



A NEW BRI PRESIDENT

Vincent Mutarelli (right) was recently elected President of The Building and Realty Institute (BRI) for 2018. Mutarelli was elected at the Dec. 7 Board of Trustees' Meeting of the BRI at The Doubletree by Hilton Hotel in Tarrytown. Also pictured during the BRI's "Traditional Passing of the Presidential Gavel Ceremony" is Carmelo Milio, president of the BRI in 2016 and 2017. The BRI, also known as The Builders Institute (BI), is a building, realty and construction industry membership association. The organization has more than 1,800 members in 14 counties of New York State. *Photo by Jeff Hanley*

**Featured in This Issue -
"A 2017 Retrospective Report!"**

**See Pages 8 to 11 for a review of
some of The BRI's Many Meetings,
Seminars and Outreach Efforts.**

Impact

JANUARY/FEBRUARY 2018 VOL. 17 NO. 1

Serving Westchester and the Mid-Hudson Region

News for the
Building and Realty
Industry

72

Years of
Providing Knowledge
to the Building Community



FEATURES

2 From The Editor's Desk: Hanley's Highlights

Do Not Miss Our
Extensive Tribute to
2017, A Productive
and Memorable Year
for the BRI

By Jeff Hanley, *Impact* Editor



2 Insurance Insights A Review of New York State Paid Family Leave

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



2 Co-op and Condo Corner

The CCAC Offers A Solution
to the "Wish Lists" of Board
Members of Our Area's Co-ops
and Condos!



By Diana Virrill, Chair, The
Cooperative and Condomini-
um Advisory Council (CCAC)

3 Counsels' Corner

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

By Kenneth J. Finger, Carl L. Finger,
& Daniel S. Finger, Finger & Finger,
Chief Counsel to The Builders Institute



(BI)/ Building and Realty Institute (BRI)

5 Membership

Did You Know All About
"The Hidden Benefits of
Membership" in The Building
and Realty Institute?

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



Economic Panel: Housing Will Continue to Gain Ground in 2018

ORLANDO

The newly enacted tax law will create a more favorable tax climate for the business community, which should spur job and economic growth and keep single family housing production on a gradual upward trajectory in 2018.

That was the sense of economists speaking on Jan. 9 at the National Association of Home Builders (NAHB's) International Builders Show in Orlando.

"We expect that tax reform will boost Gross Domestic Product (GDP) growth to 2.6 percent in 2018, and this added economic activity will also bode well for housing, although there will be some transition effects in high-tax jurisdictions," said NAHB Chief Economist Robert Dietz. "Ongoing job creation, expected wage increases and tight existing home inventory will also boost the housing market in the year ahead."

Economists added, however, that builders will continue to deal with ongoing supply-side headwinds in 2018 that will dampen more robust growth. The factors include an increasing number of unfilled construction jobs, a shortage of buildable lots and a slow growth in acquisition, development and construction loan activity that is failing to keep pace with rising demand, economists said.

In addition, economists said, regulatory costs stemming from building codes, land use, environmental and other rules have jumped 29 percent in the past five years, factors that have had significant impacts on housing affordability. The ongoing U.S.-Canada softwood lumber trade dispute is further exacerbating the situation, as the price of softwood lumber has increased 20 percent from a year ago, the economists added.

The Outlook

As the economy continues to strengthen, NAHB officials said that they expect 30-year fixed-rate mortgages will average 4.31 percent in 2018 and 4.82 percent in 2019.

Single family housing starts are expected to rise five percent in 2018 to 893,000 units and increase an additional five percent to 940,000 next year, NAHB officials said.

Setting the 2000-2003 period as a benchmark for normal single family housing activity when single family production averaged 1.3 million units annually, single family starts are expected to gradually rise from 63 percent of what is considered a typical market in the third quarter of 2017 to 73 percent of normal by the fourth quarter of 2019, NAHB officials said.

On the multifamily side, NAHB spokesmen said that they are expecting multifamily starts to edge 1.6 percent lower this year to 354,000 units from a projected 360,000 total in 2017. The total, officials added, is a sustainable level due to demographics and the balance between supply and demand.

Continued on p. 4

REPORT: Housing Market Makes Modest Gains Even as Permits Slip

By Jeff Hanley, *IMPACT* Editor

WASHINGTON, D. C.

Overall housing and economic activity in metro markets across the U.S. remained on a gradual, upward trend in the fourth quarter of 2017, according to a building and realty industry report.

The trend occurred even as permit activity remained "a stubbornly lagging indicator," according to the National Association of Home Builders (NAHB)/First American Leading Markets Index (LMI). The study was released on Feb. 6.

"While the home price appreciation and employment components of the LMI are at healthy levels and continue to expand, we are concerned with the sluggish permit activity," said NAHB Chief Economist Robert Dietz. "The weak permit numbers indicate that builders may be hesitant to start projects as they contend with supply-side hurdles, such as rising material prices and labor shortages."

NAHB Chairman Randy Noel added that the report shows the overall housing market moving forward at a "gradual pace," with the fastest-growing metro areas mostly in the South and West.

"Continued economic growth, rising consumer demand and a pro-business political climate should keep housing on an upward trajectory in 2018," Noel said.

Specifics

Markets in 195 of the 337 metro areas nationwide returned to, or exceeded, their last normal levels of economic and housing activity in the fourth quarter of 2017, the report said. The figure represents a year-over-year net gain of 25 markets. Meanwhile, 82 percent of markets

Continued on p. 4

The BRI Begins to Prepare for Its Labor Contract Negotiations with Local 32-BJ Ser- vice Employees Inter- national Union (SEIU)

By Jeff Hanley, *IMPACT* Editor

ARMONK

The Building and Realty Institute (BRI) has begun its preparations for its upcoming Labor Contract Negotiations with Local 32-BJ Service Employees International Union (SEIU), BRI officials recently announced.

The two entities will soon begin negotiations on a new contract. The current agreement expires on Sep. 30. It began on Oct. 1, 2014.

Representing 430 employer cooperatives, condominiums and apartment building owners, the BRI will be bargaining on behalf of its component associations. Those organizations are The Advisory Council of Managing Agents (ACMA), The Apartment Owners Advisory Council (AOAC) and The Cooperative and Condominium Advisory Council (CCAC), BRI officials said.

Local 32-BJ SEIU represents thousands of

Continued on p. 7

The Cooperative and Condominium Advisory Council (CCAC) Unveils Its Agenda for 2018

By Jeff Hanley, *IMPACT* Editor

ARMONK

One of the leading co-op and condo membership associations in New York State recently announced its series of initiatives for 2018.

Representatives of The Cooperative and Condominium Advisory Council (CCAC) of Westchester and The Mid-Hudson Region recently said that the organization will continue its aggressive agenda for its membership throughout the new year on the following points:

- * Providing Membership Meetings and Educational Seminars on key local and state issues affecting the co-op and condo sector;
- * Providing Bulletins and Publications to the association's membership on all processes affecting co-op and condo operations;
- * Enhancing the Referral Services of the CCAC. The CCAC utilizes the resources of its affiliate organization, The Building and Realty Institute (BRI) of Westchester and The Mid-Hudson Region, for referrals on a variety of services for members of Boards of Directors of co-ops and

Continued on p. 5



A Review of New York State Paid Family Leave

TARRYTOWN

What is Paid Family Leave?

Starting in January of 2018, Paid Family Leave (PFL) became a mandatory benefit in New York, providing employees with job protection and paid time off for these qualifying events:

- ◆ Providing care for family members* with serious health conditions
- ◆ Bonding leave after giving birth, adoption, or welcoming a child into foster care
- ◆ Qualifying military service

*Family members are defined as spouses, domestic partners, children, parents, parents-in-law, grandparents and grandchildren.

Employees are also guaranteed to be able to return to their job and continue their health insurance. If you contribute to the cost of your health insurance, you must continue to pay your portion of the premium cost while on Paid Family Leave.

Weekly Leave Overview

Benefit chart for employees taking paid leave in weekly increments (regardless of full-time or part-time).

| Benefit Stage Effective Date* | Maximum Length of Paid Leave* | Maximum Benefit Amount** | | |
|-------------------------------|-------------------------------|---|--|---|
| | | Payable % of Employee's Average Weekly Wage (AWW) | To the Maximum % of NY Average Weekly Wage | \$ Max based on 2016 NYSAWW of \$1,305.92** |
| 01/01/2018 | 8 weeks | 50% | 50% | \$653 |
| 01/01/2019 | 10 weeks | 55% | 55% | \$718 |
| 01/01/2020 | 10 weeks | 60% | 60% | \$784 |
| 01/01/2021 | 12 weeks | 67% | 67% | \$875 |

* While this is the anticipated phase-in schedule, New York State may delay increases at its discretion.
**NY Department of Labor releases the updated NYSAWW every March 31.

Businesses play an important role in implementing Paid Family Leave. Starting Jan. 1, 2018, nearly all private employees in New York State were eligible for Paid Family Leave.

Insurance coverage for Paid Family Leave benefits generally will be added to an employer's existing disability benefits policy. Paid Family Leave coverage is funded by employee payroll contributions.

In 2018, employees are eligible to receive 50 percent of their average weekly wage (AWW) up to 50 percent of the New York State Average Weekly Wage (SAWW) for up to eight weeks. When Paid Family Leave is fully phased in in 2021, the maximum benefits will increase to 67 percent of an employee's AWW up to 67 percent of the SAWW for up to 12 weeks.

Please note that this is an anticipated phase-in schedule. New York State may delay increases at its discretion. The first year is a learning curve which will help New York State set a standard for going forward.

Continued on p. 6



From the Editor's Desk
Hanley's Highlights
by Jeff Hanley
Associate Director, Building and Realty Institute (BRI), Impact Editor

Do Not Miss Our Extensive Tribute to 2017, A Productive and Memorable Year For the BRI

ARMONK

What a year! That was the first thought that came to the staff of The Building and Realty Institute (BRI) as it viewed our 2017 Retrospective Report in this issue. The four-page summary in the middle of this edition reviews the more than 55 Membership Meetings, Seminars and Social Events that our association sponsored last year. It also illustrates how the BRI's staff joined with some members of our association to represent the BRI at events of other business membership groups in the Westchester and Mid-Hudson Region.

A review of the report - which appears on pages eight through 11 - and its many photos illustrates that 2017 was another year filled with valuable networking and educational programs for members of the BRI. The summary is most definitely worth re-viewing, as are the many more reports in this edition that address issues affecting our region's building, realty and construction sector. They include:

- ◆ A report on page one stressing that the housing market will continue to gain ground in 2018. That was the sense of a panel of economists at the Jan. 9 International Builders Show of The National Association of Home Builders (NAHB);
- ◆ A study that stresses that overall housing and economic activity in metro markets across the U.S. remained on a gradual, upward trend in the fourth quarter of 2017, even with a decrease in permit activity. The evaluation is part of the NAHB/First American Leading Markets Index (LMI). The article is on page one;
- ◆ A report on page one citing that the BRI has begun its preparations for its upcoming Labor Contract Negotiations with Local 32-BJ Service Employees International Union (SEIU). The current contract between the two entities expires on Sep. 30;
- ◆ A summary on page one that reports on The Cooperative and Condominium Advisory Council (CCAC) of the BRI announcing its 2018 agenda, a strategy geared toward serving our region's co-op and condo sector;
- ◆ An important review of issues regarding the New York State Paid Family Leave scenario. The summary, written by Ken Furst and Jason Schiciano of Levitt-Furst Associates, insurance manager for the BRI, is on page two;
- ◆ A report in Co-op and Condo Corner on why membership in the CCAC is so valuable for co-ops and condos in our area. The article, on page two, was written by CCAC Chair Diana Virrill;
- ◆ The continuing series in Counsels' Corner on Emotional Support Animal Requests. Part Three of the series is on page 3. The reports have been produced by Finger and Finger, A Professional Corporation. The firm is Chief Counsel to the BRI;
- ◆ An article on page four that summarizes the support of NAHB for President Trump's Infrastructure Plan;
- ◆ A summary on page five that highlights the "Hidden Benefits of Membership" in the BRI. The report was written by Maggie Collins, director of membership for our association;
- ◆ A page 12 article on BRI Member RM Friedland being named Exclusive Retail Leasing Agent for 587 Main Street, the initial phase of RXR's Master Redevelopment Plan for New Rochelle;
- ◆ An analysis on page 12 showing sales of luxury homes selling for \$2 million and higher in Westchester County hitting a 10-year high in 2017, with 357 high-end homes sold. That data illustrates a 4.7 percent increase from 2016. The analysis is part of the comprehensive Houlihan Lawrence Luxury Market Report on that page;
- ◆ A page 12 report on Ginsburg Development Companies (GDC) continuing its expansion of its multifamily portfolio

Continued on p. 6

Co-op and Condo Corner



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

The CCAC Offers A Solution to the "Wish Lists" of Board Members of Our Area's Co-ops and Condos!

ARMONK

Are you a member of the Board of Directors of a co-op, or a condo?

If so, do you often wish for an entity that can help you and your board deal with the intense responsibilities associated with running those facilities?

You no longer have to wish, or compose a "Wish List" to help you with the duties that you and your colleagues face. If you do not know of us, The Cooperative and Condominium Advisory Council (CCAC) of The Building and Realty Institute (BRI) is here to help you, and your complex!

