Mayor Paul Pontieri: CONNECTED
But it’s not what you think
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LICA Donates $10K to Contractors for Kids

Paul Pontieri
Patchogue Village Mayor
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Long Island ROAD WARRIORS is the official magazine of the Long Island Contractors’ Association, Inc. (LICA). LICA represents the interests of the region’s premier heavy construction general contractors, subcontractors, suppliers and industry supporters. Focused primarily in the transportation infrastructure construction industry such as highways, bridges, rail, sewers and other public works, LICA’s member companies play a significant role within Long Island’s Nassau and Suffolk Counties. The economic impact of the industry contributes $4 billion to the area’s local gross regional product.

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First In, Last Out

Members of the United States Marine Corps proudly embrace the adage “first in, last out” when called into service for a military mission. The heavy construction trades could also apply the “first in, last out” motto to their work when it comes to the world of development.

Whenever a new commercial, retail or residential development gets underway, our “first responders” are generally the “dirt trades” who clear, excavate and grade the property then install underground utilities. The operating engineers are ready to go with bulldozers, excavators, graders, and payloaders, while teamsters stand by in their trucks to transport materials. All this takes place long before any insulators, painters, pipefitters, carpenters and other trades get to employ their skilled crafts. Then, just prior to completion, before any ribbon cutting can take place, our industry’s work force once again must ensure that essential systems are functioning so that necessary Certificates of Occupancy can be issued. Our industry is proud to be “first in, last out.”

This issue of Long Island Road Warriors celebrates all those who visualize, plan, build and support sensible development and revitalization on our Island. As anyone engaged in Long Island development knows, the process to get anything built in the Nassau/Suffolk region requires planning and execution worthy of a military strategy, and those who choose to fight the fight often experience a “lite” civilian variation of battle fatigue. Just as we rely upon the best and brightest among the military brass for success, we depend upon insightful, courageous visionaries among our civic governmental leaders to successfully plan and build for our future.

Patchogue Village Mayor Paul Pontieri is a five-star general when it comes to leading and successfully completing Long Island’s land-use battles. We are proud to salute him for his efforts and accomplishments. Under his leadership, the Village of Patchogue now stands as the shining beacon for downtown redevelopment which other villages and hamlets around the nation are trying to duplicate.

By recognizing the essential correlation between adequate infrastructure systems and economic development, Pontieri seized upon the opportunity to upgrade the village’s sewer system, enabling him to attract developers such as Bob and Jim Coughlan of TRITEC and Mike Kelly of Kelly Development Group to rebuild in his village. Their developments, along with Pontieri’s vision, determination and dedication, have transformed Patchogue into one of the region’s hottest downtown areas.

Strategic assessments of Patchogue’s redevelopment now take place by public policy officials in many communities seeking similar success. We are hopeful Pontieri’s leadership and resolve will be emulated by other officials now battling the “not in my backyard” mantra and status quo acceptance that stifles economic development. If other leaders can muster Pontieri’s same courage, the heavy construction industry can once again be “first in, last out” for the next successful Long Island economic development story.

Speaking of courage, as we approach the July 4th holiday, we want to take a moment to express our thanks and deep appreciation to all those who have fought and those who continue to serve, keeping our country free and independent. May you have a safe holiday celebration. We hope you enjoy this edition of Long Island Road Warriors.

Sincerely,

Marc Herbst
Executive Director
Long Island Contractors’ Association
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In the first issue of LICA’s Road Warriors Magazine, Governor Cuomo’s introduction had a big impact. “Dream Big, Build Big” was the sentiment echoed May 17 at the New York Building Congress where representatives from the governor’s office compared Cuomo to Robert Moses and his vision to rebuild the New York metropolitan area.

Certainly, Long Island would be the beneficiary of some of that work. With the large LIRR project, the major capital plans at LaGuardia, and a new stadium for the Islanders hockey team, there are several mega projects on Long Island that deserve attention.

Much of that work has come out in the form of mega projects or is likely to be done in alternative delivery models such as public-private partnerships or design-build initiatives. The utilization of these models may ensure that these projects get built at a time when state-and-local budgets may not have all the available funding in place.

The reality is that many of these large consortiums bidding on these mega-projects will only self-perform a portion of the project work. They will need to look to the local contracting community to support their efforts. This may require a local contractor to look at working as a subcontractor rather than as a prime. This is clearly a difference in how you have grown accustomed to working.

You must take a hard look and decide if your organization can work under this model. To do this effectively, you must look to your core team of trusted advisors.

