

End-of-Session State Legislative Highlights:  
Bills Threatening Co-ops and Other  
Building and Realty Institute (BRI)  
Interests Fought to A Standstill in Albany

By Glenn Riddell and Albert Annunziata

ALBANY

The 2018 legislative session limped to a close as the summer solstice arrived in the Senate chamber.

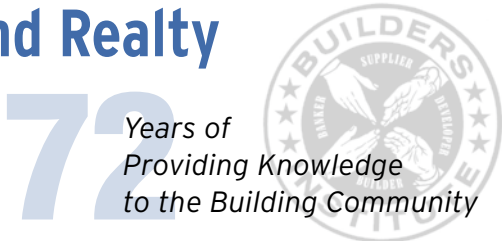
Gov. Andrew Cuomo was noticeably absent since the passage of the budget, saying that everything important was accomplished in the budget and added that he was not going to take an active role in the end-of-session bargaining. Assembly Speaker Carl Heastie (D-83 AD) and Republican Leader Brian Kolb (131 AD) said

Continued on p. 14

# Impact

Serving Westchester and the Mid-Hudson Region  
News for the  
Building and Realty  
Industry

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## FEATURES

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

The Pace Remains  
Busy for the  
Building and Realty  
Institute and Its  
Staff Through The  
Summer Months!



By Jeff Hanley, *Impact* Editor

### 2 Insurance Insights The Umbrella Liability Policy - What It Is and What It Is Not



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

### 2 Co-op and Condo Corner

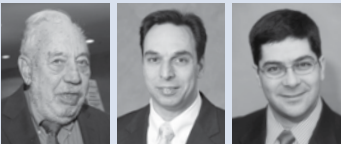
#### CCAC Members: You Can Believe That "The Beat Definitely Goes On!"



By Diana Virrill, Chair,  
The Cooperative and Con-  
dominium Advisory Council  
(CCAC)

### 3 Counsels' Corner

#### Reviewing the Key Points of Cooperative Interviews



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

#### A Profile of Justin DePhillips, General Manager of the Poughkeepsie Office of Tradesmen International

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



## Construction Compen- sation Insurance Group Reports a 15 Percent Dividend for its Members

### Real Estate Group Announces a 20 Percent Dividend

By Jeff Hanley, *IMPACT* Editor

TARRYTOWN

New York State Workers Compensation Group 458, the compensation insurance group of The Builders Institute (BI), recently announced a 15 percent dividend for the policy year ending June 29, 2017.

The dividend was announced at the group's Annual Meeting on May 24 at the offices of Component Assembly Systems (a Group 458 member) in Pelham. Levitt-Furst Associates, the manager of Group 458 and the insurance manager of The Builders Institute (BI), made the announcement.

The dividend was in addition to the maximum 20 percent advance discount that group members are eligible to receive, spokesmen said. Group 458 officials said that the group has now had 65 consecutive years of dividends.

Group 458 was formed in 1951. A total of 745 construction industry members participate in the program. A premium of \$37,600,000 is expected for the current year, group officials said. Contractors, Sub-Contractors, Suppliers and Renovation/Remodeling companies are eligible for the program, group officials added.

### Group 530 Announces Dividend

New York State Workers Compensation Group 530, the compensation insurance group for The Cooperative and Condominium Advisory Council (CCAC), The Apartment Owners Advisory Council (AOAC) and The Advisory Council of Managing Agents (ACMA) of The Building and Realty Institute (BRI), recently announced a 20 percent dividend for the policy year ending June 1, 2017.

Group spokesmen said that the dividend is in addition to the maximum 20 percent upfront discount. The announcement was made at the group's Annual Meeting on May 16 at the Tarrytown offices of Group Manager Levitt-Furst Associates.

A total of 493 cooperatives, condominiums, apartment buildings and office buildings participate in the program, spokesmen said.

A premium of \$5,300,000 is expected for the current year, group officials added. Group 530 was formed in 1990.

## The Westchester County Rent Guidelines Board Approves Lease Renewal Increases of Two and Three Percent

By Jeff Hanley, *IMPACT* Editor

WHITE PLAINS

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

Owners and Managers of ETPA properties are mandated by the board to issue a 2 percent increase for a One-Year Lease Renewal. For a Two-Year Lease Renewal, Owners and Managers can issue a 3 percent increase. The board reached its decisions during its Deliberation Session on Jun. 18 at City Hall in Mount Vernon.

The board conducted three Public Hearings (Jun. 4, Yonkers; Jun. 5, White Plains; and Jun. 13, New Rochelle), as well as a Deliberation/Work Session (Jun. 12, White Plains) prior to its final decisions. The guidelines affect renewal leases between Oct. 1, 2018 and Sep. 30, 2019.

Where the Owner does not provide heat or hot water, the following Guideline Increases were approved: A One-Year Lease Term, 1.6 percent; A Two-Year Lease Term, 2.4 percent.

The guideline increases are scheduled to be certified at the board's next meeting in September. The date and location of that meeting will be announced in the weeks ahead, according to officials from The New York State Homes and Community Renewal Agency (HCR).

"The Apartment Owners Advisory Council (AOAC), in its presentations to the board, provided a series of reports and studies that illustrated that Westchester's Apartment Owners and Managers required fair rates of rent adjustments," said Jerry Houlihan,

chair of the AOAC. "The data clearly stated that fair guideline increases were needed due to increases in several categories, including Water, Insurance, Labor, Taxes, Fuel, Management, and Repair and Maintenance Processes."

### Important Facts

Houlihan said that representatives of the AOAC - and its affiliate organization, The Building and Realty Institute of Westchester and the Mid-Hudson Region (BRI) - emphasized consistently the noteworthy and consistent price increases in Operating Costs that Owners and Managers of ETPA properties are facing.

"As we have done in the past, on a consistent basis, we once again asked the members of the Guidelines Board to keep in mind what is summarized in the language of the ETPA," Houlihan said. "The language says that the economic condition of the residential real estate industry in our area must be considered by the Guidelines Board in making its decisions on guideline increases. The Guidelines Board is directed, in that language, to consider the daily Operating Expenses of Owners and Managers and the corresponding price increases in those expenses."

Houlihan said that AOAC/BRI officials consistently cited the 2018 Price Index of Operating Costs (PIOC) of The New York City Rent Guidelines Board to members of The Westchester County Rent Guidelines Board. The PIOC - consisting of components such as Labor, Fuel, Utilities, Maintenance, Insurance, and expenses associated with Administrative Processes

Continued on p. 4

## The BRI Begins Its Negotiations with Local 32-BJ

By Jeff Hanley, *IMPACT* Editor

WHITE PLAINS

The Building and Realty Institute (BRI) has begun its negotiations for a new Labor Contract with Local 32-BJ Service Employees International Union (SEIU).

The two entities held their first negotiating session on Aug. 15 at The Crowne Plaza Hotel in White Plains. The current agreement between the two entities expires on Sep. 30. It began on Oct. 1, 2014.

Representing more than 420 employer cooperatives, condominiums and apartment building owners, the BRI will be bargaining on behalf of its realty 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). Local 32-BJ represents thousands of service and maintenance workers for multi-family buildings and complexes in the Westchester and Mid-Hudson Region.

"We anticipate a productive negotiating process," said Albert Annunziata, executive director of the BRI. "Our Negotiating Committee held a series of meetings to prepare for this process and the members of our committee are ready for this important procedure."

"We feel that our Negotiating Committee is very much a well-represented employers' unit, with all elements of management participating," said David Amster, chairman of the BRI's Negotiating Committee.

Amster said that members of the BRI's Collective Bargaining Group (CBG) will be kept fully updated on the negotiations. He added that Matthew Persanis, Esq., the association's labor counsel, is working closely with the Negotiating Committee. Elefante is a principal of Elefante and Persanis, LLP of Eastchester. Amster added that Persanis and the Negotiating Committee will be assisted by Carl Finger, Esq., of Finger and Finger, A Professional Corporation. The firm, based in White Plains, serves as Chief Counsel to the BRI.



# Insurance Insights

by Ken Furst and Jason Schiciano  
Levitt-Furst Associates



## The Umbrella Liability Policy – What It Is and What It Is Not

TARRYTOWN

Most business members of The Builders Institute (BI)/Building and Realty Institute (BRI) either have, or should have, an Umbrella Liability insurance policy to protect their respective businesses.

That said, we know from the questions that we often get at Levitt-Furst Associates that the Umbrella policy is one of the most misunderstood of all the commercial insurance policies available to businesses.

Business owners understand - the “Property” insurance policy protects property (surprise!), such as buildings, office furniture, and inventory, from damage (e.g., due to fire, storms, etc.).

The “General Liability” policy protects the business from legal liability (surprise again!) from lawsuits (e.g., from a slip-and-fall occurring at the business). The “Commercial Auto” policy responds to claims involving automobiles (another shocking surprise!), such as damage to a vehicle or legal liability (e.g., due to a collision with another vehicle).

But, the purpose of the “Umbrella” policy is not as intuitive, based just on the name. After all, we know that an Umbrella Liability policy does not protect us against Umbrellas! The name “Umbrella” implies that the policy “covers” over everything, which leads many to an incorrect perception, and questions such as: “If there isn’t enough money from my Property insurance to rebuild my apartment building after a fire, then won’t my Umbrella policy make-up the difference?”

Or, “If I don’t have a Pollution Liability policy, will my Umbrella policy respond to a fuel oil tank leak?”

### Clearing Up

Let’s clear-up some misconceptions about the Umbrella insurance policy. First, what is an Umbrella policy? In simple terms, an Umbrella insurance policy is an extra liability policy (your insurance broker may refer to an “Excess Liability” policy). While there are technical differences between an Umbrella Liability policy and an Excess Liability policy, for purposes of this article, let’s agree that these policies serve essentially the same purpose.

The Umbrella (Excess) Liability policy provides extra insurance protection (i.e., additional insurance limits) to pay for expenses resulting from certain types of liability claims. Liability claims can include a lawsuit from a person that was injured by a slip-and-fall while at your place of business, or a lawsuit from a driver that was seriously injured in an automobile accident when your employee ran a red light. Expenses from these liability claims, which may be covered by the Umbrella Liability policy, include legal/attorney defense costs, and legal judgements or settlements.

For a slip-and-fall or automobile-related lawsuit, your business’s General Liability or Commercial Auto policy, respectively, would pay, for instance, the first \$1,000,000 of covered expenses. If legal costs and the judgement/settlement exceed \$1,000,000, the Umbrella Liability policy would pay for the additional costs, up to the amount of the Umbrella Liability limit. Umbrella limits can range from \$1,000,000 to \$200,000,000. The type and size of business, and the cost of the Umbrella policy, are key factors in choosing the Umbrella limit.

### Important Facts

Importantly, the Umbrella policy will typically only respond after another policy -the “underlying policy” (e.g., the General Liability or Commercial Auto policy) - has paid its full limit, and then only if the underlying policy has been scheduled/listed on the Umbrella policy. The underlying policy limit must also meet the minimum amount required by the Umbrella. If the Umbrella policy requires a \$1,000,000 underlying Commercial Auto policy limit, and you only have a \$500,000 limit, then your business will have to pay the \$500,000 shortfall, before the Umbrella policy will begin paying.

*Continued on p. 6*



From the Editor’s Desk

## Hanley’s Highlights

by Jeff Hanley

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

## The Pace Remains Busy for the Building and Realty Institute and Its Staff Through The Summer Months!

ARMONK

The days of summer, for many, provide a bit of a decrease in their respective workloads. That has not been the case at The Building and Realty Institute (BRI).

The staff of our association has maintained a hectic pace through the days of June, July and August. Whether through monitoring legislative issues affecting the building, realty and construction industry, planning the future events of our organization, providing our usual series of Membership Benefits, or advocating on behalf of the BRI, the staff of our association has been busy. Make that very, very busy.

A look at some of the reports in this issue of *IMPACT* offers proof of that hectic pace. Those articles include:

❖ A review of some of the many recent meetings, seminars and events of the BRI in our *IMPACTIVITY* section. A photo montage is featured in the report.

❖ An End-of-Session Summary on the BRI’s statewide legislative efforts. The report, which begins on page one, was written by Glenn Riddell of The Riddell Group, the BRI’s lobbying consultant, and Albert Annunziata, the executive director of our organization. The comprehensive summary, which cites how proposed bills threatening co-ops and other BRI interests were brought to a standstill in Albany due to the efforts of our association, begins on page one.

❖ An update on the continuing success of “Building Knowledge with the BRI,” our organization’s weekly radio show on WVOX 1460 AM and wvox.com. The program, which airs every Friday from 11:30 a.m. to 12 noon, recently celebrated its one-year anniversary. The show profiles BRI members, as well as conditions affecting the building, realty and construction industry. A photo report on some of the many successful broadcasts of “Building Knowledge” is featured in the update.

❖ A Page One report on the recent decision of The Westchester County Rent Guidelines Board on guideline increases for renewal leases affected by The Emergency Tenant Protection Act (ETPA). The article summarizes the efforts of The Apartment Owners Advisory Council (AOAC) of the BRI and the staff of the associations in covering the activities of the guidelines board, which eventually issued a 2 percent increase for a One-Year Lease Renewal and a 3 percent increase for a Two-Year Lease Renewal.

❖ An interesting Question-and-Answer Session between Maggie Collins, the BRI’s director of membership, and Justin DePhillips, general manager of the Poughkeepsie office of Tradesmen International. The report highlights the important contributions that Tradesmen International, a BRI member, makes to the building, realty and construction industry. It also offers a glimpse on some of the recent conditions of our industry.

❖ An article on a Jun. 7 event where The New York State Homes and Community Renewal (HCR) agency and BRI member Wilder Balter announced the completion of a \$21 million affordable housing development in the Chappaqua section of the Town of New Castle. The development renovated the iconic Reader’s Digest headquarters building to create 64 mixed-income apartments. Developed by Wilder Balter, the project - known as Chappaqua Crossing - is on a sprawling campus that will eventually include a variety of retail and commercial spaces. BRI staff attended the event.

## Co-op and Condo Corner



By Diana Virrill, Chair

*The Cooperative and Condominium Advisory Council (CCAC)*

## CCAC Members: You Can Believe That “The Beat Definitely Goes On!”

ARMONK

Since the last issue of *IMPACT* Newspaper, The Cooperative and Condominium Advisory Council (CCAC) - with the unwavering support of The Building and Realty Institute (BRI) - has consistently been voicing the opposition of our associations to proposed legislation from The Westchester County Board of Legislators that, to say the least, is troubling.

The proposal mandates co-op boards to release reasons for the rejections of proposed shareholders. The proposal also calls for co-op boards to issue their decisions on prospective shareholders within a 45-day period.

Representatives of the CCAC and the BRI have attended a series of meetings with The Westchester County Board of Legislators on the proposal. Many in-depth conversations with individual legislators and the members of the Board of Legislators have been held. Simply put, the “Beat Goes On” as the CCAC and the BRI are consistently citing the many negatives of this proposed legislation.