The CCAC, based in Armonk, is membership organization of more than 400 co-ops and condos that offers a series of valuable Membership Benefits to board members. They include:

- ◆ **Networking** – Belonging to the CCAC means meeting other board members from co-ops and condos in Westchester County. It means exposure to new ideas, as well as experiences from your peers and advice from experts in the co-op and condo sector. As a member, your building also belongs to the BRI, with its considerable sources and contacts within the building, realty and construction community.
- ◆ **Insurance** – Membership in the CCAC allows you access to New York State Workers' Compensation Group 530. More than 500 co-ops and condos are members of the group, which helps cut the high costs of compensation insurance. Other insurance services are also available through Levitt-Furst Associates, the insurance manager for the CCAC/BRI.
- ◆ **Referral Services** – The CCAC draws upon the formidable resources of the BRI for referrals on a variety of services for members of Boards of Directors of co-ops and condos. Whether your board needs legal advice, investment counseling, real estate expertise or help with maintenance problems, a quick call to the CCAC/BRI can help solve your problems and offer referrals from our talented and experienced staff. The BRI has hundreds of its member supplier, service and professional firms at your fingertips, companies and consultants that can assist your facility in many valuable ways.
- ◆ **Information** – Members of the CCAC receive this publication (IMPACT), a bi-monthly newspaper. The publication covers key realty, building, business and construction news. Articles on realty management, banking, personal finance and new industry developments appear regularly in IMPACT. Members of the CCAC also receive periodic bulletins and notices on issues and events that are applicable to the duties and interests of board members of co-ops and condos.
- ◆ **Lobbying** – Co-ops and condos can most definitely feel at ease knowing that the CCAC/BRI is their lobbying representative. The association maintains close contact

Continued on p. 4

News for the Building and Realty Industries

Impact

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



The Builders Institute/Building and Realty Institute
80 Business Park Drive, Suite 309
Armonk, NY 10504
914.273.0730 www.BuildersInstitute.org

©2018, by The Builders Institute/Building and Realty Institute. All Rights Reserved. No part of this publication may be reproduced in any form or by any means without the written permission from the publisher. Entered as periodical matter at Post Office, White Plains, NY 10610 USPS 259-900

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

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

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

Sunrise Solar Solutions Unveils a Back-Up Solar Power System for Both Homes and Businesses

WHITE PLAINS

Sunrise Solar Solutions LLC recently unveiled the long-awaited sonnenBatterie battery back-up solar power system.

The release was at the recent Fall Westchester Home Show in White Plains. To ensure power reliability and cost efficiency, the battery features a unique power detection system that will sense outages in real-time and will automatically switch over to battery power, officials said.

The sonnenBatterie is available as a separate purchase. However, Sunrise has also created a more cost-efficient option with its special value-added offer that combines a complete solar system installation-and-battery package, including a 30 percent federal tax credit.

According to reports, the majority of home and business owners experience anxiety related to losing power, especially as it affects their ability to perform daily household and business tasks. Many say that portable generators are not reliable enough to alleviate their worries as they often break down, and require gasoline to run, some reports have stressed.

After Hurricane Katrina in 2005, studies found that 30-to-50 percent of people who survived suffered from Post-Traumatic Stress Disorder (PTSD). After Hurricane Sandy, more than 20 percent of residents reported PTSD, 33 percent reported depression and 46 percent reported anxiety, according to Fortune Magazine.

Specifics

The sonnenBatterie is a 24/7 home energy storage solution that uses intelligent software to manage the energy needs of a home, every minute of every day, season after season. Officials said that, practically speaking, this means that homes are not only covered throughout the day, but that they are also able to use solar power at night.

And, should a power outage occur, sonnenBatterie has the capacity to keep users “humming along,” even during extended grid failures, officials added. The program is user-friendly and even features a downloadable sonnenApp where users can check their energy usage and production, anytime and from anywhere. Users, therefore, can monitor, analyze and take control from their smartphones or tablets, as much, or as little, as they like.

Said Sunrise President and Chief Executive Officer Douglas Hertz: “We have customers that have been asking and asking for the power assurance of a battery, and here we are! We’re really excited to be able to offer this now, and especially with such great savings included with the federal tax credit.”

Hertz added: “In addition to eliminating worries about getting caught in the dark or shivering in the cold, adding battery backup to solar installations is an important step to increasing grid resiliency and furthering the move toward clean energy.”

Further information can be obtained at www.sunrisesolarllc.com, or by calling (914) 762-7622.

Sunrise Solar Solutions, headquartered in Briarcliff Manor, is the largest locally-owned and operated solar company in Westchester and the Hudson Valley, including northern New Jersey and Connecticut, officials said. Sunrise offers sales, design, and installation of state-of-the-art solar energy systems for both homes and businesses, officials added.

FMG Awarded for Its Achievements in Property Management

By Jeff Hanley, IMPACT Editor

NEW YORK

Ferrara Management Group (FMG) of Armonk and New York recently received one of the most prestigious awards for companies involved in the property management sector.

The Greater New York Chapter of The Institute of Real Estate Management (IREM) awarded FMG with its “Accredited Management Organization of the Year Award” on Jan. 25. FMG received the award during IREM’s Annual Dinner and Awards Ceremony at 230 Fifth.

The Accredited Management Organization of the Year Award is issued by IREM on an annual basis to real estate management firms with a Certified Property Manager (CPM) in an executive position. The award is given to property management firms who achieve and display company-wide excellence in their daily operations, IREM officials said.

IREM officials added that firms who are selected to be honored at the annual event not only help advance the management industry by starting and sharing innovative business practices and initiatives, but also deliver “exceptional service and value” for their clients. Officials added that the awards “go hand-in-hand with IREM’s philosophy of maximizing real estate investment value, while promoting ethical business practices and superior management.”

Robert Ferrara, president and chief executive officer of FMG, accepted the award before more than 200 representatives of the building and realty industry.

FMG is a member of The Advisory Council of Managing Agents (ACMA) of The Building and Realty Institute of Westchester and The Mid-Hudson Region (BRI). Ferrara is a member of ACMA’s Board of Directors.

FMG officials said that its management team is comprised of dedicated experts “who are proactive, attentive, and responsive.” Officials added that each management associate at FMG shares Ferrara’s value of, and commitment to honesty, integrity, transparency and accountability.”

FMG is also a member of IREM, The Hudson Gateway Association of Realtors (HGAR), The New York State Association of Realtors (NYSAR), The National Association of Realtors (NAR), The Bronx Realty Advisory Board (BRAB), The New York Association of Realty Managers (NYARM) and The Hudson Valley Chapter of The Community Associations Institute (CAI).

Ferrara, a licensed New York State Real Estate Broker, said that he keeps FMG staff members well-informed of current trends, regulations and issues in the field of property management. He added that his firm “is committed to ethical and fair business practices.”

IREM is a property management membership association with 20,000 members. The organization, an affiliate of NAR, is dedicated to the advancement of real estate management, association officials said. Through training, professional development and collaboration, IREM officials said that the organization supports its members and others in the property management industry through every stage of their respective careers.

Counsels’ Corner

The Legal Issues as to an Emotional Support Animal Request – Part Three

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)

WHITE PLAINS

In regard to the New York State Human Rights Law, in order to establish a violation of that law, the complainant(s) must demonstrate that they are disabled and that because of their disability, it is necessary for them to keep the animal in order for them to use and enjoy the apartment.

In Kennedy Street Quad, Ltd. v. Nathanson, the Court said that it must be specifically demonstrated that “because of their disability it is necessary for them to keep the dog in order for them to use and enjoy the apartment....” In the case of One Overlook Ave. Corp. vs. The Division of Housing and Community Renewal (DHCR), the court held:

“To show that a violation of the Human Rights Law occurred and that reasonable accommodation should have been made, the complainant must demonstrate that her son was disabled, that he was otherwise qualified for the tenant, that because of his disability it was necessary for him to use and enjoy the apartment, and that reasonable accommodations can be made to allow him to keep the dog.... Here, the complainant failed to demonstrate through either medical or psychological expert testimony or evidence that her son required a dog in order for him to use and enjoy the apartment. Accordingly, the respondent’s determination was not supported by substantial evidence.”

Specifics

Thus, a Landlord can contend that the evidence must be that the dog is “essential” for the use of the apartment. See also Contello Towers II Corp. V. N.Y.C. Dept. of HPD. The Fair Housing Act and the Federal Regulations are noted herein. 24 CFR part 5, and the Department of Housing and Urban Development (HUD) Regulations in regard to HUD-assisted housing (PHA), provide that:

“Under both the Fair Housing Act and Section 504, in order for a requested accommodation to qualify as a reasonable accommodation, the requester must have a disability, and the accommodation must be necessary to afford a person with a disability an equal opportunity to use and enjoy a dwelling. To show that a requested accommodation may be necessary, there must be an identifiable relationship, or nexus, between the requested accommodation and the person’s disability.”

Therefore, it is legitimate to argue that the Fair Housing Act PHA requirements also support the position that there must be at least an allegation or claim, and possibly proof that the accommodation is necessary for the use and enjoyment of the premises. Many complaints that we have seen ignore this requirement and merely argue that the dog is necessary to relieve anxiety, or help the person deal with “depression,” among other things.

As to the supporting medical/psychological /mental health support for the request, it is legitimate for a landlord/co-op to ask for the records of treatment as to the alleged condition to see if the mental health or other professional has been treating this person or if this is just a ploy where the tenant has paid a sum of money and obtained a letter /report which indicates the necessity for an emotional support pet.

And, sad to say, the internet is replete with those who, for a sum of money, whether they are professionals or not, will write a report to support the alleged “necessity” for an emotional support animal or dog, as the case may be.

As to the Fair Housing Act itself (Title VIII of the Civil Rights Act of 1968) it states that a landlord must make a “reasonable accommodation in the rules, policies, practices, or services when such accommodation may be necessary to afford such person equal opportunity to use and enjoy a dwelling” (emphasis added).

A Local Case

In Matter of Leibowitz vs. the Westchester County Human Rights Commission (WCHRC), a Westchester County case, after an extensive hearing after the WCHRC found “probable cause,” the ALJ found that “the Respondents did not engage in unlawful discriminatory conduct in relation to failing to grant Complainant’s request for permission to keep and maintain an emotional support animal in his apartment....” The WCHRC had found it had jurisdiction and that the Complainant “made out a prima facie case under the FHL....”

It is noted that the physician’s letter in Leibowitz which was presented to the Landlord’s attorney stated that the Complainant suffered from a medical condition and that the emotional support animal might alleviate his condition. A second letter from the doctor stated that the Complainant had a condition as defined in the ADA and that he prescribed the emotional support animal to help alleviate his difficulties and limitations regarding social interaction and coping with stress and anxiety. At the hearing, Leibowitz’s doctor testified that, among other things, the complainant suffered from a “major depressive disorder associated with moderate anxiety.” The ALJ cited the case of Du Bois v. Assn of Apartment Owners of 2987 Kalakaua, where the Court held, among other things, that to prove that a housing provider failed to reasonably accommodate a disability, a Complainant must prove, among other things, that 1) he suffers from a disability within the meaning of the FHA; 2) that the Landlord knew of the or reasonably should have known of the disability; and most importantly for this case, 3) the requested accommodation may be necessary to afford “an equal opportunity to use and enjoy the dwelling.”

While the “use and enjoyment” of the housing dwelling appears to be the linch-pin of a determination, that does not even deal with the issue of whether or not the alleged impairment “substantially limits one or more major life activities,” which one can contend also has to be shown and proven. The ALJ also cited Auburn Woods I Homeowners Assn. vs. Fair Employment and Housing Commission where the Court found that there was not “abundant evidence” that a dog would improve Complainant’s use and enjoyment of his home. In the One Overlook case, the Court found that:

Here, the complainant failed to demonstrate through either medical or psychological expert testimony or evidence that her son required a dog in order for him to use and enjoy the apartment... (see Matter of Lahey vs. Kelly, 71 N.Y.2d 135, 524 N.Y.S.2d 30, 518 N.E.2d 924; 300 Gramatan Ave. Assoc. vs. State Div. of Human Rights, 45 N.Y.2d 176, 180, 408 N.Y.S.2d 54, 379 N.E.2d 1183).



Ken Finger



Carl Finger



Dan Finger

Continued on p. 4

NAHB Commends Trump's Infrastructure Plan

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

The National Association of Home Builders (NAHB) recently commended President Trump's \$1.5 trillion infrastructure plan to rebuild and revitalize what is consistently termed as "the nation's aging transportation network."

The approval came from NAHB on Feb. 12.

"This package includes a number of provisions that are designed to spur economic and job growth that will also boost the housing sector," said NAHB Chairman Randy Noel, a custom home builder from LaPlace, La. "Specifically, it will streamline the regulatory and permitting process to get new projects off the ground, place an emphasis on vocational training and delegate authority back to state and local governments."

NAHB officials said that the plan expedites environmental reviews by giving the Army Corps of Engineers primary authority to make jurisdictional determinations under the Clean Water Act (CWA) and removing the Environmental Protection Agency's (EPA's) authority to veto a CWA Section 404 Permit.