It’s a good idea to perform your due diligence on the companies awarded the prime contracts, get to know those companies, and decide if your organization is willing and able to work with them. Check that your surety, accounting, banking and insurance contacts are comfortable with the new role you chose, and be sure to protect yourself with acceptable contracts and lien protection.

It looks to be an exciting time here on the Island. Be sure to take the long-term view at how your organization can position itself to prosper.
As the Supervisor of the Town of Islip, I am proud to represent a beautiful, diverse, and thriving community of nearly 340,000 residents—the third largest Town in New York State.

Islip has a long, proud history of providing an excellent quality of life to our residents. I am proud to say that the Town of Islip offers many wonderful amenities such as our beautiful waterfront, bountiful beaches, parks, and a prime location in the center of Long Island, forty minutes from New York City, and only a short trip out to the beautiful east end of Long Island. These wonderful natural resources, a strong local economy, our own regional commercial airport and strategic location have generated much interest from the business community in investing and developing right here in the Town of Islip.

... the airport has been recognized by industry leaders as the fastest growing regional airport in the nation.

Since I took office in 2015, our Office of Economic Development has induced more than 50 new projects through our Industrial Development Agency (IDA). These projects represent a total capital investment of nearly $500 million, retained over 4,500 jobs, and created nearly 1,700 new jobs. I am proud of the work that our Office of Economic Development has been able to accomplish. Thanks to our robust local economy, and an interest in investing here, Islip has seen the revitalization of downtown areas like Bay Shore, investments in building luxury condos in Central Islip, and major project proposals such as the Serota Pines Project in Holbrook, and the Heartland Project in Brentwood which are moving forward.

The Heartland Project, which had languished in red-tape for years, has finally moved to the next phase. Our Planning Department has become more business friendly, is open one evening a week, and is moving faster to work with those who wish to invest in our communities. While a project of the scale of Heartland certainly required scrutiny, and the regional impact needed to be evaluated, there is no denying it will create thousands of jobs, and will revitalize a long blighted property—the former Pilgrim State facility. Additionally, the Town of Islip has submitted a proposal for the Amazon HQ2 Headquarters to be located on the Heartland property. While there is stiff competition, the Town of Islip put forth a strong application and the New York Metro Region is still in the running. This would be a significant economic game changer for not only Islip, but our entire region.

continued
A unique asset here in the Town of Islip, is Long Island MacArthur Airport. Under the direction of our experienced Commissioner, MacArthur Airport is reaching new heights. In the past two years, the airport has seen a profit of $4 million and has operated with a surplus of over $3M. Together with its three airline partners, Southwest Airlines, Frontier and American, travelers can now fly to 15 destinations nonstop, from MacArthur Airport including Atlanta, Chicago and San Juan. In the last 8 months, MacArthur has seen 75,000 new customers. I am proud to say that this year, the airport has been recognized by industry leaders as the fastest growing regional airport in the nation. This is not only good for the Town of Islip, but the economy of the entire Long Island region.

We are proud of the direction that the Town of Islip is heading, and I know that our fiscal policies, and unwavering commitment to partnering with our businesses to create a strong economy, will benefit all of our current and future residents.
Established in 1889, Lockwood, Kessler & Bartlett, Inc. (LKB) is a full-service consulting engineering firm headquartered on Long Island. Today, LKB serves municipalities, agencies, and private clients in the transportation, environmental, energy and building sectors. With 100 employees, including more than 30 licensed professionals, we are a one-stop source for professional engineering and construction inspection services.

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Environmental Considerations for Development Projects on Long Island

by Paul Lappano, P.E., BCEE, LEED AP, Vice President of Environmental Services
and John Gerlach, NYPG, CGWP, Director of Environmental Sciences, of Lockwood, Kessler & Bartlett, Inc.

It has been said that Long Island is, governm entally, a jurisdictional jumble (The New York Times, November 13, 1989. Governing Long Island: A Jurisdictional Jumble). Consequently, obtaining permits and approvals for development projects typically involves multiple governm ent agencies and is often challenging. In addition, NIMBY (Not In My Back Yard) and BANANA (Build Absolutely Nothing Anyw here Near Anything (or Anyone)), are acronyms that have become synonymous with development projects.

While not always the case, identifying what environmental permits and approvals are required, and properly addressing concerns during the planning phase, can alleviate problems during the approval process, and avoid delays associated with obtaining governm ent approvals... and quite possibly those pesky acronyms.

