

**PRESIDENTS COLUMN**

## A Message From Dean Kroll



What a way to kick off the 2016 new year then by attending the International Builders Show (IBS) in Las Vegas. The only way I can sum up my experience; so much to do and see in so little time. With only 3 days to absorb as much as the show had to offer one only needs to follow the advice of the great military

general and 34th President of the United States Dwight Eisenhower, "I have always found that plans are useless, but planning is indispensable."

There were many themes prevalent throughout the show and these are what I had taken away; building science works, never stop learning, design concepts and networking.

On display it became obvious new technologies that were spawned many years ago by building science have become mainstream. Advancement is sheathing and composites as well as fasteners are now common. Where in the past there was only one offering, there are now many. The challenge we all face is determining how to assemble these components in a cost effective and reliable manner offering the market a complete solution.

This year's education venue featured the Master Session. These were focused topics on everything from building science, project management to sales and marketing. I may have spent my career in sales,

but I learned something new from Mike Lyon's Mapping-out Sales Success session. If you had not the opportunity to hear Dr. Joe Lstiburek from Toronto speak about building sciences, you are missing out. Too bad he is a Leafs and Patriots fan.

The trend in design is all about being cost effective and the rise of the multi generation home. Whether designing space for your aging parents, that boomerang child or just generating a little income to offset costs, these concepts were dominating. This year's New American Home on display accentuated this theme.

However, the most important aspect of attending IBS is networking. The knowledge gained by speaking with manufactures about products and distribution channels, their willingness to work with you, what other builders across the country are experiencing ... did you know the Albany NY Builders Association has well over 230 members ... and bonding with other members of the BNBA ( thank you Chris, Chuck, Dave(s), Bill and others ) was priceless. These relationships will return dividends for quite some time.

I am looking forward to implementing much of what was learned into making 2016 a huge success. If you have not already done so, circle your calendar for January 10 - 12, 2017 in Orlando, Florida for the next IBS. You will be happy you did.



**BNBA Annual Ski Outing**  
**Thursday, February 9th**  
 \$65 all-day event \$30 for non-skiers  
 Call the BNBA at 716.601.7257 to sign up! This is one of our most enjoyed events.






# FORUM

## The Monthly Newsletter of the BNBA

Published by:

### Buffalo Niagara Builders' Association, Inc.

5434 Genesee Street, Suite 4, Lancaster, NY 140868  
(716) 601-7257 Fax: (716) 601-7259

*Please note new telephone numbers*

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## Mission Statement

The Buffalo Niagara Builders Association, a non-profit organization, is the recognized voice of the building, development and associated industries.

The Association advocates choice in housing, economic growth and quality of life in our community.



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## 2016 Horizons Home Show

The Buffalo Niagara Builders Association is pleased to announce that the 2016 Horizons Home Show will be held in the prestigious Spaulding Green Community of Clarence, New York with August dates.

Spaulding Green consists of four distinct neighborhoods highlighting a variety of home styles along winding streets with sidewalks, cul-de-sacs, nine lakes, two-mile bike path and nature trails. The 200-plus acre nature preserve ensures nature outside your door.

As a master-planned community, this neighborhood retreat offers private wooded and lakeside building sites designed to accommodate a variety of lifestyles and price ranges.

Six of the area's finest home builders will be participating: Bielmeier Builders, Dream Settings/Heartland Homes, Forbes Capretto Homes, IQ Modular Homes, Jurek Builders and Morgan Homes.

Horizons is Western New York's premier home

show where the latest in design and decorating trends as well as technologies will be on display. Each home will be furnished in a manner complementary to the home and its surroundings.

If you are considering building a new home or just want to freshen your existing home, the 2016 Horizons Home Show offers the opportunity to explore the possibilities.

There are still opportunities for those who are interested in participating the show as a builder or exhibitor.

For more information, please visit us at [www.bnba.org](http://www.bnba.org) or call Barbara at 716.601.7257.

## BNBA Home & Garden EXPO

We are planning to have our Home & Garden EXPO in conjunction with the Horizons Show. Specifics will be available soon. Anyone interested in being in the event should contact the BNBA at 716.601.7257.