Improvements to the CWA Section 404 Permit Program are particularly important to home builders that rely on them to authorize impacts to wetlands and streams as a result of residential developments, utility lines and linear transportation projects, among other activities, NAHB officials added.

The proposal, NAHB spokesmen said, also contains a number of initiatives to help to alleviate the severe labor shortage in the residential construction industry. It would expand Pell Grants (a federal program that provides need-based grants to low-income undergraduate and certain post-baccalaureate students to promote access to post-secondary education). It would also alter the Carl D. Perkins Career and Technical Education Program to increase funding to high schools "to promote strategies such as apprenticeship, work-based learning and dual-enrollment," NAHB officials said.

"A robust transportation system that enables people to live near where they work will benefit housing and the economy," said Noel. "We urge Congress to support the president's infrastructure initiative."

A Local Look

Officials from The Builders Institute (BI)/Building and Realty Institute (BRI) of Westchester and The Mid-Hudson Region recently announced that the association's Mar. 8 General Membership Meeting will feature a panel discussion on infrastructure issues in the region.

The meeting is scheduled for a 6 p.m. start. It will be at The Crowne Plaza Hotel in White Plains. Panel members scheduled to appear at the program include Ross Pepe, president of The Construction Industry Council of Westchester and The Hudson Valley (CIC), as well as Professional Engineers (PE's) Dolph Rotfeld and Ed Plotkin.

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 sector, association officials said.

Report: Housing Market Makes Modest Gains Even as Permits Slip, Continued from p. 1

have shown an improvement year over year, the study added.

NAHB officials cited that two of the three individual components of the LMI registered healthy readings. Employment is at 98 percent of normal activity and home price levels are well above normal at 158 percent. Single-family permits, however, are running at only 56 percent of normal activity, according to the report.

A Good Indicator

In an encouraging sign, the study said, employment levels are at, or above, normal activity in 128 markets, a 8.5 percent rise over last quarter. But, the report added, permit levels are at, or above normalcy, in only 62 markets and dropped 7.5 percent from the third quarter of 2017.

"The number of markets on this quarter's LMI at or above 90 percent has risen to 274, more than 81 percent of all metro areas," said Kurt Pfothenhauer, vice chairman of First American Title Insurance Company, which co-sponsors the LMI report. "This shows that the overall market continues to make modest, but consistent gains."

Key Data

Baton Rouge, La., continues to top the list of major metros on the LMI, with a score of 1.71, or 71 percent better than its historical normal market level, the report said. Other major metros leading the group include Austin, Tex.; Honolulu; Oxnard, Cal.; and Provo, Utah. Rounding out the Top 10 are San Jose, Cal.; Nashville; Spokane, Wash.; Los Angeles; and Salt Lake City.

Among smaller metros, Odessa, Tex. has an LMI score of 2.15, meaning that it is now at more than double its market strength prior to the recession of 2008-2009. Also at the top of that list are Midland, Tex.; Walla Walla, Wash.; Florence, Ala.; and Gadsden, Ala., the study said.

"This package includes a number of provisions that are designed to spur economic and job growth that will also boost the housing sector. Specifically, it will streamline the regulatory and permitting process to get new projects off the ground, place an emphasis on vocational training and delegate authority back to state and local governments."

— NAHB Chairman Randy Noel

NAHB officials said that the LMI 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, NAHB spokesmen said. For single-family permits and home prices, 2000-2003 is used as the last normal period. For employment, 2007 is the base comparison. The three components are then averaged to provide an overall score for each market. A national score is calculated based on national measures of the three metrics. An index value above one indicates that a market has advanced beyond its previous normal level of economic activity, NAHB officials added.

The Local Scenario

Representatives from the building, realty and construction industry of the Westchester and Mid-Hudson Region said some components of the report reflect conditions in their region.

"Builders remain somewhat upbeat as some areas of our region continue to experience steady work levels," said Albert Annunziata, executive director of The Builders Institute (BI)/Building and Realty Institute (BRI) of Westchester and The Mid-Hudson Region. "But there are negatives that are definitely continuing to affect our region - labor shortages, the rising prices of materials, the lack of land and anti-industry regulations."

Housing Will Continue to Gain Ground in 2018, Continued from p. 1

Home remodeling, meanwhile, is posting strong market conditions, due in part to strong demand in the wake of the terrible hurricane and wildfire season in 2017. Residential remodeling activity is expected to register a 7 percent gain in 2018 over last year, NAHB officials said.

Healthy Housing Markets

Delving beneath the national numbers, David Berson, senior vice president and chief economist at Nationwide Insurance, said the vast majority of local housing markets are healthy and faring well.

Berson lists 324 markets as positive, 69 as neutral and just seven as negative. While job gains, household formations and mortgage markets still look good, he noted that rapid price increases are concerning.

Comparing current conditions with the housing boom a decade ago, Berson noted that the market is supply constrained today, but wasn't during the boom. And mortgage credit, while more readily available than just a few years ago, remains far limited relative to the market peak in 2007, he said.

While he anticipates a slightly more rapid rise in mortgage interest rates this year, Berson said it should not hurt housing activity.

"Mortgage rates are expected to rise from 4 percent to 4.5 percent by the end of the year," he said. "However, housing demand remains strong and wages are solid, and this will more than offset the negative effects from rising rates."

Home Prices Up, Affordability Down

CoreLogic Chief Economist Frank Nothaft also expects mortgage interest rates and home prices to post moderate increases in 2018, which, in turn, will lessen housing affordability.

Like Berson, Nothaft expects that the benchmark 30-year fixed-rate mortgage will average 4.5 percent by the end of the year.

"Higher rates are not just a gradual erosion of affordability, but also impact owner mobility," said Nothaft. "That has implications on the overall inventory for sale. Supply has been tight and for-sale inventory will continue to remain tight."

The ongoing tight inventory in the housing market will cause home and rent price growth to outpace inflation, he added, with nationwide home prices rising an average five percent and rental prices posting a three percent increase.

The biggest growth for new home sales are occurring in the South and West, where many of these metro areas have good job growth, good affordability and good weather. Nothaft listed Houston, Dallas, San Antonio, Austin, Phoenix, Atlanta and Charlotte as the top seven major markets in terms of new home sales.

Nothaft also reported that overall mortgage delinquency and foreclosure rates are at their lowest levels in more than a decade, but that is a different story for markets pummeled by last year's devastating hurricanes.

"Houston's delinquencies almost doubled year-over-year and that is due almost entirely to Hurricane Harvey," he said.

The Legal Issues as to an Emotional Support Animal Request - Part Three, Continued from p. 3

Current Trends

At this time, the case law as interpreted in Leibowitz favors the Landlord or Cooperative. However, the various agencies charged with processing complaints take the position that they are not bound by that case and will apparently, for the time being, continue to ignore the "use and enjoyment" of the dwelling requirement and lean over backwards for a party claiming the necessity of an emotional support dog.

For a landlord or a cooperative, it then becomes a business decision as to whether or not to fight a case that it knows is not one where the person truly needs an emotional support animal or capitulate to the demand. More cases will surely follow.

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.

The CCAC Offers A Solution to the "Wish Lists" of Board Members of Our Area's Co-ops and Condos!, Continued from p. 2

with government officials to stay informed of any laws, regulations or proposals that may affect co-ops and condos.

◆ **Education** – The CCAC is proud of its continuing efforts to educate board members in every aspect of governing and managing co-ops and condos. Experts in real estate, law, insurance and utilities participate in our many programs. The CCAC has sponsored hundreds of membership meetings and seminars in recent years. They are very well-attended, with usually more than 70 members of the CCAC/BRI in attendance. Our programs consistently receive positive reviews.

◆ **Negotiations with Service Workers** – Many co-ops and condos in our area draw heavily on the services of union workers. Board members of co-ops and condos are often called upon to deal with those workers in an effort to provide efficient, well-running services for the residents of the co-op or condo community. The CCAC is well equipped to negotiate with Local 32/B-J Service Employees International Union (SEIU), which represents building superintendents, handymen and porters. The CCAC/BRI retains experts in labor negotiations to help those efforts. Your building or complex can join with more than 400 buildings and complexes in the unified negotiating unit of the BRI. The unit will represent your building or complex in an experienced and cost-efficient manner.

All of the previous content leads me to my next question – why is your co-op or condo not a member of the CCAC? There is no better investment that your facility can make (the Annual Membership Fee is \$300, plus \$.50 per unit). That investment will allow you access to the CCAC/BRI, an experienced and valuable resource, on a virtual 24/7 basis.

The following quote from Kathleen Jensen-Graham, a member of the CCAC and a member of the CCAC's Board of Directors, says it all: "The entire BRI/CCAC staff is the most knowledgeable, efficient and affable group of people, and I am fortunate to be associated with all of them. Albert Annunziata (executive director) and Jeff Hanley (associate executive director) are definitely my go-to guys."

I have a few further words for non-members of the CCAC – join today and you will be able to discard those "Wish Lists!"

Villa BXV Receives Acclaim from NAHB as a “National Community of the Year”

Development by Fareri Associates Receives Multiple Awards for Excellence

BRONXVILLE

Villa BXV, described by project officials as one of the region's most successful and architecturally distinctive residential developments, has gained recognition from The National Association of Home Builders (NAHB).

The elegant, new and classically inspired condominium building in the heart of Bronxville Village was recently named a National Community of the Year by the NAHB. Villa BXV also received awards for best model merchandising, best architectural design and best landscaping. Known as “The Nationals,” the awards are determined by a panel of industry professionals from across the country who judged a field of more than 1,300 entries, officials said.

Villa BXV is developed by John Fareri, whose company Fareri Associates of Greenwich, Conn. has been building high quality residential developments for more than four decades. The project was constructed by Gateway Development, a Fareri company, spokesmen said.

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. The company is currently developing several mixed-use projects in Greenwich, including the Greenwich Office Park, officials said.

Fareri Associates is also the developer of the Westchester BioScience & Technology Center, a nearly 3 million-square-foot, mixed-use complex to be built on 80 acres adjacent to New York Medical College and the Westchester Medical Center in Valhalla, spokesmen added.

“We are truly honored to have received these national awards from the highly respected NAHB. The Nationals are the most prestigious awards of their kind, setting the benchmark for innovations in new home design and community development,” said Fareri. “These awards are a testament to the vision, hard work and dedication to quality and excellence by a very talented team of professionals.”

Elise Platt, director of sales and marketing for Villa BXV, said Villa BXV exemplifies John Fareri’s commitment to delivering the finest quality design and construction with the highest degree of personal service.

“There is no one in this market who is building with the level of architectural design and attention to detail as you will find at Villa BXV,” said Platt. “And the sales success of Villa BXV speaks for itself with only a few of the 53 residences remaining for sale.”

Jim Carnicelli, president of Gateway Development, added: “The award for best landscaping is particularly gratifying considering the challenges of creating a landscaped environment on the rooftop of the project’s parking garage through the use of planters on courtyards, plazas, patios and terraces.”

Specifics

The one-, two- and three-bedroom residences at Villa BXV feature open plan great rooms and kitchens with gourmet islands, with appliances by Wolf, Bosch and Sub-Zero. Master bedroom suites have spa baths with glass enclosed wet rooms featuring free-standing tubs and separate showers. Prices now start at \$1,503,000, spokesmen said.

Officials added that Villa BXV’s central lobby with a 24-hour doorman provides a sense of luxury and security. An elegant clubroom opens out to the Grand Courtyard which serves as the heart of Villa BXV’s lifestyle. A state-of-the-art fitness center and an adjoining Zen courtyard complete the amenities. Indoor parking is provided with two spaces per residence.

Villa BXV is next to the Metro-North train station, which provides 28-minute scheduled express train service to Grand Central Station. Located in the heart of Bronxville, Villa BXV is a short walk to fine dining, shops and entertainment, officials said.

Further information about Villa BXV can be found at villabxv.com, officials added.

The Cooperative and Condominium Advisory Council (CCAC) Unveils Its Agenda for 2018, Continued from p. 1

condos. Boards needing legal advice, investment counseling, real estate expertise or help with maintenance problems can call the CCAC/BRI staff for quick referrals. The CCAC/BRI staff can offer referrals from the hundreds of supplier, service and professional firms that are members of the BRI, CCAC/BRI officials said;

* Lobbying. The CCAC/BRI is the leading lobbying representative for co-ops and condos in the Westchester and Mid-Hudson Region. The associations stay in close contact with government officials and legislators to stay informed of any laws, regulations or legislative proposals that may affect co-op and condo buildings and complexes. The CCAC/BRI is currently monitoring proposed legislation from New York State and Westchester County that would mandate Boards of Directors of co-ops to issue their respective decisions on applications from proposed shareholders in specific time periods. The Westchester County proposal calls for a 45-day limit on the decisions of boards regarding the applications of proposed shareholders. The proposal also calls for the issuing of reasons as to why the applications of proposed shareholders were rejected. CCAC/BRI officials are also monitoring developments on similar legislation proposed for New York City, CCAC/BRI officials said;

* Insurance. CCAC/BRI spokesmen said that the organizations will continue to highlight to non-members of the CCAC that membership in the organization allows boards of co-ops and condos access to New York State Workers’ Compensation Group 530. More than 500 co-ops and condos are members of Group 530, which helps cut the costs of compensation insurance. CCAC/BRI officials said that the associations will continue to stress that other valuable insurance services are also available through Levitt-Fuirst Associates, the insurance manager for the CCAC/BRI;

“Members of the CCAC can be assured that the CCAC/BRI will continue to be aggressive in all of the CCAC’s initiatives,” said Diana Virrill, chair of the CCAC, which represents more than 400 co-ops and condos in the Westchester and Mid-Hudson Region. “We will continue to do our best to represent our members and provide them with the best possible programs and services.”