At stake is the misconception that co-ops (private corporations) are not fairly interviewing prospective shareholders in a timely manner. There is also the misconception that co-op boards are unfairly turning down applicants. And, also at stake is the ability of co-op boards to select shareholders who are best qualified to financially support the co-op corporation.

The CCAC and the BRI are spending enormous amounts of time and effort to correct these misconceptions. Full information on this issue can be found at <http://www.dont-killwestchestercoops.org/>.

As the CCAC and the BRI continue to work on this issue, CCAC and BRI members should be assured that the staff of our associations is always available to meet the concerns of the members of our organizations. And that remains true during the summer months! The CCAC, as always, offers the following services:

- ❖ **Networking** – Belonging to the CCAC means that co-op and condo boards have the opportunities to meet with other board members from co-ops and condos in Westchester and the Mid-Hudson Region. It also means exposure to new ideas and experiences from your peers, as well as advice from experts. As a member of the CCAC, board members also belong to the BRI and, accordingly, have access to its considerable sources and contacts within the real estate community.
- ❖ **Insurance** – Membership in the CCAC provides co-ops and condos with access to New York State Workers Compensation Group 530. More than 490 co-ops and condos are members of the group, which helps cut the high costs of compensation insurance. And, other insurance services are available through our association’s insurance manager, Levitt-Furst Associates. Full information can be obtained by calling Levitt-Furst Associates at (914) 457-4200.

*Continued on p. 4*

News for the  
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# Impact

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INDUSTRY STUDY:

# New Home Sales Across the U.S. Rise to Their Highest Level of the Year

By Jeff Hanley, IMPACT Editor

WASHINGTON, D.C.

Sales of newly-built, single-family homes rose 6.7 percent in May to a seasonally adjusted annual rate of 689,000 units after a downwardly revised April report, according to a building and realty industry analysis. The analysis, released on Jun. 25 by The National Association of Home Builders (NAHB), is based on newly-released data by the U.S. Department of Housing and Urban Development (HUD) and the U.S. Census Bureau. NAHB officials said that the data is part of the second-highest sales report since the Great Recession of 2008-2009.

“Sales numbers continue to grow, spurred on by rising home equity, job growth and reports of a greater number of millennials entering the single-family housing market,” said NAHB Chairman Randy Noel, a custom home builder from LaPlace, La. The analysis said that a new home sale occurs when a sales contract is signed or a deposit is accepted. The home can be in any stage of construction - not yet started, under construction or completed. In addition to adjusting for seasonal effects, the May reading of 689,000 units is the number of homes that would sell if the current pace continued for the next 12 months, the analysis added.

The inventory of new homes for sale was 299,000 in May, which is a 5.2-month supply at the current sales pace. The median sales price was \$313,000, according to the analysis. “We saw a shift to more moderately-priced home sales this month, which is an encouraging sign for newcomers to the market,” said NAHB Senior Economist Michael Neal. “Since the end of the Great Recession, inventory has tracked the pace of sales growth. While we expect continued gains in single-family housing production, inventory may be partially constrained by ongoing price increases for lumber and other construction materials.”

Regionally, new home sales rose 17.9 percent in the South to a post-recession high and remained unchanged in the Midwest. Sales dropped 8.7 percent in the West and 10 percent in the Northeast, the analysis said. The 10 percent decrease in the sales of new homes in the Northeast did not surprise officials from The Builders Institute (BI)/Building and Realty Institute (BRI) of Westchester and The Mid-Hudson Region.

“As for our region, there is some activity in the development of single-family homes in certain sections of the Westchester and Mid-Hudson Region,” said Albert Annunziata, executive director of the BI-BRI, a building, realty and construction industry membership organization with more than 1,800 members in 14 counties of New York State. “However, there are definitely sections of our region that are not seeing strong levels of activity on a consistent basis.” Annunziata added that the consistent negatives of the lack of land, anti-industry regulations and labor shortages are among the factors that continue to prevent the development of much-needed single-family housing.

## Grant Funding Available for Clean Water Infrastructure Projects

ALBANY

The New York State Department of Environmental Conservation (DEC) has announced that \$275 million in grant funding is available to municipalities with infrastructure projects that protect or improve water quality and/or public health. The funding, available through the Water Infrastructure Improvement Act and the Inter-Municipal Water Infrastructure Grants Program, is part of the state’s historic \$2.5 billion Clean Water Infrastructure Act of 2017. Grant applications and additional information are available and must be submitted along with any required supporting documentation to: [NYSWaterGrants@efc.ny.gov](mailto:NYSWaterGrants@efc.ny.gov) by Sep. 7, 2018.

## The Annual Golf Outing of the BRI Scheduled for Oct. 9

By Jeff Hanley, IMPACT Editor  
BEDFORD HILLS

The Building and Realty Institute (BRI) recently announced that its Annual Golf Outing has been scheduled for Tuesday, Oct. 9 at the GlenArbor Golf Club in Bedford Hills. BRI officials said that the fee per golfer is \$350 (for BRI members). Non-BRI members will be charged \$400. The outing’s schedule is as follows:

- \* 10:30 a.m., Registration
- \* 11 a.m., Lunch
- \* 1 p.m., A Shotgun Start
- \* 5:30 p.m., Cocktails and Dinner
- \* (A Floating Green Competition Will Be Held During Cocktails)
- \* 6:30 p.m., The Event’s Raffle

BRI officials also announced that a series of Sponsorships for the outing are available:

- \* Event Sponsor, \$2,000
- \* Dinner Sponsor, \$1,000
- \* Cigar Roller Sponsor, \$777
- \* Golf Cart Sponsor, \$600
- \* Lunch Sponsor, \$500

- \* Floating Green Sponsor, \$444
- \* Cocktail Hour Sponsor, \$400
- \* Tee Sponsor, \$200

“The reaction to last year’s outing at GlenArbor was highly positive,” said Albert Annunziata, executive director of the BRI. “We are looking forward to another tremendously successful event.”

Jane Gill, controller, BRI and Margie Telesco, office manager, BRI are the co-ordinators of the event. Gill and Telesco said that full details on the outing will be mailed to BRI members in the weeks ahead. Questions on the event can be directed to [jane@buildersinstitute.org](mailto:jane@buildersinstitute.org), or to [margie@buildersinstitute.org](mailto:margie@buildersinstitute.org). 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.

## Counsels’ Corner

# Reviewing the Key Points of Cooperative Interviews

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

The topic of interviewing prospective shareholders for Cooperatives has been presented several times at membership meetings and seminars of the Cooperative and Condominium Advisory Council (CCAC) of the Building and Realty Institute (BRI).

Nonetheless, it is an important topic that we are constantly asked questions about. How to conduct an interview, what questions should be asked and what topics to avoid are items that we are asked about. While this is generally a topic for Cooperatives, Landlords can look to these suggestions for some guidance, as well. It is, however, important to keep in mind that Landlords have additional restrictions, such as Source of Income Restrictions, as well as possibly Emergency Tenant Protection Act (ETPA) restrictions that they must adhere to.

### Specifics

What are the key items for boards when interviewing prospective shareholders? How to know if these folks are for your building? There are no hard and fast rules, except not to discriminate based on protected classes. Beyond the basic financial criteria as determined by each board, i.e., minimum down payment and percentage of income that goes to mortgage and maintenance, the Board of Directors can look at any number of issues. The interview can be used to explore any financial issues that need to be clarified from the application package, such as “cash business income,” which is not reported on tax returns, or where the down payment is coming from if not reflected in assets. The other issues are not so easy. The discussion of some scenarios may help to clarify the subjects and the manner of questioning that may apply.

### Steps

Before the Board of Directors can interview a potential candidate - or even decide on whether to interview the candidate - the prospective shareholder must submit a complete application that answers all appropriate questions, including all required documentation, references and background checks. The Board of Directors should consult with its attorney and have its attorney review the application to make sure that none of the questions in the application are, in any way, unlawfully discriminatory. Once the Board of Directors has received and reviewed the application, the Board of Directors must determine whether the prospective shareholder is qualified under the criteria set by the Board of Directors to purchase the shares. It is important that the criteria used by the Board of Directors are not discriminatory and that the Board of Directors applies the same criteria to all prospective shareholders that apply to purchase shares and units. If the Board of Directors decides to make a change to the criteria, the Board of Directors should make the change a global one and apply the new criteria to all future prospective shareholders. This avoids confusion and claims of discrimination. Again, the Board of Directors should review the criteria and policy with its attorney to ensure that it is not discriminating or using discriminatory policies. At this time, the Board of Directors can decide whether or not the candidate’s application is suitable for an interview. If, however, in reviewing the application the Board of Directors does not feel that it would approve the purchase, then it should not conduct an interview. This limits potential discrimination claims.

### The Important Process

Assuming that the candidate is approved for an interview, the interview is scheduled and conducted. The interview may be attended by some, or all, of the Board of Directors at the discretion of the board. Frequently, the Board of Directors delegates the interview process to a committee made up of members of the board. It is always a good idea to make sure that there is more than one board member present to ensure against any subsequent allegations of discrimination or improper questioning at the interview by the member of the Board of Directors. There are several goals for an interview - reviewing the application to confirm that there are no discrepancies and clarifying any minor discrepancies that do exist. It is also important to try and get to know the prospective shareholder on a more personal level (again, without asking questions that could be construed as discriminatory). There are no hard and fast rules on exact questions to ask a prospective shareholder in an interview, other than do not discriminate against a protected class. If there are specific rules about the building (“A No Pet Rule,” for example) you can ask them if they understand the rules and have any problems with those guidelines. If the prospective shareholder has specific hobbies or an occupation that will carry over into their home (i.e., a professional musician, like a violinist), you can ask questions related to those issues.

Some other topics for inquiry may include:

- ◆ The proposed occupants of the unit;
- ◆ The reasons for choosing the area/neighborhood;
- ◆ Whether or not the prospective shareholder has any questions.

### An Important List

Listed below are questions that may be appropriate to ask a prospective shareholder/resident:

- ◆ Have you had your own apartment before?
- ◆ Why did you leave your previous residence?
- ◆ Do you get along well with the residents in your previous residence?
- ◆ How were you referred here?
- ◆ Have you ever been evicted? If yes, please explain.
- ◆ What is your primary Source of Earned Income?



Ken Finger



Carl Finger



Dan Finger

Continued on p. 5



***The Pace Remains Busy for the Building and Realty Institute and Its Staff Through The Summer Months!, Continued from p. 2***

- ❖ A Page One article on the recent dividend announcements of New York State Workers Compensation Groups 458 and 530. The announcements were made by Levitt-Fuirst Associates of Tarrytown, the manager for both groups. BRI staff attended the meetings where the important announcements affecting the building, realty and construction industry were made.
  - ❖ A report in Co-op and Condo Corner on how The Cooperative and Condominium Advisory Council (CCAC) of the BRI and the staffs of the associations have consistently been voicing the opposition of the building and realty industry to proposed legislation from The Westchester County Board of Legislators that calls for co-op boards to release reasons for the rejections of proposed shareholders. The proposal also calls for co-op boards to issue their decisions on prospective shareholders within a 45-day period. Representatives of the CCAC and the BRI have attended a series of meetings of the Board of Legislators on the proposal. The article, written by CCAC Chair Diana Virrill, summarizes how the CCAC/BRI and their staffs are consistently citing the many negatives of the proposed legislation.
- And, there are other noteworthy articles in this issue, including:
- ❖ An analysis in Insurance Insights on The Umbrella Liability Policy. The article, written by Ken Fuirst and Jason Schiciano, co-presidents of Levitt-Fuirst Associates, insurance manager for the BRI and its component associations, reviews why an Umbrella Liability insurance policy is needed to protect businesses. Officials from Levitt-Fuirst stress that the questions they often receive at the company's offices produce proof that the "Umbrella Policy" is one of the most misunderstood of all the commercial insurance policies available to businesses.
  - ❖ A report from the National Association of Home Builders (NAHB) citing that builder confidence recently slipped two points as lumber prices continue to soar. The article reports that builder confidence in the market for newly-built, single-family homes fell two points to 68 in June, according to the study that was released on Jun. 18. The analysis, the NAHB/Wells Fargo Housing Market Index (HMI), said the decline was due in large part to sharply elevated lumber prices. The study added, however, that sentiment among builders remains "on solid footing." An additional NAHB report stressed that Housing Starts reached a post-recession high in May. The NAHB analysis said that total housing starts rose 5 percent in May to a seasonally adjusted annual rate of 1.35 million units, according to newly released data from the U.S. Department of Housing and Urban Development (HUD) and the Commerce Department. The data represents the highest housing starts figure since July of 2007, NAHB said in the analysis.
  - ❖ A report from NAHB on how association officials are continuing to voice their concerns over increasing building and realty industry problems associated with escalating lumber prices that are being intensified by tariffs on Canadian lumber imports into the U.S. The summary cites that NAHB representatives met with U.S. Commerce Secretary Wilbur Ross on Jun. 19 to stress the negatives of the growing prices and the overall situation. Randy Noel, chairman of NAHB, said the NAHB contingent stressed that lumber prices have risen sharply higher than the tariff rate would indicate. He added that housing affordability in markets across the nation are being hurt.
  - ❖ A building, realty and construction industry analysis citing that sales of newly-built, single-family homes rose 6.7 percent in May to a seasonally adjusted annual rate of 689,000 units after a downwardly revised April report. The study, released on Jun. 25 by the NAHB, is based on newly-released data by HUD and the U.S. Census Bureau. NAHB officials said that the data is part of the second-highest sales report since the Great Recession of 2008-2009.
- Here's hoping that you enjoy this issue of IMPACT, as well as the remainder of the Summer of 2018!**

***Co-Op and Condo Corner, continued from p.2***

- ◆ Referral Services – The CCAC draws upon the formidable resources of the BRI for referrals on a variety of services for board members. Whether your board needs legal advice, investment counseling, real estate expertise or help with maintenance problems, a quick call to the CCAC at (914) 273-0730 can help solve your problem. The BRI has hundreds of supplier, service and professional firms as members – and they are always at your fingertips. The experienced and talented staff of the CCAC/BRI can issue quick and productive referrals from that membership sector to your board. The referrals are definitely among the top Benefits of Membership in the CCAC/BRI.
- ◆ Information – Members of the CCAC receive IMPACT, our bi-monthly newspaper. The publication covers key building, realty, construction and business issues on a regular basis. Articles on issues of interest to the above sectors regularly in the publication. CCAC members also receive periodic bulletins and notices on issues and events that are applicable to the duties and interests of co-op and condo board members.
- ◆ Lobbying – Co-ops and condos can most definitely feel at ease knowing that the CCAC and the BRI are their lobbying representatives. The association maintains close contact with government officials to stay informed of any laws or regulations that may affect co-ops and condos.
- ◆ Education – The CCAC is proud of its continuing efforts to educate board members in each and every aspect of governing and managing co-ops and condos. Experts in real estate, law, insurance and utilities participate in our many membership meetings and seminars. The CCAC has sponsored hundreds of those programs in recent years.
- ◆ Negotiations with Service Workers – Many co-ops and condos draw heavily on the services of union workers. Board members 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 and the BRI are equipped to negotiate with Local 32BJ Service Employees International Union (SEIU), which represents building superintendents, porters and handymen. The associations retain experts in labor negotiations to help those efforts. Your co-op and condo can join with the more than 430 buildings and complexes in the BRI's unified negotiating unit. The unit will represent your building or complex in an experienced and cost-efficient manner. As a matter of fact, negotiations between the BRI and Local 32-BJ on a new labor contract are about to begin, since the current contract between the two entities expires on Sep. 30, 2018.