As a hypothetical example, to develop a new shoreline housing project in an incorporated village or town, the following environmental approvals or permits would typically be required:

• NYSDEC/USACE Joint Application for Permit (e.g., tidal wetlands)
• Local tidal wetlands permit
• Compliance with the local water front revitalization plan
• NYS Department of State Coastal Zone Consistency Determination
• Sewer connection permits from the local or county sewer authority
• Water supply connection permits from the local water purveyor
• Compliance with local traffic-control requirements
• Storm drainage and erosion control conforming to state or local guidelines
• Landscaping plans as per local codes
• Solid waste collection and recycling containers in accordance with local requirements
• County approval for on-site septic systems or connections to the sewer
• County approval for on-site fuel storage tanks and fire-control systems
• Registering on-site storm water drywells as USEPA Class V injection wells

In addition, if certain development thresholds are exceeded, the project may be classified as a Type I action under SEQRA (State Environmental Quality Review Act). If so, it would require a full environmental assessment form (FEAF) and possibly a draft and final environmental impact statement (D/F EIS). Some examples of Type I thresholds are:

• Physical alteration of more than 10 acres
• In a city, town or village with a population less than 150,000, 250 units to be connected to the sewer or water supplier
• Location contiguous to any historic building, structure or prehistoric site listed on the national or state registers of historic places

Depending on the level of public interest, scoping meetings, public hearings and comment review periods may be required to satisfy the SEQRA process, which could add up to 210 days to the permitting process.

What are some of the steps a developer can take to assure environmental permits and approvals are successfully achieved in a timely manner?

• Review existing planning documents for the area to identify key environmental issues, and community concerns
• Develop conceptual plans of the project and meet with the involved regulatory agencies to identify any major concerns that need to be addressed
• Determine if the project can qualify for LEED certification, and pursue certification if possible
• Carefully complete all permit applications, providing all information that is required with as much detail as possible
• If a FEAF is required, provide as much detail as possible, concentrating on how issues will be addressed, as a well-prepared FEAF can obviate the need for a D/FEIS and its lengthy delay

In summary, by being cognizant of the environmental concerns, required permits and approvals, and addressing them early in the project, you may avoid the attack of the giant NIMBYBANANA!
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• $5,336 per second
• $320,205 per minute
• $461,095,890 per day
• $3,236,538,462 per week and
• $14,025,000,000 per month

New York’s All Funds budget, which includes revenues from both state and federal sources, has nearly doubled since fiscal year 1988, when the state spent $85.7 billion (in 2018 dollars).

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The next issue of Long Island Road Warriors will be published in mid-September and also distributed at LICA’s Fall Legislative Meeting on Sept. 14th.

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Ad Deadline: August 1
BACK TO THE FUTURE
by Desmond M. Ryan, Government Relations Consultant

Long Island: The “New Suburbia”

Since its inception in 1834, the Long Island Rail Road (LIRR) has been the main engine for economic development in our region, helping to cement Nassau and Suffolk County’s long-standing reputation as the birthplace of suburbia. But like many areas across the nation—and New York State in particular—our region is starting to “age out” and we must focus once again on future development to grow our economy and maintain our viability.

With interest rates at historic lows, home prices continue to climb to record levels. Also on the uptick is the price of gasoline. These factors are having a profound impact on the economic well-being of Long Island and are changing the way local governments view their tax base—a base which is so vital to their ability to provide services and amenities such as beautiful parks and beaches, which define Long Island. And the need for affordable housing is now two-fold, for both seniors and the next generation of Long Islanders.

For decades, the Not In My Back Yard (NIMBY) syndrome mainly dictated land use. The development community was constantly confronted by civic and environmental groups which opposed most anything, be it a housing project or an office building. Affordable housing was practically a four-letter word. Yet today, suburbia is starting to rethink how the region prepares for its future.

Taking a page from the past, it appears—now more than ever—that the region’s infrastructure and our existing LIRR stations truly hold the key to unlocking Long Island’s future potential. The advent of transit oriented developments (TODs) is becoming the gateway to our future success.

When it comes to comprehensive land use planning, buzzwords now being used include: walkability, affordability, millennials, and downtown revitalization. With major investments in places like Mineola, Farmingdale and Patchogue, affordable housing and rental units are changing the face of these hamlets—for the better. The focal point is downtown revitalization geared to a redevelopment component, and close proximity to the LIRR is the lynchpin to these very successful projects.