The CCAC was formed in 1979. The BRI is one of the leading building, realty and construction industry membership organizations in New York State. The BRI 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, BRI/CCAC officials said.

Did You Know All About “The Hidden Benefits of Membership” in The Building and Realty Institute?

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



ARMONK

On occasion, I've asked myself if Building and Realty Institute (BRI) members are entirely aware of the many functions and resources that they can utilize to maximize and leverage their respective memberships.

The conversation I have with prospective members and/or new members is always met with earnestness and what I might describe as “wide-eyed expectation.” “Yes,” I say, “This is an association that does offer you this level of opportunity. If you work it!”

At this juncture, I can fill the page with the myriad of opportunities that await a new member, but it would be redundant as I've written that column in one way or another several times before.

The Specifics

Instead, I would ask the following: Did you know about the several things that might be considered more hidden benefits? For instance, have you tuned into our You Tube Channel lately?

In case you miss a meeting, seminar, or panel discussion that you are interested in, each and every one of them is available on the BRI's YouTube Channel: <https://youtu.be/hh1DZTnR3eg>.

Since the BRI is an advocacy organization, the amazing reservoir of information on buildersinstitute.org is ever present and updated. Of course, you would expect to find contact information for state and local representatives for the entire state and region. But that is just the very beginning. Here is just a sample of what you can find:

- ◆ Bill Search and Legislative Info;
- ◆ The Standing Committee Public Hearing Calendar;
- ◆ Press Releases;
- ◆ Legislative Reports;
- ◆ Archived Videos of Session Proceedings;
- ◆ Commissions, Committees and Task Forces.

I urge you to log onto this invaluable, comprehensive resource! <http://nyassembly.gov/mem/>
In case you miss “Building Knowledge,” the BRI's radio show on WVOX 1460 AM and wvox.com every Friday at 11:30 am, you can listen to it anytime with the following link: <https://buildersinstitute.org/bris-radio-show/>.

All the shows are available as an MP3 file identified with date and topic. This is a publicity opportunity that I employ on social media. You can send the link to clients and customers for your marketing and publicity aims.

It is certainly worth a reminder that BRI membership allows you access to Workers Compensation Insurance through New York State Workers Compensation Group 458 (for the building and construction sector) and through New York State Workers Compensation Group 530 (for the realty sector). Levitt Fuirst Associates, Ltd., insurance manager for the BRI, is the manager of those programs. Advance discounts are part of the programs. Also noteworthy are the record 66 consecutive years of dividends for Group 458 members. Check here for more information: <https://buildersinstitute.org/safety-comp-insurance/>.

Last, but hardly least, the BRI's staff is always on-hand to personally answer questions and queries. The deep and vast knowledge of the BRI's history is held in the minds of our Executive Director and Associate Executive Director, Albert Annunziata and Jeff Hanley, respectively. Many of you will not be surprised by the depth of knowledge they have between them.

If your question can't be answered immediately, in short order you will have receive a reply, in depth. That's the individualized touch that is likely unmatched anywhere.
Looking forward to seeing you in 2018 - and often!

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

Welcomes its Newest Members

| | |
|---|---|
| ARCH Services, Inc./ MCM Business Management | New Dong Jin, Inc. |
| Belowich & Walsh, LLP | P.L. Kinsey, Inc. |
| Briante Realty Group, LLC | Pleasant Manor Apartments, LTD |
| Certified Site Safety of NY, LLC | PLI Realty |
| Clinton Apartments/ Clinton Locust Realty, LLC | PLL Maintenance, LLC |
| Courtesy Plumbing, Inc. | Precision Wood Stairs, LLC |
| D&D Elevator Maintenance, Inc. | Priority NY Inc. |
| Clifford L. Davis, Esq. | RM Friedland |
| Dean Fine Building, LLC | Smithtown Home Improvements, Inc. |
| DMC Painting Contracting, Inc. | State Wide Abstract Corp. |
| Energy Guard Atlantic, LLC | Suburban Pest Control of NY, Inc. |
| Goad Real Estate Company | Summit House, Inc. |
| Greyline Industries Corporation | Tradesmen International, LLC |
| GRK Construction Corporation | Tri-County Maintenance & Contracting, Inc. |
| JILCO Window Corporation | Vernon Woods Apartments, Inc. |
| JJJ Properties, LLC | |
| Martinez Building Maintenance Services Inc. | |
| Montano Wood Care Corporation | |
| NCMLLC Property Management | |

A Review of New York State Paid Family Leave,
Continued from p. 2

Highlights of some differences Between DBL & PFL

| DBL | PFL |
|---|--|
| Taken due to employees' own disability | Taken to care for someone else, or to bond with a new baby |
| 7-day waiting period | No waiting period |
| Employee can collect benefits while out on PTO or using vacation days | Employee cannot collect monetary benefits while out on PTO or using vacation days, job protection aspect is not impacted |
| Max duration of 26 weeks | Max duration of 8 weeks (12 weeks once fully phased in) |
| Rates set by carriers while adhering to MLR requirements | Rates set by New York State |
| Multi-tier rate with male/female and potentially owner rates (depending on the carrier) | Rate is in percent of employee's salary |
| Maximum weekly contribution/per employee: \$0.60 | Maximum weekly contribution/per employee 0.126% of the employee's weekly wage (capped at current NYSAWW of \$1,305.92 = \$67,907.84). * NY Department of Labor releases the updated NYSAWW every March 31 |

Top Questions from Employers

How much should employers deduct from employees?

The 2018 payroll contribution is 0.126 percent of an employee's weekly wage and is capped at an annual maximum of \$85.56. If an employee earns less than the New York State Average Weekly Wage (\$1305.92 per week), they will have an annual contribution amount less than the cap of \$85.56, consistent with their actual weekly wages.

For example, in 2018, if an employee earns \$27,000 a year (\$519 a week), they will pay 65 cents per week.

What do employers do with the money deducted from employees?

The employee contributions that are withheld for Paid Family Leave are to be used to pay for the insurance.

If an employee/employment type is excluded from disability, are they included in Paid Family Leave?

The definitions of employment and employee are the same in the Workers' Compensation Law for disability and Paid Family Leave. If they are not included in the disability policy, they won't be included in Paid Family Leave, either.

Who is required to participate in Paid Family Leave?

Participation is required for private employers with one or more employees; public employers may opt in to provide the benefit.

How does Paid Family Leave work with other types of leave?

- ◆ Family Medical Leave Act (FMLA): If an employee has an event that qualifies for leave under both FMLA and Paid Family Leave the employer is covered under both laws, the leave should run concurrently. In order for the two types of leaves to run together, the employer must notify the employee that the leave qualifies for both FMLA and Paid Family Leave and that it will be designated as such.
- ◆ Short-term Disability: Employees cannot take short-term disability and Paid Family Leave at the same time. However, if the employee qualifies for short-term disability (for example, after giving birth), they may take short-term disability and then Paid Family Leave. Employees cannot take more than 26 weeks of combined short-term disability and Paid Family Leave in a 52-week period.
- ◆ Workers' Compensation: If an employee is collecting Workers' Compensation for a total disability, they cannot take Paid Family Leave. If they are on a reduced earnings schedule, they may still be eligible for Paid Family Leave.
- ◆ Maternity Leave/Paternity Leave: It is up to the employer to determine how Paid Family Leave works with their other leave policies.

Important Clarification of PFL Withholdings Method

As of Jan. 17, 2018, there is formal alignment of New York State agencies with respect to how employers need to withhold employees' Paid Family Leave premiums. In light of this latest clarification, let us walk you through the now required way of withholding by N.Y. State government:

The 2018 maximum contribution rate for Paid Family Leave is 0.126 percent of the employee's annualized wages capped at the annualized New York State Average Weekly Wage (NYSAWW) of \$67,907.84 per year, which means the maximum annual premium to be charged to an employee for Paid Family Leave is \$85.56 per year.

Here are a few examples of how the withholdings are intended to work (for illustration purposes only):

| Example Employee | Annual Income | Typical Weekly Income (not including bonus) | 2018 Maximum Contribution Rate | Annual Contribution | Typical Weekly Contribution | Bonus Week Contribution | Last Contribution Week in 2018 |
|------------------|---------------------------------------|---|--|---------------------|-----------------------------|-------------------------|--------------------------------|
| John | \$50,000 | \$961.54 | 0.126% of annual income, capped at \$85.56 | \$63.00 | \$1.21 | N/A | 52 |
| Jenna | \$80,000 | \$1,538.46 | | \$85.56 | \$1.94 | N/A | 45 |
| Jeff | \$80,000 + \$50,000 bonus in February | \$1,538.46 | | \$85.56 | \$1.94 | \$64.94 | 12 |

But, the Question Remains: Can My Employees Opt Out of PFL

Paid Family Leave is a mandatory benefit for employees who do not fall into an excluded class and work at a Covered Employer, just like DBL.

There are a few limited scenarios under which certain employees may "opt out" by filling out the PFL-Waiver form. An employee may file a waiver for paid leave benefits if they:

- ◆ Work 20+ hours per week but not 26 consecutive weeks
- ◆ Work less than 20 hours per week and less than 175 days in a consecutive 52-week period

If an employee's work schedule ceases to fall below this threshold, their PFL waiver is automatically invalid within eight weeks of the change in their work schedule. At that time you must start counting this employee for premium purposes - and if you are collecting employee contributions for PFL, any employee coming off a waiver will need to start contributing, including any retroactive amounts back to the date of hire or inception of PFL. You will need to keep the waiver on file for as long as they are working for you - whether the waiver is still in force or not.

Continued on p. 13



BUILDING MAINTENANCE SUPPLIES

JANITORIAL • LIGHTING • HARDWARE
APPLIANCES • ELECTRICAL • PLUMBING
PAINT • GROUND IMPROVEMENT
TOOLS • SEASONAL PRODUCTS

(914) 923-2500 • www.tegradirect.com





AMICUCCI ASSOCIATES P.C.



RALPH D. AMICUCCI

Attorney at Law

O 914-741-5206
C 914-557-8248
F 914-495-3317
ramicucci@aol.com
www.amicuccilaw.com

PRACTICE DEDICATED TO REAL ESTATE AND BUSINESS LAW

Lanlord/Tenant • Buy/Sell Transactions
Bank Representation • Commercial Leasing

62 Highview Terrace • Pleasantville, NY 10570

Hanley's Highlights Continued from p. 2

- with the acquisition of The Landing on Mohegan Lake, a lakefront rental community featuring 207 one- and two-bedroom apartments. GDC has been a member of the BRI since January of 1977;

◆ An evaluation in Tech Talk on the efforts
- of a new organization called "Truth About Tech." The entity is examining what it terms as the series of digital addictions that are seen across the U.S. The article, on page 14, was written by Andrea Wagner of Wagner Web Designs.

Those reports join with the other articles in this issue to produce what our staff feels is a solid edition.

As for the months ahead, BRI members can be assured that our staff, and our Boards of Directors, are working hard to make 2018 another positive year, just as 2017 was. Enjoy the issue!



COUNT ON US TO HELP YOU GROW

At BankUnited, we know the unique banking challenges that property management and real estate companies face. That's why we've created a comprehensive set of financial tools designed to help you maximize cash flow and minimize expenses.

BANKING SOLUTIONS

- Premium deposit rates
- Multi-family mortgage programs
- Loans and lines of credit for financing

CASH MANAGEMENT SOLUTIONS

- Online Tenant Security Account Management
- Electronic Payments Online
- Automated Lockbox Processing
- Robust Reporting Capabilities
- Fraud Protection


Our dedicated team of experienced real estate professionals will work with you to understand your company's unique business goals.

CALL ME TODAY!
914-305-9429

JOHN HABERMANN
Senior Vice President
5 International Drive
Rye Brook, New York 10573
jhabermann@bankunited.com

  www.bankunited.com



BankUnited, N.A.
Member FDIC 

Infrastructure Issues to Be Examined at the Mar. 8 General Membership Meeting of The Building and Realty Institute (BRI)

By Jeff Hanley, IMPACT Editor

ARMONK - "A Look at The Infrastructure Needs of Westchester County and The Mid-Hudson Region" will be the topic of the Mar. 8 General Membership Meeting of The Building and Realty Institute (BRI), association officials recently announced.

The meeting, scheduled for a 6 p.m. start, will be at The Crowne Plaza Hotel in White Plains.

Building, realty and construction industry members scheduled to participate in the program as speakers include Ross Pepe, president of The Construction Industry Council of Westchester and The Hudson Valley (CIC), as well as Dolph Rotfeld, a well-known engineer in the region's building, realty and construction sector. Further information regarding the meeting's panel of speakers will soon be sent to the BRI's membership, association officials said.

"We are happy to present this program for our membership, as well as for the general public," said Albert Annunziata, executive director of the BRI. "There are many factors related to this issue that need to be addressed and examined. We feel this meeting will do just that. We urge our members to attend this program, because the issues associated with it have a direct effect on the entire business community."