The Board of Directors of the CCAC is meeting again in early September to plan our organization's fall schedule. Details will be sent to you immediately after that meeting. In the interim, again, please know that the staff of the CCAC/BRI is always ready to serve our members. Again, please call (914) 273-0730 if you need assistance from the CCAC/BRI staff.

Here's a wish that you enjoy the remainder of the summer!

**Building and Realty Industry Officials Discuss Rising Lumber Prices with U.S. Commerce Secretary Ross**

*By Jeff Hanley, IMPACT Editor*

WASHINGTON, D.C.

Representatives of The National Association of Home Builders (NAHB) are continuing to voice their concerns over increasing building and realty industry problems associated with escalating lumber prices that are being intensified by tariffs on Canadian lumber imports into the U.S.

NAHB representatives met with U.S. Commerce Secretary Wilbur Ross on Jun. 19 to stress the negatives of the growing prices and the overall situation, association officials said.

Randy Noel, chairman of NAHB and a custom home builder from LaPlace, La., said the NAHB contingent stressed that lumber prices have risen sharply higher than the tariff rate would indicate. He added that housing affordability in markets across the nation are being hurt.

"Rising lumber prices have increased the price of an average single-family home by nearly \$9,000 and have added more than \$3,000 to the price of the average multi-family unit," Noel said.

Noel said that NAHB officials applauded Secretary Ross for acknowledging "the gravity of this situation" and expressing a willingness to look into the possibility that factors other than the tariff may be manipulating the market.

"We also encouraged the secretary to return to the negotiating table with Canada," Noel said. "It is essential that the two sides resume talks and hammer out a long-term solution to this trade dispute that will ensure U.S. home builders have access to a stable supply of lumber at reasonable prices to keep housing affordable for hard-working American families."

Officials from The Builders Institute (BI)/Building and Realty Institute (BRI) of Westchester and The Mid-Hudson Region commended the efforts of NAHB and the association's meeting with Ross.

"Our members have been discussing the noteworthy increases in the prices of lumber for weeks," said Albert Annunziata, executive director of the BI-BRI, a building, realty and construction industry membership organization with more than 1,800 members in 14 counties of New York State. "The actions of NAHB on this issue were most definitely needed."

***The Westchester County Rent Guidelines Board Approves Lease Renewal Increases of Two & Three Percent, Continued from p. 1***

- showed that costs for Rent Stabilized Apartment Buildings have increased 4.5 percent.

Albert Annunziata, executive director of the AOAC/BRI, added that Owner Representatives Ken Finger and Eliot Cherson consistently contributed impressive presentations that illustrated the continuous cost increases in Operating Expenses that Owners and Managers are facing.

"Our Owner Representatives did an excellent job in highlighting the need for fair guideline increases," Annunziata said. "Their hard work was a major positive factor for the AOAC, the BRI and the entire building and realty industry."

Annunziata, as well as Houlihan, also praised the AOAC and BRI members who issued testimony at the Public Hearings of the Westchester County Rent Guidelines Board, as well as the AOAC/BRI members who represented the building and realty industry at the Public Hearings and Deliberations of the board.

"We outnumbered representatives from the Tenant Sector for most of the process in terms of participation at the hearings and deliberations," Annunziata said. "As we always say, the strong participation of our members in representing our industry makes a good impression upon the Guidelines Board. It is very, very important."

Houlihan said that the staffs of the AOAC and the BRI should also be acknowledged for their efforts in gathering economic data, helping to coordinate the presentations of the building and realty industry and helping to represent the industry at the Public Hearings and the Deliberation Sessions.

**Better than NYC**

"The membership and staff of the AOAC and the BRI, as well as our Owner Representatives, helped to produce better guideline increases for our membership than those issued on Jun. 26 to Owners and Managers in New York City (for a One-Year Renewal Lease between Oct. 1, 2018 and Sep. 30, 2019, 1.5 percent; for a Two-Year Renewal Lease between Oct. 1, 2018 and Sep. 30, 2019, 2.5 percent)," Houlihan said. "That is really an impressive achievement. It was a team effort involving the AOAC/BRI membership, the staff of the AOAC/BRI, our consultants and our Owner Representatives. Kudos to all who were involved in representing our associations and the building and realty industry."

The AOAC is a building and realty industry membership organization. The association is composed of more than 300 Owners and Managers of rental apartment buildings and complexes. Those Owners and Managers are responsible for approximately 17,000 units, association officials said. The BRI is a building, realty and construction industry membership organization. The association has more than 1,800 members in 14 counties of New York State.



The Cooperative and Condominium Advisory Council (CCAC), The Building and Realty Institute (BRI) and building and realty industry officials are continuing to oppose proposed legislation by Westchester County that mandates co-op boards to release reasons for the rejections of proposed shareholders. The proposal also calls for co-op boards to issue their decisions on prospective shareholders within a 45-day period. Pictured during the Jun. 25 meeting of the Labor and Housing Committee of The Westchester County Board of Legislators while voicing the opposition of the building and realty industry to the proposal are, from left to right, Diana Virrill, chair, CCAC; Cesare Manfredi, board member, CCAC; Albert Annunziata, executive director, BRI/CCAC; Mary Ann Rothman, executive director, The Council of N.Y. Cooperatives and Condominiums (CNYC); and Dorothy Finger, Esq., Finger and Finger, A Professional Corporation, chief counsel to the CCAC/BRI. *Photo by Jeff Hanley*







DEVELOPMENT CASE STUDY:

Opening of Chappaqua Crossing Apartments Marks the Start of A New Chapter At The Former Reader’s Digest Property Original Headquarters Transformed into 64 Mixed-Income Homes

New York State Homes and Community Renewal (HCR) and Wilder Balter Partners on Jun. 7 announced the completion of a \$21 million affordable housing development in the Chappaqua section of the Town of New Castle. The development renovated the iconic Reader’s Digest headquarters building to create 64 mixed-income apartments. Developed by Wilder Balter, Chappaqua Crossing is on a sprawling campus that will include a variety of retail and commercial spaces and is also close to the Chappaqua Metro-North train station and Saw Mill Parkway, project officials said. RuthAnne Visnauskas, commissioner of HCR, said: “Chappaqua Crossing creates a diverse and transit-oriented community in Chappaqua, while also preserving a beloved historic building. Developments like this are springing up across New York State to provide New Yorkers with safe, affordable housing and the economic opportunity that comes with it.” Wilder Balter President Bill Balter added: “The moment I first walked through, I realized it was an incredible structure with a rich history. As builders, we embraced the challenge of retaining the special architectural details, while incorporating the modern amenities necessary to create a unique and highly desirable living environment. Our company has built thousands of homes, condos and apartments, but this presented a unique opportunity to work outside the box and we are extremely proud of the way it came together.” The development complements Gov. Cuomo’s unprecedented \$20 billion, five-year Housing Plan, which is making housing accessible and combating homelessness by building and preserving 112,000 affordable homes and 6,000 supportive homes, spokesmen said. The plan is a comprehensive approach to statewide housing issues and includes multifamily and single-family housing, community development, and rent stabilization, spokesmen added.

The original Georgian-style brick building, with its signature cupola, opened in 1939 and for seven decades served as the headquarters for the Reader’s Digest magazine and associated businesses. The conversion included the restoration and preservation of both the company’s wood-paneled reference library and its stately formal entrance rotunda, while, at the same time, introducing creatively designed living spaces, officials said. The development offers a mix of one, two, and three-bedrooms, with 38 affordable to low and moderate-income residents who meet a variety of income-eligibility levels, and 26 available at market-rate, officials added.



New York State Homes and Community Renewal (HCR) and Wilder Balter Partners announced on Jun. 7 the completion of a \$21 million affordable housing development in the Chappaqua section of the Town of New Castle. The Chappaqua Crossing Apartments, located in the renovated Cupola Building of the iconic Reader’s Digest headquarters property, include 64 mixed-income apartments on a sprawling campus that will also include a variety of retail and commercial spaces, officials said. Pictured left to right are: Tricia Yarger, director, Municipal Securities Division, Citi Community Capital; Robert H. Wilder, Jr., principal, Wilder Balter Partners; RuthAnne Visnauskas, commissioner/ chief executive officer, HCR; Bill Balter, president, Wilder Balter Partners; Victor J. Sostar, executive vice president, Regions Affordable Housing; Norma Drummond, acting commissioner, Westchester County Department of Planning; George Latimer, Westchester County executive; and Robert Greenstein, supervisor, Town of New Castle.

Specifics

Residents have access to landscaped courtyards, an outdoor play area, two fitness rooms, a club room, walking trails, the on-site retail, potential job opportunities of the on-site office tenants and a shuttle bus to the Metro-North train station in downtown Chappaqua. The development is also served by a Westchester County Bee-line bus stop, project spokesmen said. Project officials said that Chappaqua Crossing was designed with sustainable features, including Energy Star appliances, lighting and heating systems, and water conservation features, including low flow toilets, shower heads and faucets. When complete, the 700,000-square foot campus will offer a Whole Foods Market, a Lifetime Fitness gym, additional shops and restaurants, and more than 500,000-square feet of office space, officials added.

The Beginning

The decision to convert the original portion of the Reader’s Digest’s 680,000-square-foot headquarters from office to housing was reached after discussions between Chappaqua Crossing Owner Felix Charney, Balter and the Town of New Castle, project spokesmen said. “A lot of different ideas had been considered for the original section of the building,” said Charney, who is President of Summit Development, which is based in Southport, Conn. “We always had included affordable housing in the plans we had for the overall property, and we had received approval to building new housing on the site. Then, in talking with Bill, who was relocating the Wilder Balter headquarters to Chappaqua Crossing, the idea emerged of converting the Cupola Building to housing. And Bill has done a terrific job accomplishing that goal.” HCR has provided about \$10 million in financing for the project in the form of tax exempt bonds and subsidy. HCR’s Federal and State Low Income Tax Credit Allocation will generate \$5.4 million in equity. Other funding sources include \$4.1 million from Westchester County, officials said.

Wilder Balter Partners is a leading developer of award-winning, new construction homes in the New York metropolitan area. Since 1975, Wilder Balter Partners has built affordable residential communities and luxury homes in Westchester, Suffolk and Fairfield County (Conn.) and the Hudson Valley, company officials said. Sen. Terrence Murphy (R-40 SD) said: “Affordable housing is a highly valued and critically needed commodity in Westchester County. With its modern amenities, and features such as nearby restaurants, a theater, walking trails and convenient transportation, Chappaqua Crossing will provide hard-working families and seniors with a sense of community.” Assemblyman David Buchwald (D-93 AD) added: “Redeveloping the iconic Readers Digest building as homes for families is a terrific example of how we can build on the past while finding solutions to community needs. Chappaqua Crossing’s affordable housing is an especially valuable component of this mixed-use development.” “This development is a perfect example of a community finding a creative way to breathe new life into an old corporate property,” said Westchester County Executive George Latimer. “By incorporating a unique mix of affordable, workforce and market-rate housing, this complex becomes desirable to all different kinds of families.” Added Robert J. Greenstein, supervisor of the Town of New Castle: “The iconic cupola building at Chappaqua Crossing now represents how affordable housing should be – integrated with market-rate units and workforce housing in a beautiful and vibrant location. This is affordable housing we can be proud of! This is housing we can be proud of!”

Homeownership Is the Primary Driver of U.S. Household Wealth, Industry Analysis Stresses

WASHINGTON, D.C. As the nation’s home builders celebrated National Homeownership Month in June, new research showed that a household’s primary residence is its largest asset and continues to provide an important building block for long-term financial security. The latest edition of the Survey of Consumer Finances, published by the Board of Governors of the Federal Reserve System, reported that the primary residence accounted for about one-quarter of all assets held by households in 2016, ahead of other financial assets, business interests and retirement accounts. An analysis of the data was released on Jun. 1 by The National Association of Home Builders (NAHB). “Homeownership is a primary source of net worth for many Americans, and is an important step in accumulating personal financial assets over the long term,” said Randy Noel, NAHB chairman and a custom home builder from LaPlace, La. Building equity and accruing wealth when the value of your home appreciates are among the longer-term financial benefits of homeownership. Americans had a record-high \$14.4 trillion of equity in their homes in the fourth quarter of 2017, the report said. The national homeownership rate of 64.2 percent shows signs of sustained growth after bottoming out to a cycle low of 62.9 percent in the second quarter of 2016. Yet, this number is still down from the peak of 69.2 percent in 2004 and remains below the 25-year average rate of 66.3 percent, the report added. “We must continue to address the obstacles that remain for many potential home buyers, including factors that increase the

cost to build new homes. Skyrocketing costs for lumber is the number one challenge for builders right now,” Noel said. Since January of 2017, rising lumber costs have increased the price of an average single-family home by nearly \$9,000 and the market value of an average new multifamily housing unit by over \$3,000, the report said. While there are many reasons for increasing lumber costs, the primary factor is the 20 percent effective

“We must continue to address the obstacles that remain for many potential home buyers, including factors that increase the cost to build new homes. Skyrocketing costs for lumber is the number one challenge for builders right now.” – Randy Noel, Chairman, National Association of Home Builders (NAHB)

tariff rate placed on Canadian softwood lumber, the study added. NAHB has been fighting back against the rising prices by urging President Trump to resume talks with Canada to find a long-term solution to this trade dispute, association officials said. “These tariffs are making housing less affordable for American families,” Noel said. “NAHB will continue working on all fronts to find solutions that will ensure a lasting and stable supply of lumber imports into the U.S. at a competitive price.”