One community that stands out is the project in Wyandanch. Conceived by Suffolk County Executive Steve Bellone, while he was supervisor of the Town of Babylon, Wyandanch Rising was drafted as a transit oriented redevelopment that would improve one of the most distressed areas on Long Island. A public-private partnership (P3) between the Albanese Organization and the Town of Babylon, which cost an estimated $500 million, created a mixed-use residential and commercial community guided by the principal of a “New Suburbia”. Once completed, there will be a total of 700 to 1,000 new housing units at this location, all within walking distance of the LIRR and a newly redesigned station is expected to serve a ridership of roughly 4,000 passengers per day. The project is also conveniently connected to the Suffolk County Transit Bus system.

Local governments, working in conjunction with the MTA, are seeing the completion of the Double Track project as well as progress on the Third Track, which will eventually ease congestion in and out of Penn Station with the completion of East Side Access into Grand Central Terminal. This massive infusion of capital investments and much needed upgrades will have a dynamic effect on Long Island’s current workforce. Proposed developments in Bay Shore, as well as current plans for the Ronkonkoma Hub project, will soon impact how future generations of Long Islanders work, live, and play in the region.

Going “back to the future” we’re now utilizing existing infrastructure as part of new transit-oriented developments, ensuring that Long Island is, literally, on the right track.
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A salute to LIC A members

On any given week Duffy uses his public and private encounters to praise LICA and its member companies.

“We are the first to tell elected officials and reporters that achieving our goals of protecting the future of our union families requires corporate partners. Local 138 is proud of its proven partnership with companies whose owners recognize the professional skills and ‘rate of return’ by having union men and women on the job. LICA is on the front lines of ensuring that partnership is strengthened and promoted.”

From his office in Farmingdale Duffy looks at the projects on his desk, including the billion-dollar LIRR Third Track between Floral Park and Hicksville, and the critically needed Bergen Point Wastewater Treatment Plant, and knows his members will play an integral role in their construction. “Wherever Long Island is building the future, that is where you will find our Local,” offers the union leader.

It would seem knowing how to expertly knot a half Windsor tie has paid off for the Operating Engineers.
CONNECTED
Mayor Paul Pontieri and the Revival of Patchogue Village

CONNECTED: It’s not what you think. Erase those jaded and cynical thoughts that immediately race to mind when you hear the word, especially when related to politics. Worse yet, when the word is used to describe a politician whose hails from Italian-American heritage. But rest assured, Patchogue Village Mayor Paul Pontieri is more “grandfather” than “Godfather” and his type of connections are far more powerful and meaningful than those you might imagine. Read on to see how Pontieri is not only changing Patchogue, but changing perceptions and redefining the way people (and politicians) think.

CONNECTED to his History: Most of us who grew up in suburban Long Island have fond memories of our childhood hometown and we share a “connection” to the place we were raised. Whether playing in the park or biking to the beach, we reminisce about school days and snow days, parties and parades. But for some, that connection runs deeper. For fewer still, like Paul Pontieri, his history literally runs through the streets which he still calls home. Just make a visit to the Patchogue historical society and ask to see the old slab of sidewalk which contains a plaque from the company his grandfather co-founded - “Romeo & Lotito”. It was Paul’s grandfather, Frank Romeo (previously of Frank Romeo & Sons) who poured some of the first concrete to form Route 112 as well as many of the sidewalks in the Village which Pontieri now presides over.

CONNECTED to his Community: Pontieri is a familiar face in the neighborhood. As an adult, he worked for 15 years as a BOCES administrator, later becoming a small business owner, followed by a 7+ year stint as an assistant principal in a nearby school district, greatly enjoying the opportunity to interact with students on a daily basis. Pontieri carries the commitment of his residents to create an improved and inclusive community.

But as the years went by, Pontieri witnessed Patchogue in decline, slowly shifting from a close-knit, family oriented community to a district divided and in distress. Empty stores, troubled streets, transient workers and registered sex offenders living in sub-standard and overcrowded housing facilities were making his hometown unrecognizable. But rather than simply sever his connection, Paul chose to serve and help save the community he loved.

Pontieri became a village trustee and served for a total of 11 years and is now in his fourth term and 14th year as Mayor. Instead of waiting and wishing for things to change, Pontieri decided to put his “connections” to work to restore and rebuild the kind of community he cherished.

CONNECTED to the Sewers: You have to rebuild from the ground up - literally. Having served as a trustee for so many years (and giving full credit to Mayors George Lechtrecker & Robert Waldbauer before him) Pontieri knew that redevelopment would require sufficient infrastructure to support new growth. That meant the need to once again expand the village’s sewer system capacity.