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# Marrano celebrates 60 years of quality new home construction

When Pasquale Marrano and his brothers founded Marrano Corporation in 1956, it was the realization of the American Dream. Hard work and a commitment to excellence quickly established the company as the premier new home builder in Western New York.

Six decades later, Marrano continues to be a family-oriented business and its name proudly remains synonymous with high quality, innovation and unparalleled new home construction. Marrano's first major subdivision, Hillview Acres in Lancaster, was completed in 1959 with 175 homes. Today, thousands of Marrano single-family, patio, and town homes dot the landscape across Western New York, including Amherst, Clarence, Cheektowaga, Elma, Hamburg, Lancaster, Orchard Park, West Seneca and Williamsville.

"We value our heritage," said Patrick A. Marrano, Pasquale's son and president of Marrano/Marc Equity Corporation. "Over the course of time, we have developed and grown the business to reflect the high standards and strong work ethic of our founders. By maintaining a business filled with creative, dedicated new home professionals, who work tirelessly to provide our customers with everything they want and need in a new home, we're honoring the vision that first established this company."

Patrick took the helm as president in 1983, and set the organization on a course of growth and diversification. He is constantly coming up with innovative ideas: he brought the patio home concept to Western New York, refining and enhancing the maintenance-free lifestyle that continues to increase in popularity. Marrano's Safe and Sold program is unique among home builders in the region. When a Marrano buyer closes on their new home before selling their existing home, Marrano will pay up to \$1,000 per month for 10-months toward the monthly expenses of carrying the existing home, including mortgage payment and taxes.

Marrano also developed new concepts for the staging of model homes, opened a Design Center, offering a new and better way for customers to learn about and select the features they want for their Marrano home and he assembled a tremendously talented group of new home professionals. The Marrano team has more than 540 years combined experience in the new home industry.

Today Marrano ranks among the top 300 home builders in the country, one of Western New York's Top 20 Private Companies and benefits from prominent leadership. While always maintaining deep roots in his hometown, Marrano successfully expanded the company's presence into the luxury housing market in West Palm Beach Florida and Boston Massachusetts.

Patrick Marrano was honored in 2015 by Buffalo 612' as one of the best Western New York C-level Executives for his ability to navigate obstacles, provide vision to his company,

and lead the way to continued success. "It is a privilege to live and work in this city of Good Neighbors," he said. "I'm excited to see the revitalization of the City of Buffalo and surrounding areas and am proud to give back by supporting local organizations like Roswell Park Cancer Institute, Millard Fillmore suburban Hospital, the Buffalo Philharmonic Orchestra, as well as other," Marrano said.

Marrano's "Raising the Roof for Roswell" campaign is a good example of his philanthropic efforts. Proceeds from the sale of four new homes have been donated to Roswell Park's new Clinical Sciences Center, which will create valuable space for the chemotherapy Infusion clinic; Breast Center and Mammography Screening; education, survivorship and special population needs, and expansion of additional clinics and services.

To date, proceeds from the sale of the "Raising the Roof" homes, combined with funds raised by the Real Estate Industry Campaign, which was chaired by Pat and his wife Arlinda, have helped to raise nearly \$1 million for cancer research and patient care RPCI.

Marrano is a member of the Roswell Park Cancer Institute Foundation Board; First Niagara community Advisory Board; past president of the Niagara Frontier Builders' Association, Past National Association of Home Builders Director; past member of the Canisius College Board of Regents; past member of Sisters Hospital Foundation Board.

Patrick is co-sponsor of an annual fundraising event in Palm Beach, FL that has benefited Roswell Park Cancer Institute, Canisius College and the Buffalo Philharmonic Orchestra. He and his wife, Arlinda, are supporters of Adopt-A-Family, a charitable organization in Palm Beach dedicated to strengthening families with children in their efforts to achieve stability and self-sufficiency by providing access to all-encompassing services. Under his leadership, Marrano is also a participant in the "Thank A Vet" Program, coordinated through the office of Erie County Clerk Chris Jacobs. Qualified veterans who build a new Marrano home receive an appliance allowance. "Our commitment to Western New York is stronger than ever," Marrano continued. "It's been an amazing 60 years building neighborhoods for the residents of the area, and we look forward to continuing to do so for many years to come." Patrick and Arlinda have four children and five grandchildren. Every day, Patrick Marrano leads his team as they work to

create desirable neighborhoods and to deliver the highest standards of quality and craftsmanship in every home Marrano builds.