The Umbrella Liability Policy – What It Is and What It Is Not, Continued from p. 2

Certain types of policies, such as Employment Practices Liability or Environmental Pollution Liability policies cannot usually be scheduled onto an Umbrella policy, so your business can only be protected from claims related to those policies if it maintains those policies, and then only for the dollar amount of the limit of those policies (since the Umbrella will not apply.) An Umbrella policy does not pay for claims of damage (e.g., due to fire) to your property, such as your building or inventory. You must have Property policy of sufficient limits for these claims. However, if you are legally liable for damage to someone else’s property, the Umbrella policy will respond, after the General Liability policy has paid its full limit. Umbrella Liability policies (and especially Excess Liability policies) are subject to their own conditions and exclusions, which may vary from the underlying policies. For instance, an apartment building General Liability policy may cover a lead paint sickness lawsuit, and a landscaping contactor’s policy may cover a pesticide sickness lawsuit, but an Umbrella policy may exclude these claims, even if the General Liability policy is scheduled on the Umbrella policy. All businesses should consider an Umbrella (Excess) Liability policy, but it’s important to understand what the Umbrella policy is, and what it is not. It’s also important to evaluate what other liability policies your business may need (Employment Practices Liability; Environmental Pollution Liability; Directors & Officers Liability; Cyber/Data-Breach Liability; Professional Liability; etc.). Contact your insurance broker, or Levitt-Fuirst Associates at (914) 457-4200 for more information on Umbrella (Excess) Liability policies. 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.



# GDC and Yonkers Officials Celebrate Grand Opening of 1177 @Greystone

YONKERS  
Ginsburg Development Companies (GDC) continued its expansion in the Westchester County market with the grand opening on May 17 of 1177 @Greystone, a new boutique luxury rental apartment building in the Greystone neighborhood of Yonkers, company officials recently announced.

The three-story building, which is at 1177 Warburton Avenue just a block north of GDC's River Tides at Greystone luxury rental complex, features 55 spaciouly designed apartments with 9-foot-plus ceiling heights, oversized windows and many with balconies offering spectacular views of the Hudson River and the Palisades, company officials added.

GDC officials said that the quality of the finishes in the apartments is unsurpassed, with wide-plank flooring throughout. Kitchens feature Euro-style cabinetry, porcelain tile backsplash, quartz countertops and stainless steel appliances. Designer baths come with a modern vanity, Kohler fixtures, ceramic wall tiles and porcelain floor tiles. The apartments range in size from 680 square feet for a 1-bedroom unit to 1,245 square feet for a 3-bedroom, 2-bath unit. Monthly rents range from \$2,295 to \$4,695.

1177 @Greystone boasts a wealth of amenities, including a Club Room for private parties and building sponsored events with complimentary WiFi; a Fitness Center with available personal trainers; and a Sunset Deck Lounge overlooking the Hudson River and Palisades. A fully enclosed indoor parking garage includes electric charging spaces and bike racks. Residents also have full membership privileges to the Resort-Class amenities at nearby River Tides at Greystone, which include an outdoor pool, BBQ pavilion, sumptuous spa with licensed massage therapists, yoga and exercise classes, GDC officials said.

Like many of GDC's resort-style apartment

buildings, 1177 @Greystone is a Transit Oriented Development (TOD). Just a quick walk to the Greystone Metro-North Train Station, 1177@Greystone offers easy access to Manhattan with Grand Central Terminal only a 32-minute commute by Metro-North train. It is also a five-minute drive to the shops and restaurants in the Village of Hastings-on-Hudson, officials said.

"The grand opening of 1177 @Greystone is yet another milestone for our company as we continue to grow our portfolio of luxury rental communities that appeal to Millennials, empty-nesters and everybody in between. This smaller intimate building is a perfect companion to River Tides, our larger full-service property, offering renters a choice of lifestyle. With its spectacular Hudson River views and Metro-North station, the Greystone neighborhood of Yonkers has emerged as an exciting market for luxury rental living in Westchester County," said Martin Ginsburg, principal of GDC.

"1177@Greystone is another milestone development on our revitalized waterfront," said Yonkers Mayor Mike Spano. "We are redefining Yonkers living as we attract a new generation of residents who recognize Yonkers as a home to live, work and play."

## The Latest

1177@Greystone is the latest luxury rental development by GDC in the Hudson Valley. GDC recently completed the River Tides at Greystone, a two-tower 330-unit luxury rental one block south of 1177@Greystone. Other GDC rental projects include Harbor Square in Ossining, The Lofts on Saw Mill River in Hastings-on-Hudson, The Metro in White Plains and Parkside and Riverside at Harbors-at-Haverstraw in Rockland County, company officials said.

GDC is currently developing three major projects in Peekskill - Fort Hill Apartments and the Abbey Inn, a \$64.5 million mixed-use

project that will transform the former St. Mary's convent property into a resort-style tourist destination featuring luxury rental apartments, as well as an inn, spa, restaurant and banquet/conference facility; and Gateway Townhomes, a new development on Main Street at the gateway to Peekskill featuring 16 rowhouse townhome-style condominiums, company officials added.

## A Key Acquisition

In one of its most ambitious projects to date, GDC recently announced the acquisition of The Westchester Financial Center, a 571,000-square-foot landmark office complex on a square block between Main Street and Martine Avenue across from the White Plains Metro-North train station. The property, which is being rebranded as City Square, will become a mixed-use development comprised of offices, retail shops, restaurants and residences. City Square will be designed to create a synergy with the new City of White Plains Transit District Strategic Plan to transform the Main Street gateway into a new, pedestrian friendly district, GDC spokesmen said.

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

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

# Houlihan Lawrence's Commercial Group Announces the Sale of a Property on Library Lane in Mamaroneck

RYE BROOK

Houlihan Lawrence's Commercial Group recently announced the sale of a 3,100 square-foot, one-story building at 145 Library Lane in Mamaroneck.

The sale price was \$800,000. Bryan Lanza and Garry Klein represented both the buyer and seller in the transaction, company officials said.

The purchaser was Garson Properties of Mamaroneck, which has approval to build an apartment complex on the site. Located at 145-149 Library Lane, the new building will contain nine two-bedroom apartments, a rooftop deck and ground-floor parking.

In another recent transaction announced by company spokesmen, Houlihan Lawrence Commercial Group was successful in securing a 10-year lease at 100 West Boston Post Road in Mamaroneck. The property, which overlooks Mamaroneck's Harbor Island, is regarded as the entrance to "restaurant row" on Mamaroneck Avenue.

Lum Yen Chinese Cuisine operated at the location for more than 45 years. The new restaurateur who has taken over the space is Antonio (Tony) Mauro of La Vela Dining and Bar Out of New York City. The new restaurant plans on opening this summer. Lanza represented both owner and tenant in the long-term lease.

Houlihan Lawrence is the leading real estate brokerage serving New York City's northern suburbs. 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 more than \$6.5 billion in 2017, spokesmen added.

# Annunziata, Mutarelli and the BRI Honored at SHORE Event

By Jeff Hanley, IMPACT Editor

MAMARONECK

Two leading members of the local building, realty and construction industry were recently honored by a local organization for their respective efforts in helping to improve housing conditions in the Westchester and Mid-Hudson Region.

Sheltering the Homeless Is Our Responsibility (SHORE) and I Care honored Albert Annunziata, executive director of The Building and Realty Institute (BRI), and Vincent Mutarelli, president of the BRI, at its Midsummer Dinner and Auction on Jul. 11 at Orienta Beach Club in Mamaroneck.

Annunziata and Mutarelli were cited for their efforts in helping the BRI to be consistently supportive of SHORE and I Care, event officials said.

"The BRI also advocates for affordable housing - it strongly encourages municipalities in Westchester to provide much-needed housing," said Susan McCarthy, chair of SHORE.

Annunziata and Mutarelli were also honored for their contributions to The Housing Action Council. The council is a regional, not-for-profit organization dedicated to expanding housing opportunities for low and moderate-income households throughout the Westchester and Mid-Hudson Region. Rose Noonan, executive director of the council, issued the awards to Annunziata and Mutarelli.

Westchester County Executive George Latimer and Benjamin Boykin, chair of The Westchester County Board of Legislators, each issued special proclamations at the event to the BRI as an additional acknowledgement of its efforts toward helping to improve the area's housing conditions. Part of the citation included Friday, Jul. 13 being named as "BRI Day" in Westchester County. Latimer and Boykin were both in attendance as Annunziata and Mutarelli received their awards from SHORE and I Care.

The BRI, also known as The Builders Institute (BI), is a leading building, realty and construction industry 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. The BRI, based in Armonk, was formed in 1946, association officials said.



Sheltering the Homeless Is Our Responsibility (SHORE) and I Care honored Albert Annunziata, executive director of The Building and Realty Institute (BRI), and Vincent Mutarelli, president of the BRI, at its Midsummer Dinner and Auction on Jul. 11 at Orienta Beach Club in Mamaroneck. Annunziata and Mutarelli were cited for their efforts in helping the BRI to be consistently supportive of SHORE and I Care, event officials said. Annunziata and Mutarelli were also honored for their contributions to The Housing Action Council. Westchester County Executive George Latimer and Benjamin Boykin, chair of The Westchester County Board of Legislators, each issued special proclamations at the event to the BRI as an additional acknowledgement of its efforts toward helping to improve the area's housing conditions. Part of the citation included Friday, Jul. 13 being named as "BRI Day" in Westchester County. Pictured at the event are, from left to right, Latimer; Annunziata; Mutarelli; Boykin; and N.Y. State Assembly Member Steven Otis. Photo by Michael Dardano



# The BI-BRI Continues Its Busy Pace of Providing Meetings & Services to the Building, Realty & Construction Sector

By Jeff Hanley, IMPACT Editor  
ARMONK

**T**he intense pace continues! Members of The Builders Institute (BI)/Building and Realty Institute (BRI) and its staff participated in more than 40 meetings and seminars through the first seven months of 2018.

The participation is described by BI-BRI officials as a continuation of the organization’s “consistent and persistent efforts” to oversee all developments and issues affecting the local building, realty and construction industry.

“From January through July, there was no let-up in our efforts to provide meetings and events to our members, as well as in monitoring all developments affecting our industry in the Westchester and Mid-Hudson Region,” said Albert Annunziata, executive director of the BI-BRI.

Annunziata said that officials of the BI-BRI and its staff maintained “a brisk and intense rate of activity” from January into July on behalf of the organization. The activities of the BI-BRI included:

- ❖ The association’s General Membership Meetings;
- ❖ The Membership Meetings of the organization’s affiliate groups;
- ❖ Association-wide seminars;
- ❖ Meetings of the Boards of Directors of the organization’s component groups;
- ❖ Social events of the association;
- ❖ The attendance of association officials at non-BI-BRI meetings to represent the organization and the building, realty and construction industry.



“Wish Lists for Board Members of Co-ops and Condos and Their Managing Agents” was the topic of the May 7 Membership Meeting of The Cooperative and Condominium Advisory Council (CCAC). More than 45 CCAC and Building and Realty Institute (BRI) members attended the program at the Crowne Plaza Hotel in White Plains. The meeting provided CCAC and Advisory Council of Managing Agents (ACMA) Panel Members with a chance to voice their respective concerns to the opposite panel on enhancing communication processes and other procedures involving Board Members and Managing Agents. Pictured during the event are, first row, from left to right, CCAC Panel Member Clementine Carbo and Diana Virrill (CCAC chair). Pictured in the second row, from left to right, are CCAC Panel Members Sondra Laskay and Cesare Manfredi; ACMA Panel Members John Bonito and David Amster (ACMA Chair); Ken Finger, chief counsel to the CCAC/BRI and the program moderator; and Jeff Hanley, associate executive director, CCAC/BRI, and the program’s coordinator.  
*Photo by Barbara Hansen*

“Our members have had a series of informative, important and timely BI-BRI meetings to participate in,” Annunziata said. “Our consistent and persistent efforts of providing services to the BI-BRI membership, as well as monitoring efforts affecting our members and the local building, realty and construction industry, will most definitely continue throughout 2018.”

Annunziata added that “Building Knowledge with The Building and Realty Institute (BRI),” the official radio program of the organization, is continuing to receive outstanding reviews while adding to the association’s List of Membership Benefits and Services.

The show, which airs every Friday from 11:30 a.m. to 12 noon on WVOX 1460 AM and wvox.com, monitors issues and conditions affecting the local building, realty and construction industry, as well as the general business sector. The program, which marked its one-year anniversary in June, features representatives from different BI-BRI member companies on each broadcast.

The BI-BRI is a building, realty and construction industry membership organization. The association, based in Armonk, 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.

A Photo Montage of some of the efforts of the BI-BRI from January through July is featured in this section.

The Westchester County Rent Guidelines Board recently decided on guideline increases for renewal leases affected by The Emergency Tenant Protection Act (ETPA). Owners and Managers of ETPA properties are mandated by the board to issue a 2 percent increase for a One-Year Lease Renewal. For a Two-Year Lease Renewal, Owners and Managers can issue a 3 percent increase. The board reached its decisions during its Deliberation Session on Jun. 18 at City Hall in Mount Vernon. The board conducted three Public Hearings (Jun. 4, Yonkers; Jun. 5, White Plains; and Jun. 13, New Rochelle), as well as a Deliberation/Work Session (Jun. 12, White Plains) prior to its final decisions. The guidelines affect renewal leases between Oct. 1, 2018 and Sep. 30, 2019. Pictured above is Jerry Houlihan (standing, at the podium), chairman of The Apartment Owners Advisory Council (AOAC), while issuing his testimony on behalf of the AOAC and the building and realty industry at the Jun. 13 Public Hearing of the board in New Rochelle. *Photo by Jeff Hanley*



New York State Workers Compensation Group 530, the compensation insurance group for The Cooperative and Condominium Advisory Council (CCAC), The Apartment Owners Advisory Council (AOAC) and The Advisory Council of Managing Agents (ACMA) of The Building and Realty Institute (BRI), recently announced a 20 percent dividend for the policy year ending Jun. 1, 2017. The announcement was made at the group’s Annual Meeting on May 16 at the Tarrytown offices of Group Manager Levitt-Fuirst Associates. Pictured during the meeting are, from left to right, Marc Spar, managing director, workers compensation groups, Levitt-Fuirst Associates; John Holzinger, chairman, executive committee, Group 530; Brian Scally, a member of the executive committee of Group 530; Jeff Stillman, a member of the executive committee of Group 530; Jason Schiciano, co-president, Levitt-Fuirst Associates; Donna Premuto, director of workers compensation claims, Levitt-Fuirst Associates; Ken Fuirst, co-president, Levitt-Fuirst Associates; and Adele Mangione, account executive, Levitt-Fuirst Associates. A report on the meeting is on page one. *Photo by Jeff Hanley*







“Current Trends in Flooring Solutions for Multi-Family Buildings and Complexes” was the topic of the May 16 Membership Meeting of The Advisory Council of Managing Agents (ACMA). Beth Boyle, senior account manager, New York and Connecticut, Shaw Contract, was the keynote speaker at the event. More than 25 ACMA and Building and Realty Institute (BRI) members attended the program at the Crowne Plaza Hotel in White Plains. Boyle is pictured, seated, at the far right of the meeting table prior to her presentation. Jeff Hanley, associate executive director of the BRI, is pictured standing at the front of the meeting table, on the far left, while introducing Boyle. Albert Annunziata, executive director of the BRI, is pictured standing at the front of the meeting table, on the far right. *Photo by Barbara Hansen*