In 1986, the same night he was sworn in as a Trustee, the board approved a $1.1 million bond for sewer upgrades. The bonding stole local paper headlines, leaving news of Pontieri’s swearing in to play second fiddle, but Pontieri was more than OK with it. He fully understood that his success would be measured by Patchogue’s success, and ultimately, that success would rely upon bonds like this.

In 1986, the same night he was sworn in as a Trustee, the board approved a $1.1 million bond for sewer upgrades. The bonding stole local paper headlines, leaving news of Pontieri’s swearing in to play second fiddle, but Pontieri was more than OK with it. He fully understood that his success would be measured by Patchogue’s success, and ultimately, that success would rely upon bonds like this.

A year after taking office, Pontieri hired H2M architects + engineers (a proud LICA member) to renovate and upgrade the existing treatment plant. It took nearly six years and $11 million to complete, but he made sure it was built in a way that could be easily expanded further when needed. As Pontieri noted... “To fix today’s problems, you need to look ahead and plan for tomorrow.”

CONNECTED to his Residents: The most successful politicians share an important trait that cannot be underestimated... being connected to the people they represent. As a lifetime resident and active member of the Patchogue community, Pontieri cites a sense of trust from the residents, a belief that he has Patchogue’s best interest at heart, which gives him the support needed to make difficult decisions and move forward with bold plans.
Whether personally knocking on doors of condemned buildings to help workers relocate, or ensuring that every new development includes some portion of affordable workforce housing, Pontieri carries the commitment of his residents to create an improved and inclusive community.

This shared connection and willingness to honestly listen to residents’ concerns is something he believes is sorely lacking in most governing bodies today. Without a meaningful connection there will be no trust, no support and little to no forward progress.

**CONNECTED to the Next Generation:** Like it or not, we are getting older and so is the majority of Long Island’s population. If we want to live out our retirement years here, surrounded by family, we will all need affordable housing. And we need to give our children reasons to stay: a lively social scene, nightlife options and cool cultural arts. Blaming the millennials for their “free spirit” lifestyle is often easier than acknowledging our lack of foresight or failure to plan for the future. Perhaps, as some have said... “if you can’t beat them, join them.” Besides, if you ask Pontieri, he’ll tell you that growing old is much more fun when you’re surrounded by young people (check out his Q&A on page 18). He warns that community leaders who disregard the next generation, do so at their own peril.

**CONNECTED to the Power of YES:** In an age of rampant NIMBYism, the easy political default is NO. Pontieri believes strongly in the power of YES and thinks more leaders need to start saying it. Part of effective leadership is knowing what’s needed and having the guts to say YES. Don’t disregard the residents, but if you communicate openly and make decisions based solely on the benefit to the community (and not yourself of your political party) then he believes community support will follow and the end result will be good for all.

The power of YES was even more important as Pontieri reached out to business owners, developers and investors to be part of the revitalized Village. “Have any good locations to put a new restaurant?” YES. How about creating a unique new affordable housing “artists space”? YES. How about letting developers do what they do best... build? YES. But do so without demanding other concessions, which ultimately result in a lowering the quality of construction. Well-designed and well-built housing creates good homes and good will. It encourages renters and residents to take pride in their homes and their hometown.

It may sound like a “no brainer” but when money is offered or becomes available (be it a grant, a loan or a donation) say YES. Then spend it quickly! When residents, state agencies, banks and charitable organizations see quick and steady progress and where money is being spent - they are far more likely to support it, support you and support your future plans. Show them you can do it once and do it well, they’ll believe that you can do it again. Too often people sit and wait for things to change. Pontieri believes you need to change their perspective - and start by saying YES to new possibilities.

**CONNECTED to the Assets:** Otherwise known as “making the most of what you’ve got”. By upgrading or exploiting assets which the village already owns, Pontieri can minimize spending and maximize ROI. He urges other municipalities to do the same. Whether it’s infrastructure, housing, transportation, or entertainment assets, he suggests every official build a list of the assets they own. Then see how they can be improved, enhanced or transformed.

continued on next page
Patchogue Pride
with Mayor Paul Pontieri

What’s the most unusual spelling or pronunciation of Patchogue you’ve seen?
A. I hear Blue Point Brewery has a new “Patchoogie” (?) beer coming out soon...

Favorite Patchogue restaurant?
A. So many good ones, but a quiet dinner at The Oar is high on the list.

Favorite place for a night out?
A. Patchogue Theatre, most always (depending on what’s playing).

Most picturesque spot in Patchogue?
A. Mascot Dock, right on the bay. Beautiful.