Annunziata said that reservations for the event are being accepted through jeff@buildersinstitute.org. He added that reservations can also be made by calling the BRI offices at (914) 273-0730.

The BRI - also known as The Builders Institute (BI) - 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.

The BI-BRI is composed of seven component associations:

- ◆ The Advisory Council of Managing Agents (ACMA)
- ◆ The Apartment Owners Advisory Council (AOAC)
- ◆ The Cooperative and Condominium Advisory Council (CCAC)
- ◆ The Commercial Builders Advisory Council (CBAC)
- ◆ The Home Builders Advisory Council (HBAC)
- ◆ The Remodelers Advisory Council (RAC)
- ◆ The Suppliers and Service Providers Advisory Council (SSPAC)

BI-BRI officials added that the organization is marking the 72nd anniversary of its formation throughout 2018.



Denise Groneman
Executive Vice President

Certified Site Safety of NY, LLC

99 Lafayette Avenue
White Plains, NY 10603

Office: 914-437-5454
Fax: 914-437-5455
Cell: 914-882-1815

Dgroneman@certifiedsitesafety.com

2424 LAKE AVENUE
YONKERS, NY 10701
WWW.MONTANOWOOD.COM

WILFREDO MONTANO
PRESIDENT
WILFREDO@MONTANOWOOD.COM



montano wood care corp
Architectural Wood and Metal Restoration
TEL: 914.488.5400 FAX: 914.488.5402

CT-HIC-0643145
NYC-2023383-DCA
WC-25031-H12

AMODEO CONTRACTING INC.
Design/Build Firm

Damian Amodeo
President

914.458.4315
damian@amodeocontracting.com
www.AmodeoContracting.com



Providing Secure Elevator Solutions

D&D Elevator

Judy Uliano
Sales and Marketing

P: 914.347.4344 • C: 860.575.3723
judy@ddelevator.com

The BRI Begins to Prepare for Its Labor Contract Negotiations with Local 32-BJ Service Employees International Union (SEIU), Continued from p. 1

service and maintenance workers for multi-family buildings and complexes in the Westchester and Mid-Hudson Region, BRI spokesmen added.

"We are expecting a productive, but, at times, a difficult negotiating process," said Albert Annunziata, executive director of the BRI.

Annunziata said that the Boards of Directors of ACMA, the CCAC and the AOAC recently concluded a series of preliminary discussions on the BRI's upcoming negotiations with Local 32-BJ SEIU. He added that Membership Meetings of the BRI will soon be announced to further discuss the negotiations.

The BRI is a building, realty and construction industry membership organization. The association has more than 1,800 members in 14 counties of New York State, BRI officials said.

Reviewing a Productive and Positive 2017

By Jeff Hanley, IMPACT Editor

Members of The Builders Institute (BI)/Building and Realty Institute (BRI) attended more than 55 major meetings and seminars of the organization in 2017. From the association's General Membership Meetings, to the Membership Meetings of its component groups, and to the seminars and social/networking events of the organization, there was no shortage of programs for BI-BRI members in 2017. Most of the meetings and programs were dedicated to the key issues facing the building, realty and construction industry in the Westchester and Mid-Hudson Region.

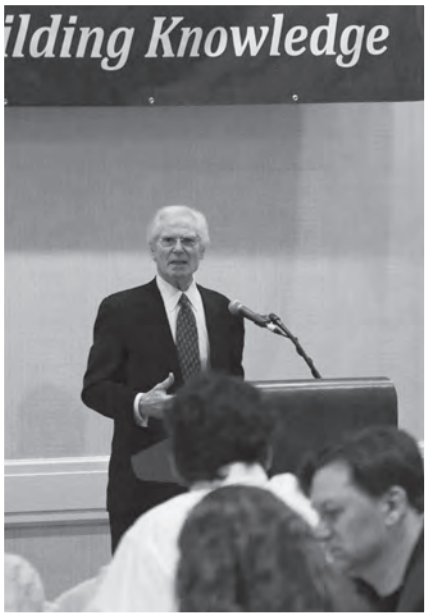
Representatives and staff members of the BI-BRI also attended a series of meetings and events of other business groups in the Westchester and Mid-Hudson Region while representing the BI-BRI. And, on Jun. 2, the association launched its official radio show, "Building Knowledge with the BRI." The show - which airs every Friday from 11:30 a.m. to 12 noon on WVOX 1460 AM and wvox.com - has been a big hit, BI-BRI officials said. A photo report on some of the 2017 programs of the BI-BRI is featured in this section. The section also reports on some of the 2017 meetings and events of other business groups that BI-BRI representatives attended.



The Feb. 22 Membership Meeting of The Cooperative and Condominium Advisory Council (CCAC) focused on problems with the receipts of Rebate Checks from New York's STAR Program. Sen. George Latimer (D-37 SD) provided an update on efforts to correct delays with those receipts. Latimer is pictured during the program. More than 60 CCAC and Building and Realty Institute (BRI) members attended the meeting at The Crowne Plaza Hotel in White Plains. *Photo by Albert Annunziata*



The Feb. 16 Membership Meeting of The Building and Realty Institute (BRI) examined how New York State Infrastructure Funds are going unclaimed. More than 95 members of the local business community participated. Pictured during the conference are, from left to right, Albert Annunziata, executive director, BRI; Eric Abraham, chair, BRI; Sabrina M. Ty, president of Environmental Facilities Corp. of N.Y. State; Steven Otis (D-AD 91), a member of the state assembly; and George Drapeau, a senior staff member of The Construction Industry Council (CIC). The meeting was at the Crowne Plaza Hotel in White Plains. *Photo by Barbara Hansen*



"A Review of The First-Quarter Economy and The Trump Effects!" was the topic of the Apr. 20 General Membership Meeting of The Building and Realty Institute (BRI). Noted Economist Robert Goodman, pictured at the podium, was the keynote speaker. A total of 78 members of the building, realty and construction industry attended the program at The Crowne Plaza Hotel in White Plains. *Photo by Barbara Hansen*

"Increased Enforcement Processes Involving The Fair Labor Standards Act (FLSA) - The Effects on All Employers" was the topic of the Jan. 18 Membership Meeting of The Advisory Council of Managing Agents (ACMA) of The Building and Realty Institute (BRI). Matthew Persanis, Esq., labor counsel to ACMA and the BRI, was the keynote speaker. Persanis is pictured at the podium during his presentation. A total of 56 ACMA/BRI members attended the conference at The Crowne Plaza Hotel in White Plains. *Photo by Barbara Hansen*



More than 75 members of the local building, realty and construction industry participated in the May 11 General Membership Meeting of The Building and Realty Institute (BRI). "Keeping Westchester Economically Vibrant and Fiscally Strong" was the topic of the program at The Crowne Plaza Hotel in White Plains. George Oros, director of economic development for Westchester County, was the keynote speaker. Oros is pictured in the center, at the podium, during his presentation. *Photo by Jeff Hanley*

The Board of Trustees of The Builders Institute (BI)/Building and Realty Institute (BRI) on May 11 received an Executive Briefing/Update on Westchester County's Housing Settlement with the federal government. Representatives of the administration of Westchester County Executive Rob Astorino delivered the presentation. Pictured in the center, at the head of the meeting table during the briefing, are, from left to right, Carmelo Milio, president, BI-BRI; Kevin J. Plunkett (speaker), deputy county executive, Westchester County; and George Oros (speaker), director of economic development for Westchester County. The meeting was at The Crowne Plaza Hotel in White Plains. *Photo by Albert Annunziata*



New York State Workers Compensation Group 458 held its Annual Meeting on May 3 at the Tarrytown offices of Group Manager Levitt-Fuirst Associates, Ltd. Pictured during the event are, first row, left to right, Marc Spar, managing director, Levitt-Fuirst Associates; Lew Rapaport, chairman of the executive committee of Group 458; Maggie Collins, director of membership, The Builders Institute (BI)/Building and Realty Institute (BRI); and Jason Schiciano, president, Levitt-Fuirst Associates, Ltd. Pictured in the second row, from left to right, are Ken Fuirst, president, Levitt-Fuirst Associates, Ltd; and Eric Messer, a member of the executive committee of Group 458. *Photo by Jeff Hanley*



New York State Workers Compensation Group 530 held its Annual Meeting on May 16. The program was at the Tarrytown offices of Group Manager Levitt-Furst Associates, Ltd. Pictured during the conference are, from left to right, Ken Furst, president, Levitt-Furst Associates, Ltd.; Robert Ferrara, a member of the executive committee of Group 530; Bram Fierstein, a member of the executive committee of Group 530; John Holzinger, chairman of the executive committee of Group 530; Jason Schiciano, president, Levitt-Furst Associates, Ltd.; and Marc Spar, managing director, Levitt-Furst Associates, Ltd. *Photo by Jeff Hanley*



“Business Email Compromise/Fraud Prevention/Understanding and Preventing Cyber/Email Fraud!” was the topic of the May 3 Membership Meeting of The Advisory Council of Managing Agents (ACMA) of The Building and Realty Institute (BRI). Tom Linehan, executive vice president, National Deposit Group, Bank United; and Jason Schiciano, president, Levitt-Furst Associates, Ltd., insurance manager for ACMA and the BRI, were the keynote speakers. Linehan is pictured in front of the projection screen while issuing his presentation. The event was sponsored by USA LED Lighting Solutions. More than 30 ACMA/BRI members attended the program at The Crowne Plaza Hotel in White Plains. *Photo by Jeff Hanley*



The Builders Institute (BI)/Building and Realty Institute (BRI) was a participant in the Mar. 13 Expo of The Westchester Hudson Valley Chapter of The American Institute of Architects (AIA). The event featured vendors representing the building, realty, construction and architectural sectors, as well as the general business community. Pictured during the show, at the BI-BRI Exhibition Space are, from left to right, Maggie Collins, director of membership for the BI-BRI, and Jeff Hanley, associate executive director, BI-BRI. Albert Annunziata, executive director of the BI-BRI, also attended the program. The Expo was at the Westchester Marriott Hotel in Tarrytown. *Photo by Albert Annunziata*



“The Dangers of Internet Usage for Board Members of Co-ops, Condos and Their Property Managers” was the topic of the Jun. 7 Membership Meeting of The Cooperative and Condominium Advisory Council (CCAC) of The Building and Realty Institute (BRI). The event also featured a presentation for board members of co-ops and condos on processes involved in updating applications for their respective buildings and complexes. Pictured during the meeting are, from left to right, Doug Holdgrafer (speaker), principal, App Express On-Line; Jeff Hanley, associate executive director, CCAC/BRI; Diana Virrill, CCAC chair; Jason Schiciano (speaker), president, Levitt-Furst Associates, Ltd., insurance manager for the CCAC/BRI; and Daniel Finger, Esq. (speaker), Finger and Finger, A Professional Corporation, chief counsel to the CCAC/BRI. A total of 55 CCAC/BRI members attended the event at The Crowne Plaza Hotel in White Plains. *Photo by Barbara Hansen*



Representatives of The Apartment Owners Advisory Council (AOAC) of The Building and Realty Institute (BRI) issued a series of presentations on behalf of the building and realty industry at the Public Hearings and Deliberations of The Westchester County Rent Guidelines Board. Pictured during his testimony at the Jun. 14 Public Hearing of the board at the Riverfront Library in Yonkers, at the podium, is Ken Nilsen, a member of the AOAC’s Board of Directors. *Photo by Jeff Hanley*



The Builders Institute (BI)/Building and Realty Institute (BRI) was an exhibitor at the Mar. 29 Westchester Business Expo of The Business Council of Westchester (BCW). The BI-BRI joined with more than 180 vendors at the event, which was attended by more than 1,500 representatives of the local business community, event officials said. Pictured during the expo at the BRI Exhibition Space are, from left to right, Maggie Collins, director of membership, BI-BRI; Lisa Stewart of *The Journal News*; and Albert Annunziata, executive director, BI-BRI. Jeff Hanley, associate executive director, BI-BRI, also helped to represent the association at the event. *An IMPACT Staff Photo*



“How Smart Planning Policies Produce Solid Development!” was the topic of the Jun. 8 General Membership Meeting of The Builders Institute (BI)/Building and Realty Institute (BRI). New York City Councilman Daniel Garodnick, pictured during his presentation, was the keynote speaker. A total of 56 BI-BRI members attended the conference at The Crowne Plaza Hotel in White Plains. *Photo by Barbara Hansen*

A Look Back at a Memorable 2017

Further Looks at A Productive and Positive 2017 For The BRI...



The Builders Institute (BI)/Building and Realty Institute (BRI) was an exhibitor at “The Who’s Who in Building and Construction Showcase” on May 4. The event was coordinated by The Blue Book Building and Construction Network. Pictured during the showcase at Citi Field in Queens, from left to right, are Maggie Collins, director of membership, BI-BRI; and Albert Annunziata, executive director, BI-BRI. *An IMPACT Staff Photo*



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*



“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 25 members of The Apartment Owners Advisory Council (AOAC) of The Building and Realty Institute (BRI) attended the Jun. 27 Deliberation Session of The Westchester County Rent Guidelines Board at City Hall in White Plains. Some of those AOAC members are pictured during the session. *Photo by Jeff Hanley*



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 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.



