was scheduled to open its fifth restaurant in September at the Boyce Thompson Center.

"We are delighted to welcome ColumbiaDoctors and Riverside Dental Health to our growing roster of medical tenants at the Boyce Thompson Center. By offering new medical facilities in an environment with retail stores, restaurants and free parking, the Boyce Thompson Center is at the forefront of today's consumer-driven healthcare developments," said Guy Leibler, president of Simone Healthcare Development.

Simone Development Companies is a full-service real estate investment company specializing in the acquisition and development of office, retail, industrial and residential properties in the New York tristate area, company officials said. Headquartered in the Bronx, the privately held company owns and manages more than 5 million square feet of property in the Bronx, Westchester County, Queens, Long Island and Connecticut.

Spokesmen said that the company's portfolio includes more than 100 properties and ranges from multi-building office parks to retail and industrial space. The firm's largest and most successful development is the 42-acre Hutchinson Metro Center office complex directly off the Hutchinson River Parkway in the Pelham Bay section of the Bronx.

The first two phases of the complex, which comprise nearly 750,000 square feet of Class A office and medical space, are fully leased. Two additional phases totaling 650,000 square feet (the 370,000-square-foot Metro Center Atrium and the 280,000-square-foot Tower Two), are completed and fully leased, spokesmen added.

## Houlihan Lawrence Hosts Forum on International Luxury Market

PURCHASE

**M**ore than 60 Houlihan Lawrence agents gathered for a forum on Jul. 27 on the international luxury market, company officials recently announced.

The event featured a conversation with Houlihan Lawrence President Chris Meyers and Nick Churton, managing director of Mayfair International Realty. The two talked about trends in the international market and today's changing demographics. The forum was at Five Sarosca Farm in Purchase, listed with the firm at \$10.95 million, company officials said.

"The market is changing, and not just in the U.S. - it's everywhere. Empty nesters aren't retiring to a nice, quiet life by the sea, they're moving back into town," Churton said. "And, millennials, who now have established careers and money, don't think the same as their parents, at all."

Mayfair operates as the London office of Houlihan Lawrence. Churton stressed the importance of London as an international business center and utilizing the firm's global reach in selling specialized luxury properties in local markets.

As a case study for success, Meyers cited a modern home Houlihan Lawrence had listed in Columbia County, designed by legendary contemporary artist and activist Ai Weiwei. The ultimate buyer was traveling in Singapore and had seen the property in a Financial Times piece placed as

part of Mayfair's international public relations strategy for the property, Meyers said.

Five Sarosca Farm Lane, listed by Pollena Forsman, is a 16,764-square-foot, 19-room estate on 7.23 magnificent, rolling acres overlooking Old Oaks Country Club. Among the property's most unique attributes is an extensive sports facility, boasting batting gates, putting greens, a soccer field, a regulation-sized basketball court and a tennis court, officials said.

Houlihan Lawrence is the leading real estate brokerage serving New York City's northern suburbs, company spokesmen said. Founded in Bronxville in 1888, the family-run company is deeply committed to technological innovation and the finest client service, company spokesmen added.

The firm has 30 offices and more than 1,300 agents serving Westchester, Putnam, Dutchess, Columbia, Ulster and Orange counties in New York and Fairfield County in Connecticut. The company ranks in the top 20 of all brokerages nationally and achieved a total sales volume of over \$6 billion in 2016, company spokesmen said.

Founded in 1995, the Mayfair Office, company officials said, has grown to become one of the foremost groups of luxury real estate agents in England, Scotland, Wales and Ireland. In 2005 the group was expanded to North America. Mayfair International Realty members currently can be found across the globe, bringing sophisticated international real estate marketing to a worldwide community of buyers and investors.

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## The Fordham Real Estate Institute (REI) Announces New Masters' Degree Program in Real Estate

### NEW YORK

The Fordham Real Estate Institute at Lincoln Center (REI) recently announced that it is accepting applications for its inaugural Master of Science in Real Estate (MSRE) class.

The class will start in Jan. of 2018. The 36-credit graduate degree, which can be completed in as little as one year, builds on the success of REI's seven real estate certificate programs offered through Fordham's School of Professional and Continuing Studies, officials said.

Taught by what officials termed as "top industry professionals working in the field," Fordham's MSRE is designed to provide professionals in real estate with a thorough understanding of the multi-disciplinary industry, while allowing them to focus on areas of the business that are consistent with their own career pursuits. Officials said that flexibility is at the core of the program: part-time and full-time students will be able to take classes in person at Fordham's Lincoln Center or Westchester County campuses, as well as online.