New York State Workers Compensation Group 458, the compensation insurance group of The Builders Institute (BI), recently announced a 15 percent dividend for the policy year ending Jun. 29, 2017. The dividend was announced at the group’s Annual Meeting on May 24 at the offices of Component Assembly Systems (a Group 458 member) in Pelham. Levitt-Fuirst Associates, the manager of Group 458 and the insurance manager of The Builders Institute (BI), made the announcement. Pictured during the event are, from left to right, Donna Premuto, director, workers compensation claims, Levitt-Fuirst Associates; Sean Zampino, vice president-construction, Levitt-Fuirst Associates; Marc Spar, managing director, workers compensation groups, Levitt-Fuirst Associates; Jason Schiciano, co-president, Levitt-Fuirst Associates; Lew Rapaport, chair of the executive committee of Group 458; Eric Messer, a member of the executive committee of Group 458; and Ken Fuirst, co-president, Levitt-Fuirst Associates. A report on the meeting is on page one. *Photo by Jeff Hanley*



“A Conversation with Women Leaders in Construction” was the topic of the Jun. 14 General Membership Meeting of The Builders Institute (BI)/ Building and Realty Institute (BRI). Pictured during the event are, from left to right, Albert Annunziata, executive director, BI-BRI; Francine Camardella (FC Cornerstone Contracting), panel member; Maggie Collins, director of membership, BI-BRI and the program moderator; Stacey Tompkins (Tompkins Excavating), panel member; Hilary Messer (Sunrise Building and Remodeling), panel member; Karen Sidel (Murphy Brothers Contracting), panel member; Victoria Bruno (Kings Capital Construction), panel member; Vincent Mutarelli, president, BI-BRI; and Jeff Hanley, associate executive director, BI-BRI. A total of 79 BI-BRI and building, realty and construction industry members attended the meeting at The Crowne Plaza Hotel in White Plains. Each panel member is a BI-BRI member. *Photo by Barbara Hansen*

“An Evening with Westchester County Executive George Latimer” was the topic of the May 10 General Membership Meeting of The Builders Institute (BI)/Building and Realty Institute (BRI). More than 60 members of the BI/BRI attended the event at the Crowne Plaza Hotel in White Plains. Pictured during the meeting are, from the front left to right, Kenneth Finger, Esq., chief counsel, BI-BRI; and Diana Virrill, board member, BI-BRI. Pictured in back of Finger and Virrill are, from left to right, Jeff Hanley, associate executive director, BI-BRI; Latimer; Maggie Collins, director of membership, BI-BRI; Vincent Mutarelli, president, BI-BRI; Richard Hyman, chair, Westchester County Planning Board; and Albert Annunziata, executive director, BI-BRI. Latimer delivered an overview of key issues affecting the building, realty and construction sector, as well as the general business community. *Photo by Barbara Hansen*





# Alfred Weissman Real Estate Breaks Ground on the St. Regis Residences Rye

## Local Officials and Other Guests Join Developer to Celebrate Launch of What Is Termed as an Extraordinary Development

RYE

Alfred Weissman Real Estate (AWRE) on May 18 broke ground on The St. Regis Residences Rye, the world's first St. Regis Residences property to operate without a hotel. New York State, Westchester County and City of Rye officials joined executives from Alfred Weissman Real Estate (AWRE) and Marriott International, owner of the iconic St. Regis hotel brand, to celebrate what was termed as an exciting milestone, as well as the official start of construction. Guests were treated to a traditional champagne sabering by the director of food and beverage from the historic St. Regis New York hotel, where the ritual is performed nightly, officials said.

The development, located at 120 Old Post Road in Rye, will include 95 exquisitely appointed condominium residences ranging from one to four bedrooms located within five three-to-four-story buildings constructed above an underground garage. A three-story commercial office building, once the headquarters of Dictaphone, previously operated on the site, officials added.

"We are so pleased to bring the very first stand-alone St. Regis Residences to the market," said Alan Weissman, principal of Alfred Weissman Real Estate (AWRE). "Since the original St. Regis hotel opened in New York City in 1904, the St. Regis brand has earned the distinguished legacy of offering impeccable accommodations and bespoke services to travelers worldwide. We have assembled a preeminent team of architects, designers and builders to ensure that our project reflects the St. Regis brand's unparalleled character, quality and spirit. Our commitment is to create a visionary residential community for Rye and Westchester that is second to none."

Also speaking at the event, Westchester Deputy County Executive Ken Jenkins said: "Westchester County is known for its diversity in communities and housing opportunities, and we are so happy to have been selected as the home of The St. Regis Residences Rye. County Executive George Latimer and our entire team look forward to seeing this exciting project come to life and to welcoming its first residents to Westchester."

Situated on what officials said is seven beautiful acres, The St. Regis Residences Rye will feature gated entrances, lushly manicured gardens and courtyards, walking paths, and heated underground parking. Residents will enjoy more than 25,000 square feet of luxurious amenities that include an attended lobby, a fitness center and exercise studio, an indoor pool and wellness complex, numerous lounges and entertaining spaces, two suites for guests of residents and a fifteen-seat screening room, according to project officials.

At the center of the community will be an impeccably landscaped courtyard - complete with lounge areas, water fountains and fire pits - where residents will be free to relax, entertain and socialize. Additionally, a host of luxurious services will be available to residents, meticulously delivered by a full-time St. Regis staff seeing to every detail. They include full-time property management, valet parking, package and mail delivery, concierge services and doorman and porter services, project officials added.

"We look forward to managing The St. Regis Residences Rye and delivering the signature services of the St. Regis brand to owners and their guests," said John Hearn, vice president, global residential operations for Marriott International.

Scott Rechler, chief executive officer of RXR Realty, which will be providing financing for the project, added: "We are thrilled to be part of the team on this exciting project. AWRE's vision for 120 Old Post Road is consistent with RXR's strategy to invest in high-quality housing in New York City's suburbs that satisfies the noticeable shift in baby boomer and senior housing preferences from traditional single family housing to more amenitized, community-oriented housing."



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The Marketing Directors will be managing the sales of the residences, which are expected to begin in the fall, officials said.

With its focus on quality construction and timely completion, Alfred Weissman Real Estate (AWRE) has earned the trust and confidence of civic and business leaders through its professionalism, high corporate standards and personal commitment to quality projects, company officials said. Founded by Alfred Weissman in 1983, Alfred Weissman Real Estate (AWRE) is based in Harrison. The company employs a staff with expertise in real estate investment, management, and development. The Alfred Weissman Real Estate (AWRE) portfolio includes retail, office and industrial properties, as well as student housing and hotels, spokesmen said.

RXR Realty is a New York-based, approximately 500-person, vertically integrated real estate operating and development company with expertise in a wide array of value creation activities, including distressed investments, uncovering value in complex transactions, structured finance investments, and real estate development. RXR's core growth strategy is focused on New York City and the surrounding region, company officials said.

The RXR platform manages 73 commercial real estate properties and investments with an aggregate gross asset value of approximately \$17.9 billion, comprising approximately 23.4 million square feet of commercial operating properties and approximately 6,300 multi-family and for-sale units in various stages of development in the New York Metropolitan area, company officials added.

The St. Regis Residences Rye are not owned, developed or sold by Marriott International, Inc. or its affiliates ("Marriott"). Old Post Road Associates, LLC uses the St. Regis marks under a license from Marriott, project officials said.

## Garson Brothers Break Ground on The Cove at Library Lane

MAMARONECK

Developers Brett and Tosh Garson, surrounded by 40 friends, family and business associates, recently hosted a groundbreaking ceremony for their newest luxury boutique project at 145 Library Lane in Mamaroneck.

Congratulatory remarks were given by New York State Sen. Shelley Mayer (D-37 SD), as well as Lisa Urban, who represented New York State Assembly Member Steven Otis (D-91 AD).

The Cove at Library Lane will be the home of what project officials said will be nine beautifully designed apartments close to the historic Emelin Theater and the Mamaroneck Public Library. The complex is a convenient 10-minute walk to the Mamaroneck Metro-North Train Station. The property will also feature a spectacular 4,000-plus square foot rooftop deck with views of Mamaroneck Harbor, the Long Island Sound and Harbor Island Park, project officials added.

The Garson's chose General Contractors Murphy Brothers Contracting, Inc. of Mamaroneck as the project's Construction Managers, project spokesmen said. Slated to be "rental-ready" by late 2019, The Cove at Library Lane is designed to meet today's client demand for a Live-Work-Play setting that has Walkability, Manageability, and is a Sustainable Environment to call home, project spokesmen added.

Murphy Brothers Contracting, Inc. is a member of The Builders Institute (BI)/ Building and Realty Institute (BRI) of Westchester and The Mid-Hudson Region. Michael Murphy, director of new project development for Murphy Brothers Contracting, Inc., is a member of the Board of Trustees of the BI-BRI. Murphy also serves as Chairman of the Remodelers Advisory Council (RAC) of the BI-BRI.

## Westchester County IDA Approves Financial Incentives for Two Mixed-Use Projects in White Plains and Pelham

### Officials: Developments Represent \$164.2 Million in Private Investment

WHITE PLAINS

The Westchester County Industrial Development Agency (IDA) has approved financial incentives for two mixed-use residential developments in White Plains and Pelham, officials recently announced.

The two developments represent a private investment of \$164.2 million and will create an estimated 394 construction jobs and 117 permanent jobs for the local economy. Resolutions of Intent to provide financial incentives were approved at the IDA's Jun. 28 meeting, spokesmen said.

The White Plains project, which is called The Collection, consists of 276 residential units in two buildings on Westchester Avenue and Franklin Avenue. Seventeen of the units will be affordable. The project, which is on Westchester Avenue across from The Westchester mall, includes 24,526 square feet of retail space and 716 parking spaces, of which 275 will be for municipal parking.

The IDA is providing sales tax and mortgage tax exemptions totaling \$3,348,609. The project, which is estimated to cost \$136.2 million, is expected to create 250 construction jobs and 91 permanent jobs. The developer is Saber Chauncey WP, LLC of Armonk, officials said.

The project in Pelham is a \$28 million mixed-use, transit-oriented development at 101 Wolfs Lane near the Village Hall and the Metro-North train station. The 118,240-square-foot building includes 58 residential units, 7,370 square feet of ground-level retail/commercial space, 71 parking spaces and public open space. Five percent of the residential units will be for affordable workforce housing, officials said.

IDA is providing sales tax and mortgage tax exemptions totaling \$1,472,000. It is expected that the project will create 144 construction jobs and 26 permanent jobs. The developer is MartiArch Development of Pelham, a general partnership led by a mother-daughter team of Rosalie and Mara Kravitz, spokesmen added.

"The financial incentives approved by the IDA will add to the vitality of Westchester's economy with significant private investment as well as the creation of more than 500 construction and permanent jobs," said Bridget Gibbons, deputy director of the Westchester County Office of Economic Development. "These two mixed-use residential projects will bring new activity to downtown areas in White Plains and Pelham."

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# The Fordham Real Estate Institute and The Business Council of Westchester Host Discussion On Real Estate’s “Next Revolution”

HARRISON

The Fordham Real Estate Institute and The Business Council of Westchester co-hosted the successful Real Estate’s Next Revolution – From The Amazon Effect to Cannabis Legalization forum on May 30.

The breakfast panel, which took place at the university’s West Harrison campus, brought together the leading minds in the real estate industry for a discussion about the state of adaptive reuse throughout Westchester County and how new opportunities will impact the commercial real estate landscape, event officials said.

The gathering touched on the continued explosion of e-commerce and its multibillion-dollar impact on the commercial real estate industry, as well as opportunities that could arise in Westchester from the legalization of medical marijuana in New York State, event officials added.

“There’s so much going on with the industrial effect, Amazon and cannabis,” said moderator Michael Stoler, president of NY Real Estate TV, LLC, business and real estate advisors. Stoler is also the host and producer of television shows The Stoler Report and Building New York: NY Stories; co-chair of the Fordham Real Estate Institute’s Industry Outreach Committee and an adjunct faculty member.

Stoler added: “The opportunities have increased. For example, Westchester’s strong medical community is well-suited to support cannabis demand in regards to patients with post-traumatic stress disorder and chronic pain.”

According to panelist Michael McQueeney (associate and chair, cannabis practice, Genova Burns Attorneys at Law), there is burgeoning growth in the cannabis industry as states decide on its legalization. It is imperative that investors and commercial property owners understand local politics before embarking on projects, he said. For some states that have legalized the plant, local communities have capitalized on the opportunity to revitalize depressed areas, he added. Of note, McQueeney explained that one of the remarkable things about cannabis businesses in the West is the upscale look and feel, which community members are more open to.

### Creativity

During the discussion, panelists Adam Altman (founder and managing member, KABR Group) and Seth Pinsky (executive vice president and investment manager, RXR) emphasized the importance of fostering a creative culture for economic success with any real estate project, regardless of business type. In light of the Amazon effect, companies need to figure out how to take advantage of the retail industry’s transformation and look at properties that will attract such businesses, the panel members cited.

Modern space is “sorely lacking” in the New York City and surrounding areas, and places like Westchester and New Jersey can truly benefit from such innovation. At the same

time, while companies like Amazon have beneficial impacts on job creation and the economy, they can also cause displacement of brick and mortar retail competition within the real estate industry, the panel members also emphasized.

“I’m proud of the Real Estate Institute’s dedication to staying at the forefront of trends that are impacting and revolutionizing the real estate industry,” said Anthony R. Davidson, Ph.D., dean of Fordham’s School of Professional and Continuing Studies. “It was refreshing to hear the group discuss such provocative and controversial topics. I know that the open exchange of ideas had the audience thinking even after the session was over.”

“I always look forward to collaborating on events that further support the BCW’s focus on the county’s urban centers and continued growth,” said Marsha Gordon, president and chief executive officer of The Business Council of Westchester (BCW). “Based on today’s discussion, the real estate industry has quite a few things to consider in order to keep up with the pace of innovation in the business world. We need to proactively bring experts together to help better understand these trends and resulting opportunities, to ensure the industry’s future success.”

The Real Estate’s Next Revolution – From The Amazon Effect to Cannabis Legalization event was sponsored by First American Title, LeChase Construction and Simone Development Companies. Red Oak Transportation served as the transportation partner, event officials said.

The Fordham Real Estate Institute currently offers a Master of Science in Real Estate (MSRE), a graduate certificate, and a comprehensive array of professional real estate certificates at its campuses in Manhattan and West Harrison, officials said. Serving professionals and owners/investors of all types, the MSRE curriculum presents the essential elements of real estate finance, investment, development and management, officials added.

Both programs – developed and taught by leading industry practitioners – are centered on imparting real-world professional skill sets. Flexibility and convenience are program hallmarks – classes can be taken in-person, online, and at various paces. The Real Estate Institute is a part of Fordham’s School of Professional and Continuing Studies, officials said.