Created by: Kevin Keenan – Keenan Communications Group

# Membership Renewals

The BNBA would like to thank the following members for renewing their membership:

## Amherst Industrial Agency

Jim Allen  
716.688.9000

## Bruce Builders, Inc.

David J. Bruce  
716.662.6900

## Burke Development

Brian Burke  
716.675.3000

## David Homes

David Stapleton  
716.691.6900

## Forbes Capretto Homes

David Capretto  
716.688.5597

## Neth & Sons Inc.

Thomas Neth  
716.685.3539

## Welcome to our New Members:

## Home Performance Consultants

Todd Blackley  
716.433.6759

## American Curb & Concrete

Kathy Dollard  
585.547.9810

## Evans Bank

James Rykowski  
716.926.8743



## UPCOMING EVENTS

Save the Dates and plan to attend

**February 11**

**BNBA Ski Outing**

Holimont in Ellicottville

**June 8**

**BNBA Golf Outing**

Glen Oaks

**September 14**

**BNBA Wine Event**

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# 6 Tips to Save Money at Tax Time

Every builder has go-to tools for certain jobs. Getting your taxes done is no different. Here are six tips to help you through this tax season:

**(1) You may be able to deduct your home office. But there's a catch:** You can claim the deduction only if you have a room, or a distinct portion of a room, dedicated exclusively and regularly for your main place of business. Running your business from the workbench won't cut it. But if you can document your use of a qualifying space, you should be able to claim the deduction. Also keep in mind that the rules differ slightly depending on whether you are self-employed or an employee.

**(2) Look to see if you're eligible for the self-employed health insurance deduction.** This deduction allows the self-employed to reduce their adjusted gross income by the amount they pay in health insurance premiums during a given year. You can file for it if you were self-employed, paid health insurance premiums for yourself and your family, and showed a profit for the year. You can also deduct your health insurance premiums from your income for purposes of calculating self-employment tax.

If you are a small business owner who needs help figuring out the potential impact of the new health care law on your business, including premium costs and employee coverage requirements, the Internal Revenue Service provides some helpful tips.

**(3) Don't forget that mobile phone expenses can be deducted.** If you are self-employed and use your mobile device exclusively for business purposes, you can claim that usage as a tax deduction. For example, if you purchased a mobile device in 2015 for \$200, and you only used the phone for business purposes, you can deduct the \$200. Or if you used your personal cell phone 30% of the time for business purposes, you can deduct 30% of the cost of your bill.

**(4) If you started a new business in 2015, you may be able to take advantage of the start-up business expense deduction.** New business owners can deduct up to \$5,000 for start-up costs and \$5,000 for organizational costs paid or incurred after Oct. 22, 2004, which includes expenditures for things such as advertising and employee training.

**(5) You may qualify for the Energy Efficient Home Credit.** Eligible contractors can claim a credit for each qualified energy-efficient home sold or leased to another person during the tax year for use as a residence. The amount of the credit (\$2,000 or \$1,000) is based on the extent to which each new energy-efficient home meets the energy saving requirements set by the IRS.

Last but not least:

**(6) Don't forget that the filing deadline to submit 2015 tax returns is Monday, April 18,** rather than the traditional April 15 date this year. Keep in mind too that some state filing deadlines will remain on Friday, April 15. Fees for filing late can add up. Make sure to get your paperwork in on time!