“A Review of the Elections for 2018 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*



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 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.



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.



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.



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.



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.

RM Friedland Named Exclusive Retail Leasing Agent for 587 Main Street, the Initial Phase of RXR’s Master Redevelopment Plan for New Rochelle

NEW ROCHELLE

RM Friedland has been named the Exclusive Retail Leasing Agent for 587 Main Street, the first phase of RXR’s master redevelopment of downtown New Rochelle, officials recently announced.

RM Friedland is responsible for all professional services surrounding the leasing of the retail opportunities at the location, including, but not limited to, in-depth market analysis, the marketing of the premises, community outreach to locate/negotiate with interested parties, and the development of promotional and marketing plans/activities.

The 587 Main Street facility is planned as a 280-unit, mixed-use luxury residential rental project which includes approximately 14,000 square feet of retail space on the ground floor, a 10,500-square foot Black Box Theatre on the second floor and 294 on-site parking spaces. The Black Box Theater will be a technologically innovative Virtual Reality theater that is unlike anything presently on the East Coast, spokesmen said.

Four street-level retail units are available for lease. The units range in size from 900 to 5,800 square feet, officials added.

“We are extremely excited about the opportunity to represent RXR on the leasing of 587 Main Street. This truly feels like we have been given the opportunity to get in at the ground level of reinvigorating the community of New Rochelle. The Black Box Theater will be a draw unlike any other and we see the potential for 587 Main Street to be positioned as a new cultural destination for the Southern Westchester Area,” said Sarah Jones-Maturo, president of RM Friedland. “Our team is dedicated to working closely with RXR, the developers of the project, and bringing tenants that will be able to run exciting, successful and sustainable businesses in New Rochelle’s dynamic downtown area.”

Construction is anticipated to be completed in the first quarter of 2019, which will mark the start of full building operations.

“We are thrilled to partner with RM Friedland as we continue the revitalization of downtown New Rochelle” said Seth Pinsky, executive vice president at RXR. “The retail opportunities we are creating at 587 Main will spur additional job growth, foot traffic, and increased attention for this amazing site. We are proud to work with RM Friedland to ensure New Rochelle’s future as a destination for living, dining, entertainment, arts, and culture.”

Houlihan Parnes Reports an Elmsford Transaction

WHITE PLAINS

Houlihan Parnes Realtors, LLC recently announced the placement of a \$6.5 million new first mortgage on the property at 375 Executive Boulevard in Elmsford.

The subject property is within the prestigious Cross Westchester Executive Park, which features 26 office and office/flex buildings that offer 1.3 million square feet of commercial office space for corporate offices, technology-related facilities, and light industrial, distribution, and service centers. The property consists of a single story warehouse attached to a two-story commercial office building with approximately 80,229 square feet on an approximate 3.53 acre parcel, built in 1970, officials said.

The loan was placed for a term of five years with a five-year extension option. The property was purchased in 2016 and is now 100 percent leased to five tenants.

The owners were represented by Steven C. Hirsch of Hirsch & Gibaldi. The title was insured by The Great American Title Insurance Company, officials added.

Houlihan Parnes Realtors is a privately owned, vertically integrated commercial real estate investment and management firm with a presence throughout the U.S., company spokesmen said. Owning more than seven million square feet of office, retail and industrial space, the firm also owns or manages approximately 10,000 multifamily units.

Founded in 1891 and operated by the fourth and fifth generations of the Houlihan family, Houlihan Parnes Realtors is headquartered in White Plains. The firm is engaged in acquisition, property and construction management, consulting services, leasing and mortgage brokerage for all commercial real estate asset classes, both for the company’s portfolio and for third parties. Houlihan-Parnes’ mortgage brokerage affiliate, Q10 New York Realty Advisors, is a member of Q10 Capital, LLC, a leading commercial mortgage brokerage consortium with 20 offices in 19 states nationwide, spokesmen added.

Ginsburg Development Expands Its Portfolio with the Acquisition of The Landing on Mohegan Lake

MOHEGAN LAKE

Ginsburg Development Companies (GDC) continues to expand its multifamily portfolio with the acquisition of The Landing on Mohegan Lake, a lakefront rental community featuring 207 one- and two-bedroom apartments, company officials recently announced.

The purchase price was \$54 million. The facility was acquired from New Chalet Apartments, Inc., a private equity group based in Dallas. Jeffrey R. Dunne of CBRE’s Stamford (Conn.) office was the broker, officials said.

Located in Mohegan Lake in the Lakeland School District, the complex was built in the 1990’s and is home to many young families with children. With units recently upgraded by the prior owner, the apartments feature kitchens with granite countertops and stainless steel appliances, wall-to-wall-carpeting, central air, gas fireplaces, in-unit washers and dryers, balconies/patios, and vaulted ceilings with skylights in select units. The apartments range in size from 712 to 1,215 square feet and rent from \$1,860 to \$2,595 per month, spokesmen said.

Plans

GDC plans to modernize existing amenities and add more amenity space, including a children’s playground, a gazebo/barbecue area on the lake and a lakeside clubhouse. The existing fitness club, swimming pool and landscaping will also be upgraded. Other amenities include a tennis court and a half-basketball court. There is also lake access for fishing and boarding. The Landing on Mohegan Lake is pet friendly, spokesmen added.

Report: Westchester Luxury Home Sales Hit 10-Year High, While Total Sales Volume Surpassed \$1 Billion in 2017

RYE BROOK

Sales of luxury homes selling for \$2 million and higher in Westchester County hit a 10-year high in 2017 with 357 high-end homes sold, a 4.7 percent increase from 2016, according to the recently released Houlihan Lawrence Luxury Market Report.

Sale prices for luxury homes rose slightly from 2016, with the median sale price at \$2.60 million, up from \$2.56 million. Total sales for 2017 topped the \$1 billion mark, a 6.2 percent increase from the previous year’s volume. Two markets - Scarsdale and Rye City - accounted for approximately 43 percent of the total luxury sales in Westchester in 2017, the report said.

Westchester’s top ten performing markets for luxury home sales selling for \$2 million and higher were, in order of total sales: Scarsdale (79), Rye City (74), Mamaroneck (45), Bronxville (33), Harrison (26), Bedford (23), Byram Hills (16), Irvington (12), Katonah-Lewisboro (9) and Chappaqua (8). The single highest selling price in 2017 was \$7,575,000 in Mamaroneck. Six of the top 10 sales were waterfront properties, according to the study.

The report said that sales were strong in the \$3 million to \$4.9 million range with 93 homes sold, a 16 percent increase from 2016. The \$5 million plus category was essentially unchanged from 2016 with 17 total sales.

Meanwhile, the study said, sales of luxury homes selling for \$1 million and higher in Putnam and Dutchess counties rose 9.8 percent in 2017. The median sale price was \$1.5 million, unchanged from 2016. Total luxury sales volume in the two counties was \$82.9 million, an increase of 3.3 percent from 2016. The top performing market in the Putnam-Dutchess area was Garrison with 10 sales of \$1 million and higher, the report added.

“We are very pleased to have acquired this beautiful lakefront community in the heart of northern Westchester. The improvements we plan to undertake will make this community a long-term place for residents and families to call home and come home to vacation every day,” said GDC Principal Martin Ginsburg.

The Landing on Mohegan Lake is easily accessible to the Taconic Parkway. Nearby are the Cortlandt Town Center and Jefferson Valley Mall. It is also only minutes to the Peekskill Metro-North train station, officials said.

GDC plans to integrate this community to its new development under construction in Peekskill called Fort Hill Apartments at the Abbey Inn. Shuttle Service will be implemented to connect the two communities and the service to the Metro North train station, officials added.

Background

Founded in 1964 by Martin Ginsburg, GDC is a premier residential developer in the northern suburbs of New York City. With more than 50 years of experience and market leadership, GDC has built and manages many of the region’s most successful and prestigious luxury developments, many with a Hudson River and/or transit-friendly focus, officials said. They include Harbor Square in Ossining, River Tides at Greystone in Yonkers and The Metro in White Plains.

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

Observations

Pollena Forsman, the number one agent for single-family homes in Westchester every year since 2014, weighed in on luxury buyer trends while commenting on the report.

“This year buyers gravitated toward sleek, modern design with open floor plans. The desire for masterfully renovated, or new, continues to dominate the mindset. The land equation was notable in 2017 too, with luxury purchasers seeking enough property for soccer/lacrosse and maybe even a pool someday, yet all trends must be tied with a bow on value,” she said.

Commenting on the impact of the recently enacted tax legislation, Anthony Cutugno, associate real estate broker of Houlihan Lawrence, said: “Major tax legislation passed in late December benefits corporations and is forecasted to help fuel the bull market yet another year. For homeowners, tax reform reduces the amount of property tax that can be deducted, increasing the after-tax cost of homeownership. Buyers’ purchasing power is reduced as well, and the impact is greatest in the luxury market - higher home values equate to a larger reduction in purchasing power. We anticipate that declining purchasing power will exert pricing pressure on luxury inventory to offset the new math of tax reform.”

Houlihan Lawrence is the leading real estate brokerage serving New York City’s northern suburbs, company officials said. Founded in Bronxville in 1888, the family run company is deeply committed to technological innovation and the finest client service. The firm has 30 offices and 1,300-plus 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, officials added.

GDC Unveils Newly Renovated Lobby and a New Sculpture at “The Metro” Complex In White Plains

WHITE PLAINS

Ginsburg Development Companies (GDC) recently joined with White Plains officials to unveil the newly renovated lobby and sculpture at The Metro, a residential rental property in downtown White Plains.

Located at 34 South Lexington Avenue just a short walk to the White Plains Metro-North train station, the 124-unit, 12-story building was purchased by GDC earlier this year and rebranded as The Metro. As part of the rebranding of the property, GDC is making significant upgrades to the building, starting with the new lobby, GDC spokesmen said.

The renovated lobby features new furniture, wall tiles, lighting and artwork, as well as a new entrance canopy on the building’s exterior. The lobby also features a modern sculpture by Rockland County artist Eric David Laxman, whose works are displayed in public spaces throughout the Hudson Valley, including many of GDC’s projects such as Harbor Square in Ossining and River Tides at Greystone in Yonkers. More than \$100,000 was invested in the lobby renovations, GDC officials said.

Over the course of the next year, GDC will continue to improve and upgrade the various amenities, including the club lounge, business center and roof deck. Other amenities include concierge service; a Starbucks coffee station; a state-of-the-art fitness center; and an outdoor patio sundeck. GDC was scheduled to begin property management of the building on Dec 1. Like all GDC rentals, The Metro is pet friendly and smoke free, GDC spokesmen said.

Continued on p. 13

Trion Real Estate Management and Holdings Marks the 40th Anniversary of Its Formation

WHITE PLAINS

Trion Real Estate Management and Holdings recently celebrated its 40th anniversary and the company’s significant growth in that period.

The company celebrated its milestone on Dec. 5 with an elegant cocktail and dinner party at the Ritz Carlton in White Plains. Company officials said the event was attended by the real estate elite, media, friends, family and Trion executives and staff.

Trion Real Estate Management officials said that the company started with its purchase of a six-unit multifamily property in Yonkers. The company eventually expanded its portfolio to include more than 2,000 apartments throughout New York and Connecticut. Trion’s portfolio consists of over 35 buildings and 2,000 units with a valuation of over \$500 million, officials added.

“We are so thankful to the Trion staff and the many colleagues for being an integral part of the company’s growth over the past four decades,” said Carmelo Milio, president of Trion Management and Holdings. “We are grateful for all their hard work, talent and dedication.”

Carmelo Milio summarized the history of Trion’s growth at the event, going back to when his parents, Filippo Milio and Fernanda Milio bought their first building (a six-unit multifamily property) in 1977 with just a \$5,000 down payment that they had received from their wedding gifts.

“To purchase that same building today, you would need a \$600,000 down payment,” Carmelo Milio said. “And, at that time, the max rent they could get was only \$200 for each apartment.”

Company officials said that, over the next several years, the Milio’s continued to buy buildings in New York and Connecticut, growing their holdings portfolio to over 1,000 units by 2006. In 2012, the company decided to expand its investments to New York City and has acquired more than 400 units throughout eight buildings in that short time period.

“This 40th anniversary celebration is only possible because my parents, Filippo and Fernanda, had the guts to invest in real estate back in 1977,” Carmelo Milio said. “In celebrating this milestone, we honor their hard work, courage and their ability to stick it out past any obstacles. Forty years is a long time, there have been many ups and downs, and many people, including those in the real estate industry, have benefited from their success along the way.”

Trion Real Estate Management and Holdings is a leading full-service property management and investment company with a portfolio that exceeds more than 2,000 co-op, condo and rental units under management throughout New York City and the tri-state area. The company, which has offices in New York City and Yonkers, offers a complete range of services, including property management, maintenance and leasing, officials said.

Carmelo Milio served as president of The Building and Realty Institute of Westchester and the Mid-Hudson Region (BRI) in 2016 and 2017. He also has served as chairman of the BRI’s Apartment Owners Advisory Council (AOAC). Milio is serving as chairman of the BRI in 2018, association officials said.