The BCW is the largest and most influential business membership organization in Westchester County, association officials said. The BCW is committed to helping businesses market, learn, advocate and grow. In addition, the BCW is actively involved in reviewing federal, state and county legislation and regulations in order to assess the potential impact on the business community and to influence the outcomes through advocacy when the business community’s interests may be affected, association officials added.

The BCW, based in Rye Brook, also acts as an information resource for the business community and government leaders at all levels, association officials said.

## “Builder Confidence Slips Two Points as Lumber Prices Soar” continued from p. 16

being released to the public. HMI tables can be found at [nahb.org/hmi](http://nahb.org/hmi), according to NAHB officials.

### Positives

Housing starts reached a post-recession high in May, according to an additional study released by NAHB on Jun. 19.

The NAHB analysis said that total housing starts rose 5 percent in May to a seasonally adjusted annual rate of 1.35 million units, according to newly released data from the U.S. Department of Housing and Urban Development (HUD) and the Commerce Department. The data represents the highest housing starts figure since July of 2007, NAHB said in the analysis.

But, while housing production numbers rose, overall permits – which are a sign of future housing production activity – dropped 4.6 percent to 1.3 million units in May, the NAHB analysis added.

Single-family permits fell 2.2 percent to 844,000, while multi-family permits fell 8.7 percent to 457,000, the NAHB analysis said.

“Ongoing job creation, positive demographics and tight existing home inventory should spur more single-family production in the months ahead,” Dietz said. “However, the softening of single-family permits is consistent with our reports showing that builders are concerned over mounting construction costs, including the highly elevated prices of softwood lumber.”

The NAHB analysis said that the May reading of 1.35 million is the number of housing units builders would begin if they kept that pace for the next 12 months. Within that overall number, single-family starts rose 3.9 percent to 936,000, the second-highest reading since the Great Recession.

Meanwhile, the NAHB analysis added, the Multifamily Sector – which includes apartment buildings and condos – rose 7.5 percent to 414,000 units.

Year-to-date, single-family and multifamily production are respectively 9.8 percent and 13.6 percent higher than their levels over the same period last year. The year-to-date metric can help compare performance data over a specific time period and show growth trends, according to the NAHB analysis.

“We should see builders continue to increase production to meet growing consumer demand even as they grapple with stubborn supply-side constraints, particularly rising lumber costs,” Noel said.

### Key Data

Regionally, the Midwest led the nation with a 62.2 percent increase in combined single- and multifamily-housing starts. Starts fell 0.9 percent in the South, 4.1 percent in the West and 15 percent in the Northeast,

the NAHB analysis said.

Looking at regional permit data, permits rose 42.1 percent in the Northeast and 7.2 percent in the Midwest. They fell 4.6 percent in the West and 13.9 percent in the South, the NAHB analysis added.

### The Local Reaction

Building, realty and construction industry officials in the Westchester and Mid-Hudson Region said that some components of the NAHB reports reflect current conditions in the region.

“We have heard from our members about the significant increases in the prices of lumber,” said Albert Annunziata, executive director of The Builders Institute (BI)/Building and Realty Institute (BRI) of Westchester and The Mid-Hudson Region. “Those prices are most definitely a negative.”

Annunziata added that builder confidence in certain sections of the Westchester and Mid-Hudson Region remains strong. But, he added, there are sections of the region where confidence levels from builders are not at solid levels.

“Our builder members continue to face the consistent negatives of the lack of land, anti-industry regulations and labor shortages,” he said.

## Tech Talk

# What’s New – And Important – From Google?

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

DANBURY, CT

You may have recently received an email from Google with this subject line: Mobile-first indexing enabled for <http://www.yourdomainname.com>.



*“To the owner of <http://www.yourdomainname.com>. This means that you may see more traffic in your logs from Googlebot Smartphone. You may also see that snippets in Google Search results are now generated from the mobile version of your content. Background: Mobile-first indexing means that Googlebot will now use the mobile version of your site for indexing and ranking, to better help our mobile users find what they’re looking for. Google’s crawling, indexing, and ranking systems have historically used the desktop version of your site’s content, which can cause issues for mobile searchers when the desktop version differs from the mobile version.”*

This is the result of Google’s effort to reinforce the need for all websites to be mobile friendly. You risk not being in the search results, at all, on a mobile device!

*Some users can’t get off of social media, while others are constantly checking messages. Others are playing games that keep them connected for hours, affecting their behavior adversely.*

## Can Our Phones Get Smarter?

I recently wrote about how our phones and the apps are intently made to keep us using them causing addiction to all ages. Some users can’t get off of social media, while others are constantly checking messages. Others are playing games that keep them connected for hours, affecting their behavior adversely.

Now Apple, Nokia and others are creating what they are toting as lite, simple, or “dumb” phones. They are created for two reasons: these manufacturers know you already own a phone – how can they get you to buy another?

Secondly, they are trying to help you cure your addiction. This phone doesn’t have any apps. Instead, it can make calls, send texts, handle simple directions, and set alarms.

There’s increased scrutiny on how too much screen time affects our brains, and a movement among even the most tech-savvy parents to limit their kids’ access to smartphones. The lite phones run about \$150.

So, on your summer vacation, live in the moment, spend more time looking up than at your screen, and dumb down!

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



# 'Radioactivity' At Its Best

## Building Knowledge with The Building and Realty Institute (BRI) Celebrates Its One-Year Anniversary

An IMPACT Staff Report

NEW ROCHELLE

### One year and counting!

"Building Knowledge with The Building and Realty Institute (BRI)" - the official radio show of the BRI - recently celebrated its one-year anniversary. The program first aired on Jun. 2, 2017.

The show, which airs every Friday from 11:30 a.m. to 12 noon on WVOX 1460 AM and wvox.com, marked its milestone during its Jun. 1 broadcast. The show features a different BRI member each week. Guests are asked to offer their views on the current state of the building, realty and construction industry, as well as issues affecting the industry. Guests also have the opportunity to cite the services that their respective companies offer.

Jeff Hanley, associate executive director of the BRI, is the host of the program. William O'Shaughnessy, president and chief executive officer, Whitney Global Media, the parent company of Westchester community stations WVOX and WVIP, presented Hanley with a commemorative pin after the Jun. 1 broadcast of "Building Knowledge" to help the BRI mark its anniversary.

"We are so happy to have formed this important relationship with Jeff Hanley and The Builders Institute (BI)/BRI," said Judy Fremont, president/stations division, WVOX and WVIP. "Jeff is a real and natural radio personality and we are thrilled to have him on our airwaves. We are delighted, because all of us here think Jeff is the greatest."

Albert Annunziata, executive director of the BRI, said "Building Knowledge" is continuing to receive a series of positive reviews from the BRI's membership, as well as the general business community and the public.

"Each week we hear words of praise about the show," Annunziata said. "We are very happy with the reactions to the program. We are addressing important issues to the building, realty and construction industry - as well as to our area's business community - while citing the important work that the BRI continues to do. It has been a definite win-win situation."

BRI officials cited the following statements as examples of the positive reactions to the show:

\* "Doing the show was my pleasure, Jeff. Happy to do it on an annual basis. You are the consummate host and gentleman! The show was lots of fun and Jeff was a real pro as the anchor!" - Garry Klein, regional manager of The Houlihan Lawrence Commercial Group, after his May 11 appearance on "Building Knowledge" reviewing the region's

commercial realty market.

\* "Gentlemen - I listened to the broadcast today and sincerely thought it was excellent. Garry, you gave a great overview of commercial real estate and Jeff your interviewing skills are top-notch. Congratulations!" - BRI Member George Kanas after the May 11th segment of "Building Knowledge."

\* "Thank you so much for the opportunity. Jeff Hanley is so gracious and an inspiration! Thank you again!" - Jonathan Baron, principal, Baron Design, after his appearance on the Jun. 29 segment of "Building Knowledge" that covered Interior Design Processes.

\* "Thank you Jeff for inviting me. Jeff is a great host and we had a lot of fun." - Michael Dardano, principal, Buzz Potential, after his appearance on the Jun. 22 segment of "Building Knowledge" that covered Summer Marketing Tips.

\* "Thanks for the invite. It was a blast. Jeff Hanley was fantastic. Jeff truly knew how to read which way to take the interview. A true gift, I mean it. It's a gift, it can't be learned. Embrace it Jeff. It really was a pleasure!" - Angela Briante, principal, Briante Realty Group, after her Jul. 6 appearance on "Building Knowledge." The show reviewed realty and development conditions in Putnam, Dutchess and Northern/Central Westchester.

\* "Thank you for having me back on the show Jeff. You are a tremendous host and you make it look easy. You make the guests (and me) feel comfortable. The BRI is a fantastic organization led by fantastic people." - Peter Gaito, Jr., a principal of Peter Gaito and Associates of White Plains, after his appearance on the Jul. 27 broadcast of "Building Knowledge" that reviewed the role of the architect in the local building, realty and construction industry.

\* "Jeff, thanks so much - it was great fun to be on the radio with you." - Peter Bittenwieser, managing partner/marketing, CertaPro Painters of New York City, Westchester and Southern Connecticut, after his appearance (with Patrick Hartnett of CertaPro) on the Jul. 20 segment of "Building Knowledge" that profiled CertaPro Painters and its services to the building, realty and construction industry.

\* "Jeff, thank you so much for the opportunity. Willy had an outstanding time conversing and expressing his interest in both what you do and your fluidity as a radio host. For him, sharing the time was a pleasure. A pleasure to talk about Montano Wood and the intricate processes of restoration. He really enjoyed the conversation. Thanks Jeff, for being a great host!" - Sonia Montano, a principal of Montano Wood Care, after Willy Montano's appearance on the Jul. 13 segment of "Building Knowl-

edge" that profiled Montano Wood Care.

\* "Jeff, I credit all the success of the show to the outstanding host! Thanks for having me." - Jason Schiciano, co-president, Levitt-Fuirst Associates, after his Jun. 8 appearance on 'Building Knowledge,' a segment that covered key insurance issues for building, realty and construction industry members.

*"When you have call-ins, you know you've got a hit!"*

— JANE CURTIS, A BRI  
BOARD OF TRUSTEES' MEMBER

\* "Jeff Hanley is very at ease with the show. He made me feel comfortable, as well." - Andrea Wagner, after her Mar. 9 appearance on "Building Knowledge." The show reviewed Web Site Tips and Social Media Usage for businesses. Wagner is the President of Wagner Web Designs.

\* "Jeff, another really educational and timely interview. Doug is an articulate spokesman. When you have call-ins, you know you've got a hit!" - Jane Curtis, a BRI Board of Trustees' member, after Doug Hertz's Mar. 16 appearance on "Building Knowledge" regarding Solar Car Ports and other solar items. Hertz is the Principal of Sunrise Solar Solutions

\* "Jeff, you are the host, and the star, of 'Building Knowledge.' Thank you for the follow-up opportunity on the BRI's Radio Show. It was both fun and, I hope,

informative. Thank you for inviting me Jeff, you're terrific!" - Robert Sorensen, sales and marketing manager, Service Master Superior Cleaning and Restoration Services, Inc., after his appearance on the Apr. 13 segment of "Building Knowledge" that covered processes on eliminating mold scenarios.

\* "Thank you for the opportunity to be on the show today, it was fun. You are a natural!" - Lisa Cordasco, president, The New Crystal Restoration, to Hanley after appearing on the May 4 broadcast of "Building Knowledge" that reviewed the usage of Green Products in buildings and complexes.

\* "Thank you for the opportunity to appear on 'Building Knowledge.' Jeff Hanley's hosting made it a lot easier!" - Nat Parish, principal, Parish and Weiner, and a member of the BRI's Board of Trustees, after appearing on the Apr. 27 broadcast of "Building Knowledge" that reviewed Planning, Zoning and Land Use in Westchester County and the Mid-Hudson Region.

Comments and questions on the show - as well as requests to be a guest on the program - can be directed to the BRI at (914) 273-0730.

The BRI is one of the leading business membership organizations in New York State. The association, based in Armonk, 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, association officials said.

A photo report on some of the recent broadcasts of "Building Knowledge with The Building and Realty Institute (BRI)" is featured on this page.



"Profiling the Lasser Law Group and the Many Roles It Offers to the Building, Realty and Construction Industry!" was the topic of the Apr. 6 segment of "Building Knowledge with The Building and Realty Institute (BRI)." Pictured during the broadcast on WVOX 1460 AM and wvox.com are, from left to right, Jeff Hanley, program host and associate executive director of the BRI; and Stephen M. Lasser, managing partner, Lasser Law Group. Lasser also reviewed current legal topics affecting the building, realty and construction industry.



The Mar. 23 broadcast of "Building Knowledge with The Building and Realty Institute (BRI)" featured a profile on Castle Driveways and how it serves the building, realty and construction industry. The program aired on WVOX 1460 AM and wvox.com. Bill Jacobson, Jr., principal of Castle Driveways, reviewed a series of processes for building, realty and construction industry members during the segment. Pictured during the broadcast are, from left to right, Jeff Hanley, program host and associate executive director of the BRI; and Jacobson. *Photos by WVOX 1460 AM Staff*



"A Preview of The Public Hearings and Deliberations of The Westchester County Rent Guidelines Board" was the topic of the Jun. 1 segment of "Building Knowledge with The Building and Realty Institute (BRI)." Pictured during the broadcast on WVOX 1460 AM and wvox.com are, from left to right, Jeff Hanley, program host and associate executive director of the BRI; Alana Ciuffetelli, vice chair, Apartment Owners Advisory Council (AOAC) of the BRI; and Jerry Houlihan, chair, AOAC.



The Apr. 27 broadcast of "Building Knowledge with The Building and Realty Institute (BRI)" featured a discussion on key development and planning issues in the Westchester County and Mid-Hudson Region. Pictured during the segment on WVOX 1460 AM and wvox.com are, from left to right, Jeff Hanley, program host and associate executive director of the BRI; and Nat Parish, principal, Parish and Weiner, Inc. Parish is a member of the BRI's Board of Trustees.



"A State of the Market Overview of the Retail, Office, Multifamily and Warehouse Sectors!" of the local realty industry was the topic of the May 11 segment of "Building Knowledge with The Building and Realty Institute (BRI)." The program aired on WVOX 1460 AM and wvox.com. Pictured during the broadcast are, from left to right, Jeff Hanley, program host and associate executive director of the BRI; and Garry Klein, regional manager, commercial division and associate real estate broker, The Houlihan Lawrence Commercial Real Estate Group.



The Jun. 29 segment of "Building Knowledge with The Building and Realty Institute (BRI)" focused on Interior Design Processes for buildings, complexes and projects. The program aired on WVOX 1460 AM and wvox.com. Pictured during the broadcast are, from left to right, Jeff Hanley, program host and associate executive director of the BRI; and Jonathan Baron, principal, Baron Design, Inc. Baron reviewed a series of processes for members of the building, realty and construction industry during the segment.