# BNBA General Membership Meetings Save the date...

## March 10, 2016

5:00 p.m. @ Ferguson Enterprises

6326 Transit Road, Depew, NY 14043

- SUNY CEL speaking on --Is there a Better Way?
- Tom Dee from Erie Canal Harbor Development

## June 14, 2016

4:00 p.m. @ B & L Wholesale

1 Budmill Drive, Buffalo, NY 14206

- SUNY CEL speaking on - Keeping it Simple - Keeping it Real
- Secession Planning - David Brody & Josh Korman

## September 15, 2016

5:00 p.m. @ Daltile

2918 Walden Avenue, Buffalo, NY 14043

- SUNY CEL speaking on - Are Your People Your Only Competitive Advantage?

## December 13, 2016

5:00 p.m. @ MILOS Restaurant

5877 Main Street, Williamsville, NY 14221

- SUNY CEL speaking on - Is Simplicity thinking a Way of Life in Your Company?

Note: CEL is SUNY Buffalo Center for Entrepreneurial Leadership Program



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# BNBA Calendar of Meetings and Events

## FEBRUARY

9	Board of Directors Meeting	2:00 p.m.	Kitchen World
11	SKI OUTING	9:00 a.m.	Holimont
23	Public Relations Committe	8:30 a.m.	BNBA Office

## MARCH

	Meeting/Event	Time	Location
2	Associate Membership Committee	3:00 p.m.	BNBA Office
2	Executive Finance Committee	4:00 p.m.	BNBA Office
10	Board of Directors Meeting	4:00 p.m.	Ferguson Enterprises
10	General Membership w/speakers	5:00 p.m.	Ferguson Enterprises
23	Public Relations Committe	8:30 a.m.	BNBA Office

*Meeting dates and locations are subject to change but committee members will be advised of any changes made.  
BNBA Office: 5434 Genesee Street, Suite 4, Lancaster, NY 14086 716.601.7257*

## Amherst Developer has \$4 million dollar verdict against town board upheld

Amherst Developer has \$4 million dollar verdict against town board upheld

A Western New York real estate development company had its multi-million dollar verdict against the Town of Amherst upheld on appeal.

Acquest Wehrle, which is owned by William Huntress, entered a judgment against the town for \$3.9 million after recently defending an appeal from a June 2013 verdict, which was the result of a four-week trial in state court.

The case dates back to 2006, when then-Supervisor Satish Mohan's town board voted to terminate a previously-approved office park project planned by the developer at 2190 Wehrle Park. Huntress sued the town board, claiming it was in violation of his property rights and constitutional rights to due process.

Matthew Miller and Tony Rupp of Buffalo law firm Rupp Baase, Pfalzgraf Cunningham represented Acquest for both the trial and when the case reached the Appellate Division of State Supreme Court.

"Acquest and Mr. Huntress are pleased that the appellate court recognized and affirmed the jury's finding from nearly three years ago that determined

what we knew all along — that the Town of Amherst violated Acquest's constitutional rights when it voted, without notice to Acquest, to terminate Acquest's project on Wehrle Drive," Miller said.

Huntress had claimed he bought the land on Wehrle in 1998 without knowing of a 50-year moratorium on the parcel and that the town had received \$5 million in federal funds to maintain it as wetlands. A waiver of the moratorium was nearly reached, before attorneys for the defense say the town and its supervisor changed their mind.

Town officials had said after the initial trial it acted within its rights and was confident it would not have to pay anything to Huntress.

Last year, Huntress enjoyed another legal win when a seven-count federal criminal indictment against him was dismissed. Prosecutors had contended that in 2008 Huntress illegally cleared a wetlands development site on 10880 Transit Road in Amherst.

Michael Petro Editor/Reporter  
Buffalo Law Journal Buffalo Business First  
William Huntress, Acquest Wehrle

# SUMMARY BUILDING PERMITS

## New Residential Single-Family Construction

	December 2014 YTD	December 2015 YTD
Amherst	84	111
Buffalo	66	45
Cheektowaga	18	14
Clarence	108	100
Grand Island	34	45
Hamburg	97	89
Lancaster	148	139
Orchard Park	70	67
West Seneca	43	44
<b>TOTAL UNITS</b>	<b>668</b>	<b>654</b>

*\*estimated by Census Bureau*



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