Best Patchogue events?
A. Can’t single out one. Top two have to be Alive After 5 and the Great South Bay Music Fest.

Best part of having so many young adults in Patchogue?
A. Ending one night playing beer pong together (seriously).

Worst part of having young residents?
A. None. I never want to live in a town that can’t support its own little league!

Best compliment you’ve received?
A. When a resident said they moved here because of the things we’ve done.

Worst complaint?
A. Lack of parking (a good problem to have!). But it usually comes from out-of-towners, not residents.

The accomplishment you’re most proud of?
A. To have dealt with the terrible tragedy of the Lucero murder, recognizing the dangers of divisiveness and knowing that we have come through it together as a better community.

What’s your best day as Mayor?
A. Memorial Day. It defines us as a community-you see the school bands marching and all the residents celebrating. It reminds us of who we are and who we want to be.

Take the beautifully restored Patchogue Theatre for example. Although the town has invested approx. $7 million over the years, the income it generates enough revenue to cover the investment and ongoing expenses, making it a virtual break-even. New improvements and upgrades to Patchogue’s beautiful 30 acre shoreline park (with pool and walking trails) will please residents and increase tourism, helping local businesses to thrive.

So it’s true. It’s not always what you know, but who you know.

CONNECTED to the (Right) People: So it’s true. It’s not always what you know, but who you know. And Pontieri made sure he knew the right people. When he set his sights on reclaiming and redeveloping a key area of the village that had become a serious blemish on the community, which inhibited the safety and walkability to one of his major assets - the Patchogue train station, Pontieri knew who to call.

Working closely with then County Executive Steve Levy and Jim Morgo at the Long Island Housing Partnership (LIHP), who were both instrumental in the process, the village acquired 21 blighted properties including several rundown, overcrowded, multi-family housing units and relocated the workers. Next, he brought in a knowledgeable land-use attorney and people from Long Island Builders Institute (LIBI) to ensure that any new developments would be done right and done quickly. The agreement with Pulte Homes, the developer for this project, also stipulated that they (not the taxpayers) would pick up the cost for the additional sewer lines needed. In less than two years, the Copper Beech development was completed and the rebirth of Patchogue had begun.

Copper Beech Village features both at-market and affordable housing units, but was purposely designed as attractive 3-story townhouse-style units instead of boxy, bare-bones housing that typically screams “low income”.

Next, Pontieri turned to Mike Kelly of Kelly Development Group (and former Chairman of LIBI) who continued the village’s revival with a 163-unit luxury condominium complex. The Riverwalk opened in 2014 and is located within walking distance of the Patchogue LIRR.

However, the real “game changer” as Pontieri refers to it, was New Village, a mixed-use complex by Brothers Bob and Jim Coughlan of TRITEC Development Group that sits at a key intersection know as the Four Corners. The $110 million development boasts 291 rental units (30% designated for workforce housing), 15,000 square feet of retail and office space, plus parking for 300 underneath. Aptly named, the New Village project has given the Patchogue new life and a much-needed facelift.

CONNECTED to the Future: Happy childhood memories may serve as a catalyst for Pontieri’s drive to rebuild his hometown, but make no mistake, he is a man of the future. He will study lessons of the past and admit to stealing a page from prior Mayors’ playbooks, but to remain strong and prosperous he clearly understands that the village and its residents’ must change with the times. As demographics shift and attitudes evolve, you need to embrace change rather than avoid it. But core values, such as a shared sense of community, should never be discarded simply because the new residents or retail shops look a little different. The difficult lessons which the community learned about divisiveness after the tragic hate-crime murder of Marcelo Lucero, must never be forgotten. By working together, they are creating a diverse but shared community full of pride and promise.

At the age of 71, with 2 years left in his current Mayoral term, Pontieri shows no signs of slowing down. Although before too long he believes “fresh eyes” will be needed to envision where Patchogue goes next. But with a host of successful projects behind him, Pontieri still has a few items left on his “to do” list:

- Using the remaining $2 million of a $5 million donation (from a private resident) to make further enhancements to the shorefront park area. The project is expected to be completed within the next 18 months. It should go without saying, but receiving a private donation of this size can only serve as a testament to the direction and dedication Pontieri has given this village.

- “Storefront to Shorefront”: With housing, transportation, entertainment, and recreation pieces in place, the village is now following Pontieri’s lead to get connected. And somewhere Pontieri’s grandfather is surely smiling. Coming full circle, Patchogue is once again pouring concrete sidewalks. This time, they’ll be used to connect their assets and become one of the Island’s first truly “walkable” villages. Soon you’ll be able to stroll uninterrupted from the railroad to restaurants or from downtown to the shorefront. But be sure to save some concrete for those additional parking projects he’s planning!