# Million Air Celebrates A Grand Opening of Its New Hangar at Westchester County Airport

State-of-the-Art Facility is Part of an \$80 Million Investment by Million Air in its 26-Acre Corporate Aviation Complex

WEST HARRISON

Westchester County and local officials joined with executives from Million Air on May 2 to celebrate the grand opening of Million Air's new state-of-the-art hangar at its corporate aviation complex at The Westchester County Airport.

The 52,000-square-foot hangar is part of Million Air's \$80 million expansion and upgrade at the airport, spokesmen said.

The two-story hangar features 28-foot height doors capable of housing a Gulfstream 650, which is Gulfstream's largest business jet. Floors are heated with a high-tech radiant heat system that allows temperatures to be maintained for aircraft and pilots. The new hangar also includes eight customizable offices with storage space. With the completion of the new hangar, Million Air's complex now has 84,000 square feet of hangar space and 7.25 acres of ramp space, officials added.

"The growth and development of our Million Air network and brand has come as a result of strong dedication from all levels within the organization," said Roger Woolsey, chief executive officer of Million Air. "As our employees continue to create powerful first impressions at the Westchester County Airport, we are reinvesting in our facilities to create more jobs and better service for our customers. This is a win-win for our team and the Westchester County community."

Construction is currently under way on a new 18,000-square-foot terminal. Located adjacent to the new hangar, the two-story Adirondack-styled terminal is luxuriously designed with a resort-style ambiance, including elegant seating areas, wood and rock features, stone framed dual fireplaces and wood beam ceilings. The new terminal will feature conference rooms, a pilot lounge with sleep rooms, a barista staffed grand coffee bar, a climate controlled indoor valet area and additional parking. The new terminal is expected be completed by the end of this year, according to Million Air officials.

Westchester County Director of Operations Joan McDonald said: "Each day our administration is looking for opportunities to partner with businesses in Westchester County. We are proud of what we as a county have to offer both new

# Houlihan Lawrence Taps Goldman Sachs Marketing Executive for Key Digital Role

RYE BROOK

Houlihan Lawrence recently announced the appointment of Stephanie Lynch Williams as its new head of digital.

Williams will oversee all digital and mobile marketing, product and strategy efforts for the firm's 1,300-plus agents, company officials added.

Williams joins Houlihan Lawrence from Goldman Sachs, where she served as Vice President of Brand and Content Strategy, responsible for corporate branding, marketing and advertising initiatives. In addition to overseeing the company's paid digital strategy and corporate ad campaign, she led content partnerships across a multitude of digital platforms.

"Houlihan Lawrence is always looking for ways to innovate. Hiring a rising star like Stephanie, hailing from a financial services background like so many of our clients, will accelerate further innovation of the world-class tools and reporting our clients know and love," said Houlihan Lawrence Chief Marketing Officer (CMO) Anne Marie Gianutsos. "Stephanie is a pro at using data to drive marketing results, and we look forward to unleashing her prowess for the benefit of our agents and their home buyers and sellers."

and existing companies looking to make Westchester their home. Million Air's new hangar at Westchester County Airport is a great example of what we can accomplish together."

"Demand has been on the rise with a steady flow of aircraft coming in to the Westchester County Airport. The aviation industry has improved with the strengthened economy. It's great to see our region experiencing an increase in new and repurposed construction projects that bring new jobs and new residents to our area. The airport has certainly facilitated the growth we are experiencing and I extend my sincere congratulations to Million Air and to all who participated in this wonderful project," said Harrison Town Mayor/Supervisor Ron Belmont.

In May of 2016, The Westchester County Board of Legislators approved a 30-year lease with Million Air, granting improvements of the company's Fixed Base Operation (FBO) facilities on the 26-acre property at The Westchester County Airport. In October of 2016, the Westchester County Industrial Development Agency (IDA) approved issuing tax-exempt bonds for Million Air, which lowered the project's financing costs, officials said.

Headquartered in Houston, Million Air is an award-winning network of luxury executive FBO terminals spanning four continents. Million Air has been named Best Large FBO Chain for the past seven years, delivering genuine care and exceptional service to aircraft owners, pilots and their distinguished guests. Million Air also provides aircraft charter, management, sales, and aircraft maintenance, as well as FBO services, company officials said.

"Coming from the financial world, this is a new challenge in a new industry. Houlihan Lawrence has already demonstrated a commitment to continual digital transformation, and I look forward to adding a fresh perspective," added Williams, who grew up in Rye and currently resides in Port Chester. "It is exciting to move my career back to my roots and influence the next chapter of a storied local brand."

Prior to Goldman Sachs, Williams worked at Macquarie Capital. Built upon 125 years of family tradition, Houlihan Lawrence, the leading brokerage in New York City's northern suburbs, is committed to exceeding expectations in every aspect of the real estate process, company officials said. The firm serves more than 90 communities with 30 offices and 1,300-plus agents, leveraging global partners on six continents and in 56 countries. The company ranks among the Top 15 of all brokerages nationally and achieved a total sales volume of \$6.5 billion in 2017.



Stephanie Lynch Williams

# Houlihan Parnes Reports A New Jersey Transaction

Bryan J. Houlihan and James J. Houlihan of Houlihan Parnes Realtors, LLC, recently announced the placement of a \$17 million first mortgage on the property at 2465 South Broad Street in Hamilton, N.J.

The owners acquired the note for the 20 percent-occupied shopping center in 2014 for \$7,000,000. Since acquiring the deed, the property has seen substantial improvement with the addition of such tenants as Regal Cinemas and Crunch Fitness. The center is now 75 percent occupied. It was recently appraised for \$28,500,000, company officials said.

Houlihan-Parnes was able to negotiate a fixed-rate loan for a term of five years with the option for ownership to extend for an additional five years. The property enjoys a robust and diverse tenant roster, officials from Houlihan Parnes said. The main tenants at the center include: Regal Cinemas, Ollie's Discount Outlet, Crunch Fitness, Save-a-Lot, and Dollar Tree. The borrower was represented by John Hogan of Goldberg Weprin Finkel Goldstein, LLP. Title was insured by First American Title Insurance Company, officials added.

The property is owned by Samuel Jemal of JJ Operating, Inc., and members of the Jemal family, together with James J. Houlihan and members of Houlihan-Parnes. The property is one of many large successful renovation projects for the Houlihan and Jemal families, who have partnered together on various deals across the New York metropolitan area for three generations since the mid-1980's, spokesmen said.

Houlihan-Parnes Realtors, LLC is a privately owned, vertically integrated commercial real estate investment and management firm with a presence in 18 states across the U.S., company officials said. Owning more than 7 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, 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, spokesmen said.

# Report: Westchester's Luxury Home Market Shows Improvement in the Second Quarter

RYE BROOK

The luxury market in Westchester County (properties of \$2 million and higher) improved in the second quarter after posting a 20 percent decline in Quarter One, according to the Houlihan Lawrence Luxury Market Report released on Jul. 11.

Year-to-date, luxury sales are down just 7 percent and Quarter Two Sales kept pace with the same period last year. Putnam and Dutchess county luxury sales (\$1 million and higher) are unchanged. Greenwich (Conn.) posted an 18 percent gain in luxury sales (\$3 million and higher) in Quarter Two and year-to-date sales are in positive territory, the report said.

Despite a decline in Westchester's luxury market, the ultra-luxury segment of the market (\$5 million-plus) is performing better than it has in years. Through Jun.

30, there are a total of 21 closed and pended sales over \$5 million, compared to 19 sales in 2016 and 18 sales in 2017, the study said. Pended sales will likely close this year, and 2018 is on track to exceed the previous two years, the report added.

But, the report said, more significant are the number of \$10 million-plus sales this year. Two closed and three are pending - a striking increase from 2016 and 2017, when a single \$10 million-plus sale closed each year.

Greenwich experienced a similar pattern last year. The number of homes sold over \$10 million in 2017 doubled over the prior year - eight homes sold in 2017 vs. four in 2016. At the close of the second half, seven homes sold over \$10 million and third-quarter activity will determine if 2018 exceeds or falls short of last year's extraordinary performance,

the study added.

## Evidence

The report said that the ultra-luxury segment momentum is evidence that buyers are resurfacing. Their behavior is marked by a combination of right-brain and left-brain decision-making, the study added. A property's location, lifestyle and quality appeal to their emotions, which is important but often not enough to make an offer. Typically, when the left-side of the brain can rationally identify value and justify the purchase price, a buyer will confidently move forward. Both heart and head have to be in agreement because one without the other creates inertia, the report said.

For sellers, there is plenty of competition in the luxury market for buyers' hearts and minds. Positioning your home to entice

a buyer is equally as important as pricing your home realistically. One without the other leads to a listing that can languish on the market, the study 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 more than \$6.5 billion in 2017, company officials added.

# Join The BRI!

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The Building and Realty Institute

Your building, realty or  
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# GDC Marks Its Major Commitment to the Revitalization of Downtown Peekskill with Opening of Gateway Townhomes

PEEKSKILL

In what company officials termed as a major commitment to the revitalization of downtown Peekskill, Ginsburg Development Companies (GDC) joined on Jul. 26 with Peekskill Mayor Andre K. Rainey and Deputy Westchester County Executive Ken Jenkins and other city and county officials to celebrate the Grand Opening of Gateway Townhomes.

Located at the “Gateway” to Peekskill at 700 Main Street, Gateway Townhomes is the first new construction in this area of Main Street in more than 65 years, GDC officials said.

The \$5.2 million development features 16 rowhouse townhome-style condominiums with a selection of triplex three-bedroom homes ranging in size from 1,756 square feet to 1,915 square feet. Fourteen of the townhomes will be sold at market rate prices, starting at \$335,000. Two two-bedroom units will be offered as affordable workforce housing for those making up to 80 percent of the Westchester County Median Income, with the sales price pending notification of certain grants, GDC officials added.

GDC spokesmen said that the first floor of each townhome features an entrance hall, home office/guest room and a two-car garage. The second floor consists of the living and dining rooms with a large eat-in kitchen, with the top floor featuring two or three bedrooms. The townhomes are within an easy walk to downtown restaurants and shops. Residents of Gateway Townhomes will share a shuttle bus to the Peekskill Metro-North Station with GDC’s nearby Fort Hill development, which is under construction.

“The Peekskill we dream of still lies ahead. Housing, power, water and sanitation for all, bank accounts and insurance for every citizen, connected and prosperous, smart and sustainable cities. The Gateway is one of the first projects that welcomes this dream come true,” said Rainey.

“This wonderful new residential development will provide an attractive gateway to the City of Peekskill, which is undergoing an exciting renaissance. We are particularly pleased to offer reasonably priced condominium living that is convenient to downtown Peekskill and its many great restaurants and shops. We look forward to continuing our commitment to Peekskill’s revitalization with the grand opening soon of our new Fort Hill Apartments development, which is just up the road from this project,” said Martin Ginsburg, principal of GDC.

Also joining the grand opening ceremony were several Westchester County officials, including Deputy Director of Economic Development Bridget Gibbons, Department of Planning Commissioner Norma Drummond and County Legislator John Testa. Westchester County assisted the City of Peekskill in purchasing the site prior to GDC’s involvement in the project, GDC officials said.

With the completion of Gateway Townhomes, GDC is moving ahead with a grand opening in September of the first phase of Fort Hill Apartments at the Abbey Inn. Located on Fort Hill Road in Peekskill, the \$64.5 million mixed-use project is transforming the former St. Mary’s convent property into a resort-style tourist destination featuring luxury rental apartments, as well as a spa, inn and restaurant, GDC officials added.

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

GDC also owns and manages a portfolio of commercial properties, located primarily in Westchester County, company officials added.

## “Bills Threatening Co-ops and Other Building and Realty Institute (BRI) Interests Fought to A Standstill in Albany” Continued from p. 1

goodbye to their members who are retiring or moving on politically. The Assembly wrapped up its work and realizing any deals to pass certain legislation with the Senate Republicans was futile and decided to close on time.

So, what happened in the Senate? Gov. Cuomo orchestrated the ending of the relationship Sen. Jeff Klein (D-34 SD) and his seven-member Independent Democratic Caucus (IDC) had with the Senate Republicans and merged them back into the Senate Democratic Conference. All of the former IDC members face primaries against the Working Families Party-backed progressive candidates in September.

To make matters worse for Senate Majority Leader John Flanagan (R-2 SD) one of his 32, Sen. Tom Croci (R-3 SD) was activated by the Navy with a few weeks left to the session. Now the chamber was split 31-31 thanks to Senator Simcha Felder (D-17 SD) who continued to caucus with Republicans. Sen. Flanagan was left with little choice but to negotiate with the Democrats on non-controversial bills to get through the end of session. Many bills were left aside as neither party could muster the necessary 32 votes for passage.

The status of the following bills is a result of the collaboration and efforts of Glenn Riddell of The Riddell Group, Albany, and The Building and Realty Institute (BRI) of Westchester and the Mid-Hudson Region. The bills reflect issues pertinent to the BRI and its component groups, like The Cooperative and Condominium Advisory Council (CCAC), the Homebuilders Advisory Council (HBAC), and the Apartment Owners Advisory Council (AOAC):

- ◆ S.930 (Amedore) “Establishes time periods for the stages of determining and approving environmental impact statements” - Advanced to Third Reading;
- ◆ A.2874-A (Galef) / S.1191-B (Little) “Relates to the taxation of property owned by a cooperative corporation” - Passed Assembly, Died in Rules in Senate;
- ◆ A.10084 (Lavine) / S.7523 (Hannon) “Enacts the Fairness in Cooperative Homeownership Act” - Never moved out of committee in either house;
- ◆ A.7111 (Lavine) / S.2540 (Hannon) “Requires applications to purchase condominiums or cooperatives to be acted upon within 45 days, failure to do so results in automatic approval” - Never moved out of committee in either house;
- ◆ A10216 (Hunter) / S.4551 (Sanders) “Requires cooperative housing corporations to provide a prospective purchaser with a written statement of reasons when withholding consent to a purchase” - Never moved out of committee in either house;
- ◆ A.6365 (Pretlow) / S.1756 (Stewart-Cousins) “Extends the expiration of the mortgage recording tax imposed by the city of Yonkers” - Died in Ways and Means in Assembly, never moved in Senate;
- ◆ A.1598 (Zebrowski) / S.428 (Seward) “Relates to the requirement for policyholders to provide 30-days notice to withdraw from the state insurance fund” - Never moved out of committee in Assembly, Died in Senate Finance;
- ◆ A.2239 (Mayer) / S.4568 (Bailey) “Caps the amount of collectible rent increases due to Major Capital Improvements (MCI’s) at six percent of the legal regulated rent” - Enacting clause stricken in Assembly when Shelley Mayer won the 37 SD Senate Seat, never moved out of committee in Senate;
- ◆ A.8993 (Cymbrowitz) / S.7279 (Golden) “Clarifies the types of condominiums and cooperative housing corporations that shall submit Annual Reports for certain transactions” - Signed by the Governor in April.