The program was designed in consultation with industry leaders such as Dr. Hugh Kelly, chair of the Fordham REI Curriculum Committee and Special Advisor to the Fordham REI board, who is the former Chief Economist for Landauer Associates and Past International Chair of the Counselors of Real Estate, officials said.

"Students in our MSRE will have the best of all possible worlds," said Anthony R. Davidson, dean of Fordham's School of Professional and Continuing Studies, which houses the REI. "Not only will our MSRE program allow students to learn from the best in the business at a top-ranked, global university, but they will also have the opportunity to network with fellow real estate professionals in class and at industry events, as well as Fordham's vast and loyal alumni network."

Officials said that the REI offers a comprehensive array of professional certificates - and a Master of Science in Real Estate - at its campuses in Lincoln Center and Westchester County. Serving professionals and owners/investors of all types, the certificate program has seven specialized tracks:

- ❖ Real Estate Finance and Investment;
- ❖ Real Estate Financial Modeling;
- ❖ Commercial Real Estate Credit Analysis;

*Continued on p. 13*

## Development Study: Residents Begin Moving Into VillaBXV in Downtown Bronxville

### BRONXVILLE

Some things are worth waiting for. For the Village of Bronxville that has proven to be the case with VillaBXV, the stunning new condominium that, in October, welcomed its first residents more than a decade after a residential plan for the property in the heart of the village's charming downtown was first approved. Eighty percent of the homes have been sold.

The stylish 53-home building on Kensington Road was developed by Fareri Associates and constructed by Gateway Development, a Fareri company. It is the culmination of plans to redevelop the site that have been in the works since the mid-2000's. A prior developer was caught in the 2008 housing market collapse and was unable to move forward with its approved plan for the long vacant site, officials said.

Three years ago, the Village Board decided the time had come to reactive the development effort and sought proposals from developers. After careful review, Greenwich-based Fareri, which is well known for its high-quality residential developments, particularly in Greenwich, was selected to tackle the complex construction that involved major excavation and site work immediately adjacent to the MetroNorth Harlem line tracks. Construction began in mid-2015, officials said.

Project officials said that Fareri held to the essential architectural design that had already been approved by the village. However, the company made numerous adjustments to floor plans, window designs and made a myriad of often subtle changes to interior and exterior design elements that significantly enhanced the aesthetic appeal and of the building and the layouts of the residences. The build-

ing's classic Mediterranean styling fits comfortably with the architectural look of Bronxville while featuring European designs and contemporary interiors.

### A Test

"We knew we had a unique opportunity with this community and this site," said John Fareri, who founded his company more than 40 years ago. "We have earned a reputation for tackling very challenging sites and making them work and this site put us to the test. But with Gateway President Jim Carnicelli and his construction crews we finished on time and we are extremely pleased with the end result."

Carnicelli said the job required extensive coordination with both the village in terms of monitoring truck traffic to and from the site and MetroNorth.

"Construction of this nature is commonplace in Manhattan or other major urban downtowns, but rare in a community like Bronxville," he said. "Transforming a site in an existing downtown area is not like building on an open field. You go in knowing that and make sure you have people who understand this type of construction on the job. Then it works."

He added: "It's also necessary to have commitment and buy-in from a lot of different individuals and organizations to assure that everything goes right. We had great cooperation from the village and everyone else involved. While construction projects of this scope by their nature cause some level of disruption, I think we came through it well."

The site had once been the home to Lawrence Park Heat, Light and Power, a local utility company that for more than a century provided electricity to the village. The plant was finally closed and torn down. The site was then used for

municipal parking while it waited for redevelopment. The village ended up owning the property and ultimately sought developers to construct a residential property. This resulted in today's basic design by Sullivan Architects of White Plains.

In order to undertake the new construction, Fareri conducted a major excavation that required extreme care because of the proximity of the railroad tracks and other nearby structures including Christ Church. The deep excavation, that included the removal of 20,000 cubic yards of contaminated soil from the days of the coal-fired power plant, was necessary to allow construction of a 309-space parking garage serving both the village and VillaBXV.

The village recently opened its portion of the garage that provides 203 spaces for use by local residents, shoppers and merchants. The balance of the spaces is for VillaBXV residents, guests and staff. Each residence includes garage parking.

### A Noteworthy Addition

Bronxville Mayor Mary Marvin said she is extremely pleased with the new addition to the downtown.

"The redevelopment of this property has been a long time coming and what has been created by John Fareri and his partners is something we all can be proud of," Marvin said. "It fits in perfectly, provides wonderful new residential opportunities, many of which have been taken by village residents who are downsizing from large homes, and replaces what has long been an under-utilized site. In many ways, it has been the missing piece in the downtown and now it has been seamlessly filled with this great new building."

Elise Platt, the director of sales and marketing for VillaBXV, who has marketed

*Continued on p. 12*