But one of the most unique developments in Patchogue, and one which seems to embrace Pontieri’s passion for diversity and inclusiveness, is the Artspace Patchogue Lofts. This mixed use development offers 45 affordably priced apartments which are leased solely to renters who are employed in the arts and entertainment industries. With its two art galleries and space that houses both the Patchogue Arts Council and the Plaza Media and Arts Center, Artspace has now become the center of the village’s entertainment district, a key component in revitalization.

One final project that has eluded Pontieri thus far, is to bring a hotel to his hometown. I found that curious. Surely, there must be another investment that would make more sense? Why build a hotel for strangers in a village that was painstakingly rebuilt to recapture the close-knit community feel of his childhood? But you see, in Pontieri’s Patchogue, there are no strangers. It’s all about being CONNECTED.
Real Partnership and a Commitment to Success

With a bank on every corner, how do you find a financial partnership that will benefit your business? As a business leader in a competitive marketplace, you should expect flexibility and responsiveness from your financial partner. Whether you are purchasing a property to support expansion, adding products and inventory or jumping on an unexpected opportunity, your banking team should deliver.

The first step is to find a partner who has an understanding of your industry and your market, and is willing to make an investment in getting to know you and your specific business. When your loan officer takes the time to visit and understand your business, he/she can make an informed decision. That does not happen with a faceless, graded application processed in a city far away from the project location. BNB Bank puts all the pieces together to develop a strong financial partnership with each customer. In the BNB model, bankers invest time with you to develop a relationship, and an in-depth knowledge of your goals and aspirations for your business. When the time comes for expansion and growth, you are not starting from scratch.

Make sure your banker is available for a conversation and has the experience to back it up. For over 100 years, banking with BNB has been based on establishing long-term relationships with its customers. The bank was started in 1910 to serve the needs of Eastern Long Island’s farmers and merchants. Today BNB has grown to encompass all of Long Island, into Queens and Manhattan, with 38 full service branches, serving a true diversity of customers from Fireworks by Grucci, to Tates Cookies and GSE Dynamics, among thousands of others.

BNB Bank offers flexible programs designed to help both commercial and individual customers meet their financial needs. Lending is proactive, and decisions remain local - customers have a lending team that understands the New York marketplace with its unique geography and challenges. Banking products and services include effective technologies like online banking, online bill pay, remote deposit capture and treasury management, including lockbox and foreign exchange services, as well as the traditional menu of deposit and loan products. Smaller needs are handled through the BNB SBA division and the Equipment Finance group offers unique knowledge and products to quickly finance inventory and equipment needs.

Local does matter. From the bankers who make the decisions, to the commitment to the community. BNB cares about the community, where its bankers and employees live and work. When local businesses are strong, neighborhoods and communities flourish and remain strong and vibrant. This is no small commitment, but it is a cornerstone of the BNB Bank way of doing business. BNB has a rich tradition of supporting programs and initiatives that promote local business, the environment, education, healthcare, social services, and the arts.

BNB Bank brings its own history of strong financial performance to the table. Bridge Bancorp (NASDAQ, BDGE) is the holding company for BNB Bank, its wholly owned subsidiary. The bank has assets of $4.5 billion with full service branches from Montauk to Manhattan. The bank recently received a 5 Star rating from Bauer Financial.

Just as having the right lawyer or accountant on your team is critical to a successful business team, adding the right financial partner makes a difference. For more information on the BNB partnership model or to invite a visit from a local banker, call 631-537-1000 or visit www.bnbbank.com.
The summer season is upon us and roadwork is in full effect, which means more construction work zones on our major highways, secondary and tertiary roads. In addition, with school ending there are more people on the roads, creating a perfect storm for making our work zones more dangerous. Daily changes in traffic patterns, narrow right-of-ways, partial street closures and distracted driving are all contributing factors in work zone crashes, injuries and fatalities.

Distracted driving has quickly become a loss leader for the insurance industry throughout the country. With more and more road construction zones popping up, this pattern of losses can only get worse. New York State Department of Transportation (NYSDOT) construction and work zones experienced 512 crashes, with 18 fatalities and 134 injury accidents since 2015. At any given time, 660,000 vehicles are being driven by someone using a cellular phone. Distracted drivers kill approximately 3,300 people and injure another 421,000 annually. This poses a significant risk to our work zones and thus to employee safety. Worker fatalities in road construction sites resulted in 157 deaths in 2017 and distracted driving and speeding were a contributing factor in almost 80% of those deaths.