*The Assembly wrapped up its work and realizing any deals to pass certain legislation with the Senate Republicans was futile...*

## Other State Issues Left Unresolved

- ◆ Sports Betting: The Supreme Court decided in mid-May that Congress could not prohibit states from allowing bets on professional and college sports. New Jersey, the plaintiff in the case, passed its sports gambling law earlier this summer. Horse Racing tracks began taking bets in mid-July, just in time for the World Cup Soccer Tournament. States now stand to cash in by bringing \$150 billion in illegal sports betting out of the shadows. New York is not in the game. Its gambling regulations were adopted in 2013. They don’t allow online bets, bets on games played inside state boundaries or college sports. Because of New York’s lack of urgency, New Jersey is about “to eat our lunch.”
- ◆ Speed Cameras by New York City Schools: The measure extending the four-year-old school zone camera program past its Jul. 25 expiration stalled in the Senate as lawmakers ended their six-month 2018 session early. Not long after, New York City Mayor Bill de Blasio issued a statement chastising Senate Republicans for not taking up the legislation during the session’s final hours.
- ◆ Early Voting: This was the year for legislators to expand voting to a week or two before Election Day. Passing a bill this year would have given state and local Boards of Election a year to plan for a rollout in 2019 - an off-year, local election that would have been a good testing ground for the all-important 2020 presidential election. It was a huge missed opportunity to update New York’s election laws.
- ◆ Child Victims Act: Gov. Andrew Cuomo included legislation to give victims of child sexual abuse more time to sue their abusers in his proposed budget for the first time. It was left out of the enacted budget and went nowhere the rest of the session.
- ◆ Database of Deals, Procurement Reform: The bid-rigging trials involving one of Cuomo’s top aides, SUNY Polytechnic, the Buffalo Billion and developers from Buffalo and Syracuse made nary a ripple in Albany. A bill to require the state to maintain a database of all the taxpayer subsidies given to corporations, the number of jobs created and the cost per job to taxpayers passed the Senate but languished in the Assembly.
- ◆ Additional Gun Control Measures: Governor Cuomo introduced “red flag” legislation in early June that would allow teachers, guidance counselors and other school officials to petition judges for orders removing guns from the homes of students they believe are likely to be violent. This bill was passed in the Assembly but was never introduced in the Senate.

The Fall should see a number of primaries for both Assembly and Senate races, with the elections in November expected to provide some clarity as to which party controls the Senate. Time will tell.

## Getting Ticked-Off! New, Dangerous Tick Threat Arrives in Westchester

By Christopher A. Johnson, Westchester County Legislator, 16th Legislative District

WHITE PLAINS

The longhorned tick has arrived in Westchester County.

The New York State Departments of Health (DOH) and Agriculture and Markets have confirmed the presence of this tick - whose scientific name is the *Haemaphysalis Longicornis* - in the county. The tick is native to Australia, New Zealand and eastern Asian, but has been found recently in New Jersey, Virginia, West Virginia, North Carolina, Arkansas and now New York.

While the longhorned tick has transmitted disease to humans in other parts of the world, more research is needed to determine whether this can happen in the United States. Westchester County Health Commissioner Sherlita Amler, MD, is once again advising Westchester residents to protect themselves, their farm animals and pets against ticks.

State Health Department research scientists collaborated with researchers at Fordham University and at the Lyme Disease Diagnostic Center of New York Medical College to identify these ticks. The identifications were confirmed by the Rutgers University Center for Vector Biology and the United States Department of Agriculture (USDA).

This tick is a concern for the agricultural industry because it may pose a threat to livestock. The state and Westchester County Health Departments advise farmers to work with their veterinarians to check their animals, particularly cattle, sheep and horses, for exposure to ticks and to ensure their parasite control plans are up to date and working. Symptoms of tick-borne disease in cattle include fever, lack of appetite, dehydration, weakness and labored breathing.

If longhorned ticks are suspected, farmers should consult with their veterinarians and can contact the New York State Department of Agriculture and Markets Division of Animal Industry at (518) 457-3502, or [dai@agriculture.ny.gov](mailto:dai@agriculture.ny.gov) for more information.

Tick prevention and removal tips are available at [health.westchestergov.com/news/alerts](http://health.westchestergov.com/news/alerts) and include:

- ◆ While hiking, working, or spending time in wooded areas:
- ◆ Wear long pants and long-sleeved shirts to protect against ticks or other biting insects.
- ◆ Check for ticks often while outdoors and brush off any ticks before they attach.
- ◆ Perform a full-body check multiple times during the day, as well as at the end of the day to ensure that no ticks are attached.
- ◆ Consider the use of repellents containing DEET, picaridin or IR3535, following label instructions.

If you have been bitten by a tick of any kind, contact your health care provider immediately if you develop a rash or flu-like symptoms.



# The Westchester County Board of Legislators Approves Funding for Affordable Senior Project in White Plains

WHITE PLAINS

A project to create 56 new units of affordable housing for seniors in White Plains is moving forward after unanimous approval by the Westchester County Board of Legislators on Jun. 4.

The “long-in-the-works project” is Mount Hope Plaza at 65 Lake Street in White Plains. The project will create affordable housing units for seniors 62 years and older, officials said.

The apartments will be available to seniors whose household incomes are no more than 50 percent or 60 percent of the Area Median Income, depending on the size of the apartment, officials added.

The Westchester County Board of Legislators, on Jun. 4, unanimously approved the county’s acquisition of the .75-acre site for \$2.1 million. The county will transfer the property to the Mount Hope Community Development Corporation with the stipulation that the housing built there will remain affordable for at least 50 years. Further funding for the project principally will come from New York State sources, project officials said.

“This is a dream project,” said Ben Boykin (D-5 LD), chairman of The Westchester County Board of Legislators. “It will offer the truly affordable housing for seniors that the county so desperately needs, with all the best-possible attributes for this kind of project: a park across the street, shopping, restaurants and services in downtown White Plains less than half a mile away, and mass transit accessibility with a Bee-Line bus stop nearby and a Metro North train stop just a mile away. These are the kinds of projects we need more of in Westchester County and I’m thrilled to see it moving forward.”

Officials said that Westchester County, the City of White Plains and Mt. Hope AME Zion Church - which currently owns the site - have worked together for years with other local religious institutions, community members, and housing advocates in planning the project.

But the county played a pivotal role in shepherding the project through the early stages of the development process, officials added.

Alfreda Williams (D-8 LD), vice chair of The Westchester County Board of Legislators, added: “I am delighted that we are finally moving forward with this project. It is sorely needed in Westchester County and especially in the White Plains area, particularly given

Westchester’s graying population. The Board of Mt. Hope AME Zion Church is to be congratulated for its foresight, perseverance and willingness to do this.”

Westchester County Legislator Lyndon Williams (D-13 LD) said: “We cannot overemphasize the pressing need for senior housing in Westchester County. Responding to that need requires collaborative leadership and commitment, and that is just what we have seen between the county, the City of White Plains and Mt. Hope AME Zion Church. I commend the Rev. Dr. Gregory Roberson Smith for his vision in moving this project forward.”

Roberson Smith (pastor of Mount Hope AME Zion Church) said that “providing truly affordable housing is not a mission, it’s a mandate - to maintain sustainable communities and provide for continued, effective quality of life for those in need.”

He added: “We are excited and very appreciative about the Mt. Hope partnership with Westchester County government and the City of White Plains. This is how it can and will work, and it’s only the beginning - from a little acorn, a mighty oak can grow.”

## A Profile of Justin DePhillips, General Manager of The Poughkeepsie Office of Tradesmen International, Continued from p. 5

and developed a real commitment to succeeding in the industry. I’m passionate about TI and my role in it.

### Is TI an affiliate or member of the large umbrella trade association groups?

We’re a member of Associated Builders & Contractors (ABC) and our office is a preferred partner within the Empire State Division of ABC. Also, we are partners with Independent Electrical Contractors (IEC); Associated Contractors of America (ACA); National Center for Construction Education & Research (NCCER). And now, of course, we’re a member of The Builders Institute (BI)/Building and Realty Institute (BRI) of Westchester and the Mid-Hudson Region. And, we are pleased that we can avail ourselves of the BRI’s services to its members.

**A Note from Maggie Collins:** *Thank you, Justin, for meeting with me today so that we can help get the word out on what Tradesmen International offers and what this very useful business model brings to the table. TI’s growth is spectacular to this point. The BRI looks forward to helping you build on the potential you hold and a fruitful relationship.*

## The Annual Holiday Reception of The Builders Institute (BI)/Building and Realty Institute (BRI) Is Set for Dec. 13

By Jeff Hanley, IMPACT Editor

NEW ROCHELLE

The Builders Institute (BI)/Building and Realty Institute (BRI) has announced the scheduling of its 2018 Holiday Reception. Association officials recently announced that the event is set for Thursday, Dec. 13 at Glen Island Harbour Club in New Rochelle. The reception is scheduled to run from 5 p.m. to 8 p.m.

“We held the commemoration of the 70th anniversary of the formation of the BI-BRI at Glen Island Harbour Club in 2016 and the reaction to the event, and the facility, from our members was highly positive,” said Albert Annunziata, executive director of the BI-BRI. “Our members loved the facility and all it offered, so we are sure that they will be very happy to hear that we are returning to Glen Island Harbour Club for our Annual Holiday Reception this year.”

Annunziata added that a series of “BI-BRI Achievement Awards” will be distributed at the reception to members of the association who have made noteworthy contributions to the organization and the building, realty and construction industry. The event will also feature the music of Jimmy Dee, a well-known disc jockey in the Westchester and Mid-Hudson Region, Annunziata said.

Full details on the event will be sent to BI-BRI members in the weeks ahead, association officials said. The reception is open to all BI-BRI members, as well as members of the local building, realty and construction industry. Members of the general business community are also welcome to attend the reception.

The BI-BRI is a building, realty and construction industry membership organization. The association has more than 1,800 members in 14 counties of New York State. Those members are involved in virtually every sector of the building, realty and construction industry, association officials said.

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Industry Report:

# Builder Confidence Slips Two Points as Lumber Prices Soar

But Housing Starts Reached a Post-Recession High in May, According to a Second Industry Study

By Jeff Hanley, IMPACT Editor

WASHINGTON, D.C.

Builder confidence in the market for newly-built, single-family homes fell two points to 68 in June, according to a building and realty industry study released on Jun. 18.

The report, The National Association of Home Builders (NAHB)/Wells Fargo Housing Market Index (HMI), said the decline was due in large part to sharply elevated lumber prices. The study added, however, that sentiment among builders remains “on solid footing.”

“Builders are optimistic about housing market conditions as consumer demand continues to grow,” said NAHB Chairman Randy Noel, a home builder from LaPlace, La. “However, builders are increasingly concerned that tariffs placed on Canadian lumber and other imported products are hurting housing affordability. Record-high lumber prices have added nearly \$9,000 to the price of a new single-family home since January of 2017.”

NAHB Chief Economist Robert Dietz said that improved economic growth, continued job creation and solid housing demand should spur additional single-family construction in the months ahead. But, he did stress the importance of the prices of materials to building and realty industry members.

“Builders do need access to lumber and other construction materials at reasonable costs in order to provide homes at competitive price points, par-

ticularly for the entry-level market where inventory is most needed.”

### Background

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

The survey also asks builders to rate the traffic of prospective buyers as “high to very high,” “average,” or “low to very low.” Scores for each component are then used to calculate a seasonally adjusted index where any number over 50 indicates that more builders view conditions as good than poor, NAHB officials added.

All three HMI indexes inched down a single point in June. The index measuring “Current Sales Conditions” fell to 75, the component studying “Expectations In the Next Six Months” dropped to 76 and the metric charting “Buyer Traffic” edged down to 50, the report said.

Looking at the three-month moving averages for regional HMI scores, the Northeast rose two points to 57, while the West and Midwest remained unchanged at 76 and 65, respectively. The South fell one point to 71, the study added.

The NAHB/Wells Fargo Housing Market Index (HMI) is strictly the product of NAHB Economics and is not seen, or influenced, by any outside party prior to

Continued on p. 11

REPORT:

# The 55-Plus Housing Market Shows Continued Strength in The Second Quarter, Report Cites

By Jeff Hanley, IMPACT Editor

WASHINGTON, D.C.

Builder confidence in the Single-Family 55-Plus Housing Market continued to be in positive territory in the second quarter.

That was the assessment in The National Association of Home Builders (NAHB) 55-Plus Housing Market Index (HMI) that was released on Aug. 2. The index increased one point to 67, the report said.

The 55-Plus HMI is broken down to measure two segments of the 55-Plus Housing Market: single-family homes and multi-family condominiums. Each segment of the 55-Plus HMI measures builder sentiment based on a survey that asks if Current Sales, Prospective Buyer Traffic and Anticipated Six-Month Sales for that market are good, fair or poor (high, average or low for traffic), according to the index.

“Builders and developers continue to see demand from consumers for homes in the 55-Plus Housing Sector,” said Chuck Ellison, chairman of NAHB’s 55-Plus Housing Industry Council. “However, increases in building material costs have made it challenging to meet this demand.”

The index said that, when compared to the previous quarter, among the three Single-Family Components of the 55-Plus HMI, Present Sales increased three points to 73, Sales Expected in the Next Six Months dropped three points to 77 and Traffic of Prospective Buyers fell four points to 47.

The 55-Plus Multifamily Condo HMI dropped seven points to 57. However, that data is still the second-highest reading since the inception of the index in 2008, the report said.

All three 55-Plus Condo HMI Components decreased in the second quarter, the index said. Present Sales fell six points to 61, Sales Expected in the Next Six Months dropped seven points to 63 and the Traffic of Prospective Buyers declined 11 points to 44.

The study noted that all four components of the 55-Plus Multifamily Rental Market Division went up in the second quarter. The Present Production Component rose six points to 65, the Production Expected in the Next Six Months Component jumped 11 points to 68, the Present Demand for Existing Units Component increased four points to 72 and the Demand Expected in the Next Six Months Component rose seven points to 75.

“Strong economic growth and rising home owner wealth are allowing consumers to sell their current homes and buy or rent homes in 55-Plus communities,” said NAHB Chief Economist Robert Dietz. “However, builders need to manage rising building material costs, especially for lumber, in order to continue providing housing at competitive prices.”

Albert Annunziata, executive director of The Builders Institute (BI)/Building and Realty Institute (BRI), said that the needs for 55-Plus Housing in the Westchester and Mid-Hudson Region are strong. But, Annunziata added, there are obstacles.

“There is no doubt that the consistent negatives of the lack of land, as well as anti-industry regulations, the continuing labor shortages and the increases in the costs of building materials in our region are leading factors that continue to thwart the development of the much-needed 55-Plus Housing,” he said.

The NAHB index said that the full 55-Plus HMI Tables can be found at [nabh.org/55hmi](http://nabh.org/55hmi).

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