Ardsley Country Club Wins 2017 Building Award

MAMARONECK

Murphy Brothers Contracting recently announced that Ardsley Country Club was the recipient of the 2017 HOBI Award for Best Commercial Restoration Project by The Home Builders and Remodelers Association (HBRA) of Connecticut.

The HOBI Awards are the most prestigious awards presented annually by the Connecticut-based association of construction professionals. The awards recognize excellence in design, construction, sales and marketing, and financing by members of the organization, association officials said.

While many private clubs undergo planned renovation projects due to a changing membership with modern tastes, the Ardsley Country Club found itself in a more harrowing situation, officials said.

On Dec. 13, 2014, an early Saturday morning fire heavily damaged the main building at the historic club. The blaze was reported at 4:43 a.m. when a neighbor alerted local authorities. Firefighters from Irvington and Dobbs Ferry arrived to find the building fully engulfed in flames. As a result, two-thirds of the club’s main building was completely destroyed, officials added.

A Beginning

Once the scope of work was determined and the design and construction teams were chosen, the main fire damage gut and restoration work began in early June of 2016. The work incorporated two new additions totaling 10,300 square feet to the overall major rebuild and restoration project:

The Southwest Main Dining Area, with storage below.

A Modernized Northeast Extension, which included:

- ◆ The First Floor - A remodeled lounge/bar area with grille room, a new modernized kitchen, a “members” entrance and viewing gallery;
- ◆ The Second Floor – A new men’s locker room lounge and wet area;
- ◆ The Third Floor – A new office and administrative area.

“After the fire, our challenge was to quickly pull together an overall comprehensive restoration plan for the clubhouse that considered 21st century functionality, code compliance, architectural consistency and membership experiences,” said Architect Rex Gedney.

“Our ultimate goal at Ardsley was to envision, enhance and restore the club’s grandeur and appeal for today’s modern lifestyle while embracing and honoring the club’s legacy and geographical significance,” added Craig Smith, partner/co-creative director of C2 Limited Design Associates.

Officials said that the entire project was completed for a Labor Day 2017 Opening in an amazing 15 months. Officials cited the collaborative efforts of Murphy Brothers Contracting Project Managers Joe Zito and John Dorsey, Cro-

zier Gedney Architects, and C2 Limited Design Associates, as well as a team comprised of nearly 150 subcontractors, including Murphy Brothers own in-house labor force.

Sean Murphy, vice president of Murphy Brothers Contracting, praised the efforts, noting that “award-winning projects are always the result of teamwork.”

Specifics

- Special Features of the project are:
- ◆ Custom-Made Bricks to match existing bricks and mortar from 1895, with Custom-Made Cast Coping topping off all the bricks;
 - ◆ Custom-Made Anderson E-Series Windows and Doors;
 - ◆ The restoration of existing Case-ment Steel/Lead Glass Windows and Doors;
 - ◆ Semi-Weathering Green-Grey Vermont Slate;
 - ◆ Marble Urinal Partitions;
 - ◆ All LED Light Fixtures and Bulbs;
 - ◆ Carrier Commercial Equipment for Heating and Cooling;
 - ◆ A BMS (Building Management System) to control all heating, cooling fan shut downs and kitchen shut downs;
 - ◆ A Four-Story Elevator;
 - ◆ A 500 KW Generator;
 - ◆ A total of 53,800 square feet post-fire, compared to 43,500 square feet pre-fire.

Key Team Members

The interior designer for the project was Smith of C2 Limited Design Associates. Founded in 1988, C2 Limited Design Associates is an award-winning boutique hospitality design practice led by founding partners and co-creative directors Smith and Christina H. Romann. Smith and Romann have created a signature niche in the worlds of luxury hotel, resort and exclusive private club design with their bespoke approach to design that is uniquely tailored to clients and their respective stories, officials said.

The architect for the project was Crozier Gedney Architects, P.C., an architecture and design firm that provides a broad base of professional services to private clubs, commercial, restaurant, and residential clients. The firm, established in 1952, has successfully completed thousands of projects throughout the metropolitan area, spokesmen said.

Murphy Brothers Contracting, Inc. was the general contractor for the project. Murphy Brothers Contracting is a 38-year-old family-owned business known throughout the New York metropolitan region for building what company officials termed as beautifully-designed custom homes, picture-perfect whole home renovations, and distinctive “non-residential” projects. Those projects include private club renovations. Company officials added that Murphy Brothers Contract-

ing understands that “award-winning projects are the result of collaborative teamwork.”

Ardsley Country Club is housed in a mansion that once belonged to Frank Gould, son of 19th-century industrialist Jay Gould. Founded in 1895, the club has a Willie Dunn-designed golf course that was later redesigned by Donald Ross, Alister Mackenzie and the Robert Trent Jones organization. The club also has tennis and paddle courts, a pool and the only curling rink in the New York metropolitan area. Original membership included such notables as Jay Gould, Cornelius Vanderbilt, J. Pierpont Morgan, William Rockefeller, and Amzi Lorenzo Barber, spokesmen said.

A Review of New York State Paid Family Leave, Continued from p. 6

What new obligations and compliance considerations does PFL bring to my business?

Here are the top things you, as the employer, need to know:

Gearing up:

1. You must **add PFL to your written guidance** for employees concerning employee benefits or leave rights, such as in a n employee handbook.
2. Just like with DBL, you will have to **display and keep posted a printed notice** concerning PFL as published by New York State later this year.

Administering:

1. All your employees who are currently under DBL will be covered under (and thereby have the right to take) PFL effective 01/01/2018 - you may have employees out as soon as 2018 begins.
2. Since the PFL rate is based on each employee’s wage/salary, this may add to the complexity of your current payroll tracking/administration. Start looking into solutions that may help you minimize the added burden.
3. Since paid leave can be taken in daily increments/intermittent intervals (such as every other Monday), your absence management may become more complex. If you are not subject to FMLA, which requires granular **absence management capabilities**, start looking into solutions that may help you keep track of intermittent leave efficiently.

Employee rights:

1. If you decline to reinstate an employee returning from PFL, your employee may report this to New York State. You then have 30 days to either take corrective action or file a formal response to the employee, explaining the reason that corrective action will or will not need to be taken.
2. If you have an employee whose circumstance would qualify for PFL but then doesn’t use PFL, you can still dock that employee’s “PFL time bank” (in 1/2 day increments) for time the employee is out.
3. **You cannot require employees to exhaust their accumulated PTO** before letting them go out on paid family leave.

Your rights:

1. You can’t deny a valid request for PFL, but your employees will need to **give you 30 days’ notice for foreseeable leave**.
2. You can request reimbursement from the insurance carrier in the amount your employee would be entitled to if they are out of PFL-qualified reasons but receive salary continuation from you instead.

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. Levitt-Fuirst can be reached at (914) 457-4200.

GDC Unveils Newly Renovated Lobby and a New Sculpture at “The Metro” Complex In White Plains, continued from p. 12

“We are thrilled to unveil our newly renovated lobby at The Metro featuring a first-class sculpture created by Eric David Laxman, whose magnificent works grace many of our residential developments. Public art is more than just a decorative feature. It creates a sense of place for our residential communities and enhances the quality of life of our residents,” said Martin Ginsburg, principal of GDC, while speaking at the grand opening on Nov. 27.

Ginsburg added: “We are very pleased with our first entry into downtown White Plains and look forward to expanding our presence in this important urban market in the future.”

White Plains Mayor Tom Roach attended the event, GDC officials said.

The 7-foot tall sculpture, called Bird of Paradise, is created from steel, bronze and stainless steel. According to the artist, the sculpture is in-

tended to evoke a bird in flight, ascending gracefully and defying gravity.

“The form is also inspired by the organic, elegant curves of the Bird of Paradise Flower. It suggests growth, vitality and the life force,” said Laxman.

The Metro, which is GDC’s first luxury rental property in downtown White Plains, is the company’s fourth transit-oriented development in Westchester County. Others include Harbor Square in Ossining, River Tides at Greystone in Yonkers and 1177@Greystone in Yonkers.

The Metro’s studio, 1- and 2-bedroom apartments feature designer kitchens with espresso cabinets and granite countertops and stainless steel appliances; large windows with wood blinds; wood floors in living areas with premium carpeting in bedrooms; porcelain-tiled showers and baths and balconies in select apartments, GDC spokesmen said.

Tech Talk

An Important Review of “Truth About Tech”

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

Recent research shows the majority of parents and teenagers check their mobile devices at least every hour. Nearly 50 percent of parents and more than 70 percent of teens feel the need to respond to texts and other notifications immediately.

Concerns about the risk of digital addictions has motivated an organization called Truth About Tech to be created. Founders James Steyer and Tristan Harris are technologists who were early employees at Facebook and Google. Alarmed over the ill effects of social networks and smartphones, they have banded together to challenge the companies that they helped to build. Truth About Tech aims to raise awareness about the risk of constant connectivity.

The campaign's goal is to educate parents, teens and all users about the addictive quality of cell phones and other devices and also to come up with solutions, including reaching out to the tech giants to request design changes.

Techniques

There are many techniques used by the tech companies such as Snapchat, Google and Facebook to keep you engaged. It is addiction by design, much like the tobacco companies crafted a deliberate attempt to create addictions. The colors, beeps, and pop-ups all are intended to keep you hooked. The platforms that are based on sharing are promoting this addiction because the sharing creates ad sales and helps run their revenue stream.

“The campaign’s goal is to educate parents, teens and all users about the addictive quality of cell phones and other devices and also to come up with solutions, including reaching out to the tech giants to request design changes.”

Truth About Tech feels that there is a growing concern about how all of those scenarios affect users and feels that there is a moral and ethical responsibility to raise awareness and take steps to address this issue. Representatives of the association feel that it is time to have a conversation with the tech giants.

Companies like Apple and Samsung can do more to create parental control settings in these devices such as muting sounds and colors. If enough pressure is put on these companies, we may expect to see some changes. Stay tuned!

Editor’s Note: Andrea Wagner is the president of Wagner Web Designs, Inc. The company specializes in optimized small business websites. Questions or inquiries may be directed to (914) 245-2626.



Cid Joins Houlihan Lawrence Commercial Group

RYE BROOK
Houlihan Lawrence recently announced that New York City real estate veteran Steve Cid has joined its Commercial Group.

Cid, who has 24 years of experience in the city’s commercial and residential real estate business, has previously served as a Senior Vice President with both the Corcoran Group and Douglas Elliman.

“Steve Cid is a major player in the New York City commercial real estate market and we’re thrilled to have him join our busy team,” said Thomas LaPerch, director of the commercial group. “He brings to our team a rich background in residential real estate, a national reputation, and an ability to bring major off-market properties to the many investors he represents.”



Steve Cid

For years, Cid was a top residential producer, selling scores of luxury condos, co-ops and townhouses while mentoring some of New York’s highest-producing agents, before moving into the commercial arena.

He was hooked on working with investors with his first commercial transactions in the ‘90’s, the sale of an 1838 Dutch Renaissance commercial townhouse in the Financial District and the follow up 1031 purchase of a big box store on Long Island. A lover of diverse New York City architecture, Cid has brokered other iconic properties like 172 Duane Street, an American Institute of Architects (AIA) design winner and one of the city’s most exquisite cast iron buildings, as well as the Forbes.com Townhouse of the Year in Chelsea, officials said.

Cid has brought to market a wide range of new development projects such as the reimagining of the 1860 Washington Square Methodist Church in Greenwich Village into luxury condos, Morgan Lofts in Midtown, 157 East 84th Street, and 441 East 57th Street in Sutton Place. He was also the Director of Worldwide Sales for Utopia, a \$1.2 billion residential ocean liner co-venture with Samsung, officials added.

Cid now works primarily with private investors, developers, hoteliers and large institutional investors, both foreign and domestic. His most recent transaction was brokering the private sale of an off-market \$65 million Times Square development site to one of his investor clients. He is currently brokering several major mixed-use development sites - a 500,000 square foot Times Square site, two projects in Seattle, and another in West Los Angeles. He’s also working on several off-market Class A office buildings in New York, Boston, and Chicago, and multi-family properties and hotels in New York City and Florida, officials said.

Officials added that Cid is the co-founder of Giving House, the highly regarded real estate-based philanthropic initiative that donates a percentage of participating agents’ commissions to deserving Westchester, Hudson Valley and New York City nonprofits.

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. The firm has 30 offices and 1,300-plus 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 \$6.5 billion in 2017, spokesmen added.

— THE MACKOUL DIFFERENCE —

Not all insurance agencies are the same. Mackoul & Associates, Inc. is recognized as one of the finest personal service, independent insurance agencies in the Tri-State Area. Our goal is to have your insurance information available at your fingertips. Visit our website to learn more about us and to see just a few areas that separate us from our competition.

ONLINE PORTAL

f i in t

THE MACKOUL APP

Only Moments Away

CLICKABLE COVERAGE

CONDO

Use our client portal to view your policies, report a claim, pay a bill or print a Certificate.

Much the same as our online portal, but on the go!

Interactive visual scenes highlighting exposures for co-ops, condos, residents and property managers.