To put this in perspective, a distracted driver’s reaction time is similar to that of someone who is legally drunk. Brain activity is decreased, braking time is down anywhere from 10-25% and most distracted drivers take their eyes off the road for the length of an entire football field while texting and driving. As employers we work diligently to ensure that our employees go home safe and our jobsites are protected. To help assist with your efforts, here are some tips for improving work zone safety:

- **Develop a plan** - Every work zone is different and we should work to develop a traffic control plan. This plan should include both traffic outside the work zone and inside the work zone. Whenever possible, you should coordinate with local law enforcement to increase patrols ahead of your work zones. Their presence is a natural deterrent to distracted driving and speeding.

- **Increase signage for traffic control** - NYSDOT has strict guidelines for establishing appropriate advanced warning and alerting motorists. Perhaps expand those zones and increase signage to allow greater time and awareness for drivers. Buffer areas are a growing trend to shield workers and extend protections beyond the reasonable traffic plans.

- **Increase awareness of surroundings** - We must constantly communicate with our employees and workers to be more mindful of what is happening. With multiple tasks on a single jobsite, it would be useful to have spotters to successfully coordinate the operations within the site. These spotters can effectively monitor the movement of equipment and vehicles within the work zone.

- **Conduct daily Safety meetings** - A quick safety meeting each day before work begins can highlight the potential issues for the day. Work zones change drastically from day to day, and a briefing of potential hazards will keep everyone on the same page.

- **Keep workers hydrated** - Outdoor workers are more susceptible to overexertion and heat related illnesses. A work zone can easily be 20-30 degrees warmer. Workers should be given plenty of water and other high electrolyte drinks throughout the day. Quick breaks out of the sun, especially during hot summer days will do wonders to avoid heatstroke, dehydration, brain fog and injuries.

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**Protecting our Construction Work Zones**

By Robert DiBiase, SVP, National Director, Alliant Insurance Services, Inc.

Distracted drivers kill approximately 3,300 people and injure another 421,000 annually. This poses a significant risk to our work zones and thus to employee safety.
Living and working in the Long Island/New York City area, we all drive through work zones every day. The amount of construction underway is tremendous, and every one of those sites has the unfortunate potential of becoming the scene of a traffic accident. We all must do our part to try to limit these crashes. Work zone safety is everyone’s responsibility.

The goal is to improve safety, reduce crashes and injuries and bring the number of fatalities to zero in your work zones. As a driver, slow down, pay attention and get off the phone. As a contractor, take the steps needed to create the safest worksites possible. Highway contractors and their workers in the field must always implement best practices when actively working in construction zones.

The tips and best practices discussed here will help to control as many factors as possible to mitigate the risks in your work zones. Expect the Unexpected. If everyone does their part, hopefully we can all have a safe and productive summer season.

About Alliant Insurance Services, Inc.

Alliant Insurance Services is one of the nation’s leading and fastest growing distributors of diversified insurance products and services. In the face of increasing complexity, our approach is simple: bring on the best people and invest more deeply in the industries and clients we serve. We operate through a network of specialized national platforms and regional offices to offer a comprehensive portfolio of services to our clients. Our goal is to ensure that they get the most innovative products—and the most innovative thinking—in the industry.

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With help from Mother Nature (who provided one of the nicest days of the year, in what had been a very long, cold Spring) the 2018 LICA Golf Outing was another huge success! Thanks to the generosity of our supporters, sponsors and the 275+ golfers plus 325+ dinner guests who joined us, LICA was able to surpass last year’s amazing results. Thank you all!

So, for the second straight year, LICA was pleased to share our success and “pay it forward” by making a donation of $10,000 to Contractors For Kids (CFK), the official charity partner of the 2018 LICA Golf Outing.

With this donation, CFK—lead by Executive Director Debbie O’Rourke (pictured center)—can continue their important mission to provide financial assistance to Long Island families who are in need due to the illness, injury or death of a child. Whether it’s paying for hospital transportation or medical co-pays, to helping with mortgage payments, CFK ensures that parents can focus on the important needs of their family’s health and well-being, without the added burden of financial concerns.

The board, staff and members of LICA are proud to support such a worthy cause. For more information about CFK or to donate visit: www.contractorsforkids.org. For more about this year’s golf outing including photos from the golf course to the dinner reception and list of prize winners, visit: www.licanys.org/golf2018.
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