MACKOUL & ASSOCIATES, INC.

www.mackoul.com | 866-MACKOUL | info@mackoul.com

Tune in to Building Knowledge

Friday mornings 11:30 AM on WVOX 1460 AM

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

Relevant Informative Compelling

Sarah Lawrence Breaks Ground on \$35 Million Barbara Walters Center

YONKERS

Sarah Lawrence College has broken ground on the construction of a \$35 million Campus Center, officials recently announced. The center is named in honor of esteemed alumna Barbara Walters, who donated the lead gift of \$15 million for the construction of the donor-funded building. The center will include the Barbara Walters Gallery for exhibitions of fine art and the Barbara Walters Archives and Reading Room, officials added.

The environmentally-friendly 34,800-square-foot center, designed by KSS Architects, will serve as a gathering place for students, faculty and staff with lounges, dining and event facilities and will serve as a magnet for intellectual, cultural, and social life. The enhanced event space will also enable the College to offer more opportunities to welcome members of the local community to campus. The center is expected to open in the fall of 2019, spokesmen said.

At the ceremony marking the start of construction, the President of the College, Cristle Collins Judd said that the new center will be a dedicated nexus for social, curricular and co-curricular engagement.

“The crossroads of Kimball Avenue and Glen Washington Road will now act as our ‘front door,’ presenting a welcoming face to the world and, the possibility of a deeper sense of engagement within the College and for our College with our surrounding community. This center will create a civic space and a cultural anchor at a time when we, as a society, face a pressing need for oppor-

tunities to foster open conversation, to foster listening, to create and forge bonds of community,” Collins Judd said. Judd publicly thanked alumna Barbara Walters, who could not join the groundbreaking festivities, for her gift that allowed the center to become the central plank of the College’s fundraising campaign. She relayed a message from her: “...this is a very exciting time not just for the College but for the community. We can look ahead to a place of study, contemplation, and socializing that will be a focus that the College has not had before.”

Reactions

Yonkers Mayor Mike Spano said the day of the groundbreaking was “another great day for the city with another groundbreaking.” He said he is “proud of the ongoing partnership with Sarah Lawrence,” pointing to a number of recent collaborations.

“The Barbara Walters Campus Center is an extension of our growing partnership. It is very fitting this center will be named in honor of one of the College’s most famous graduates. Throughout her career, Barbara Walters engaged her audiences with in-depth and insightful interviews. She connected us. This building will serve as a center for engagement and connect our communities. It will be a place where people can gather, unite, and make a difference. My wish for this center is that Sarah Lawrence uses it to enhance its outreach and that it becomes not only a campus center, but a center for all,” Spano said.

Claiming Sarah Lawrence as also Bronxville’s own (the College is located in Yonkers but with a Bronxville postal

address), Mayor Mary Marvin said that “Sarah Lawrence has been for us in Bronxville a beacon for intellectual and cultural life in our community.”

Marvin added that, with the increased capacity for presenting and hosting public events, the Barbara Walters Campus Center will make the College even more of a local treasure that will build on the long and historic relationship between Sarah Lawrence and Bronxville.

“I know it will provide opportunities for the young and not so young from the college and Yonkers, Bronxville and surrounding communities to engage more with each other and I hope to be a stronger, more robust bridge between Bronxville and Yonkers,” Marvin said.

Concluding the program was a ceremonial groundbreaking with the speakers, who included Chair of the College’s Board of Trustees, Mark Goodman; Assembly Member Shelley Mayer; City Council Members Michael Sabatino and Mike Breen; Westchester County Deputy County Executive Ken Jenkins; Yonkers Commissioner of Planning and Development Wilson Kimball; Westchester County Legislator David Tubiolo; and former City Council President Chuck Lesnick (representing Gov. Cuomo).

Founded in 1926, Sarah Lawrence College is a prestigious, coeducational liberal arts college, officials said. Consistently ranked among the leading liberal arts colleges in the country, Sarah Lawrence is known for its pioneering approach to education, for its long history of impassioned, intellectual engagement, and for its vibrant, successful alumni, officials said.

Houlihan Parnes Announces a New Jersey Transaction

WHITE PLAINS

Robert V. Tiburzi, Jr. of Houlihan Parnes Realtors, LLC recently announced the placement of a \$13,500,000 non-recourse first mortgage on a multi-family property in Monmouth County (N.J.).

The Shrewsbury Township garden apartment property contains 160 residential units and one retail unit, spokesmen said.

Spokesmen for Houlihan Parnes Realtors said that the value of the property continues to be enhanced by strong growth in rental rates. The interest rate was fixed at 3.875 percent for a term of 7 years with a five-year option. Amortization is on a 30-year schedule and the only escrows collected by the bank are for taxes. The borrower was represented by Elizabeth Smith, Esq., of Goldberg Weprin Finkel Goldstein, LLP, officials added.

Houlihan Parnes, Realtors is a privately owned, vertically integrated commercial real estate investment and management firm with a presence throughout the U.S. Owning more than 7 million square feet of office, retail and industrial space, the firm also owns or manages approximately 10,000 multifamily units, company officials said.

Founded in 1891 and operated by the fourth and fifth generations of the Houlihan family, the company is headquartered in White Plains. The firm is engaged in acquisition, property and construction management, consulting services, leasing and mortgage brokerage for all commercial real estate asset classes, both for the company’s portfolio and for third parties, officials added.

The mortgage brokerage affiliate of Houlihan Parnes, Q10 New York Realty Advisors, is a member of Q10 Capital, LLC, a leading commercial mortgage brokerage consortium with 20 offices in 19 states nationwide, spokesmen said.

Jennings Appointed New Manager of Houlihan Lawrence’s Millbrook Office

RYE BROOK



Katherine Jennings

Longtime Hudson Valley resident and veteran real estate professional Katherine Jennings has been appointed the new manager of Houlihan Lawrence’s Millbrook office, company officials recently announced.

Jennings will oversee a team of 35 agents who cover Dutchess, Columbia, Ulster and Greene counties in New York and Litchfield County in Connecticut.

Since 2011, Jennings - who lives on a horse farm in Ghent (N.Y.) - has been managing Houlihan Lawrence’s expansion into Columbia County, especially the luxury home market.

“We now have six agents working full time in the county,” Jennings said.

Jennings takes over from Robert Morini, the longtime and much-admired manager of the Millbrook office who passed away in September.

“Bob was really beloved, an incredible mentor for everybody who came in touch with him,” she said. “I want to continue his legacy of integrity, good humor and honesty.”

“We are thrilled to have Katherine lead the talented team in our northern markets,” said Chris Meyers, president of Houlihan Lawrence. “Katherine has deep ties to the Hudson Valley. Her relationships and proven track record position her perfectly for success in her new role.”

Jennings has more than three decades of real estate experience in the Hudson Valley, including working with the conversion of an antique building in Rhinebeck to a commercial center, managing tenant relationships, horse farm management, agricultural property tax exemptions, and land conservancy, officials said.

Officials added that Jennings has deep roots in Westchester and the Hudson Valley, going back to Croton-on-Hudson in 1986 when she and her husband founded the Croton Sailing School and worked in real estate and with horses in North Salem. In 1990, they bought and moved to Broad Reach Farm in Ghent, where they raised their five children.

Jennings has been involved in various community organizations, including Old Chatham Hunt Club, U.S. Equestrian Foundation, U.S. Dressage Federation, Eastern New York Dressage and Combined Training Association, Mid-Fairfield Youth Hockey, Salisbury Youth Hockey and Albany Berkshire Ballet.

Jennings said that she is optimistic about the Hudson Valley real estate market for 2018. “Despite some concerns about the new tax code, I think we will continue to see growth in country properties focused on the farm-to-table movement, small-scale farming and the beauty of the Hudson Valley,” she 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. The firm has 30 offices and 1,300-plus agents serving Westchester, Putnam, Dutchess, Columbia, Ulster and Greene counties in New York and Fairfield and Litchfield Counties in Connecticut. The company ranks in the top 20 of all brokerages nationally and achieved a total sales volume of over \$6.5 billion in 2017, officials added.

Houlihan Lawrence Begins Leasing at SOYO Lofts, 25 Loft-Style Apartments in South Yonkers

YONKERS

Loft-style apartment living along the Hudson River waterfront is coming to South Yonkers with the debut of SOYO Lofts, according to a recent announcement by Houlihan Lawrence, the exclusive marketing and leasing agent.

SOYO Lofts features 25 studio and two-bedroom duplex apartments in the former Statesman and McCann buildings on Mill Street. The 22 studios range from 494 to 837 square feet with monthly rents ranging from \$1,300 to \$1,850. The three duplex apartments range from 979 to 1,460 square feet and rent from \$2,000 to \$2,950 per month, officials said.

The apartments feature open floor plans with expansive windows and solar window shades, high-end finishes and stainless steel appliances. Each apartment has its own heating unit, central air, and washer/dryer. Amenities include a lounge, a conference room, a fitness center, storage units and bike storage. There is free Wi-Fi in all common areas, as well as security cameras and exterior lighting. SOYO Lofts is pet friendly, officials added.

Located at 2 Mill Street, SOYO Lofts is in the heart of the exciting renaissance under way in downtown Yonkers, spokesmen said. The SOYO Lofts Courtyard overlooks the daylighting of the Saw Mill River at the Mill Street Courtyard. Nearby are restaurants, breweries, pubs, art galleries, street art, public sculptures and a river walk with spectacular views of the Hudson River, Palisades and Manhattan skyline. SOYO Lofts is a five-minute walk to the Metro-North train station, which is a 28-minute commute to Grand Central Station.

A Solid Combination

“By reclaiming Yonkers historic Statesman Building and McCann Building and modernizing them for today’s tenant, the new SOYO Lofts in Downtown Yonkers merges fabulous loft apartments with industrial nuances and rich history. The Houlihan Lawrence Yonkers Office is excited to partner with Rising Development to be a part of the Yonkers Downtown renaissance,” said Aaron Velez, manager of Houlihan Lawrence’s Yonkers Office. Spokesmen said that the developer of SOYO Lofts is Rising Development of Yonkers. Rising Development has been committed to the redevelopment of downtown Yonkers and the birth of a true go-to city-center ever since its principal Nick Sprayregen first heard in 2006 about the promise of the daylighting of the Saw Mill River. With the completion of SOYO Lofts, the Mill Street and Main Street properties, the company is moving forward with a new mixed-use development on its main assemblage overlooking Van Der Donck Park, officials added.

Houlihan Lawrence is the leading real estate brokerage serving New York City’s northern suburbs, company officials said. Founded in Bronxville in 1888, the family-run company is deeply committed to technological innovation and the finest client service. The firm has 30 offices and 1,300-plus 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 \$6.5 billion in 2017, officials added.

The Building and Realty Institute
of Westchester and the Mid-Hudson Valley

Celebrates!

The First Spring Weekend of 2018

With Our First Networking Mixer of the Year

**Friday, March 23rd
5:30 to 8:30**

at the



Captain Lawrence Brewery

**444 Saw Mill River Rd
Elmsford, NY 10523**

RSVP: maggie@buildersinstitute.org

or call us: 914.273.0730 ext. 209

Sponsored by Levitt-Fuirst Associates

BankUnited Introduces eSolutions Platform for Members of the Building and Realty Sector

RYE BROOK

BankUnited recently announced the introduction of eSolutions, a fully automated Tenant Security Online Account opening platform.

The product is for real estate owners and managers, landlords and property management firms and is designed to provide an easy-to-use online system to deposit Tenant Security in a segregated accounting program.

Some of the highlights of the platform are:

- * Automated Tenant Security Account Opening and Closing
- * Online Treasury Management Solutions
- * Automated Lockbox Processing
- * Zero Monthly Fees for members of The Building and Realty Institute of Westchester and The Mid-Hudson Region (BRI)
- * The automatic allocation of interest, as well as the generation of annual 1099 documents.

The platform also has a compelling deposit program designed specifically for BRI members, officials said.

"We want to stress, over and over, that any BRI member can sign up for eSolutions free of charge, with no monthly fees," said John Habermann, a relationship manager for BankUnited.

Habermann and his team have supported the real estate management industry for more than 20 years and are available to provide a complimentary review of any BRI member's current banking relationship.

A Relocation

The National Deposits Group of BankUnited, a Florida based-bank with regional offices in New York and Melville (L.I.), relocated from Manhattan last June and opened an office in Rye Brook. The office is at Six International Drive. It is led by Managing Director Joe Curran, Director Tom Linehan and Relationship Managers Karen Gladding, Jay McGetrick and Habermann.

Bank officials said that the National Deposits Group has built a robust business on its deep understanding of the commercial real estate market. The group has built a segregated account and escrow platform specifically to service the real estate industry. The group's business focuses on providing banking services to the real estate industry, including:

- * Property Owners and Managers
- * Associations
- * Title/Settlement Firms
- * 1031 Exchange Companies
- * Real Estate Attorneys and Firms

BankUnited, a BRI member, issued a presentation in 2017 to the BRI's membership on preventing cyber fraud and avoiding business e-mail compromise. The event, the Membership Meeting of The Advisory Council of Managing Agents (ACMA) of the BRI, was attended by more than 25 ACMA/ BRI members, association officials said.

PROTECT WORKERS.PROTECT JOBS.

**FIX THE
SCAFFOLD
LAW.**

UNITED FOR REFORM.

JOIN US. MAY 15. LRANY LOBBY DAY 2018.

FREE TO ATTEND. LUNCH PROVIDED. REGISTER AT WWW.SCAFFOLDLAW.ORG