

# Presidential Perspectives:

## Pride of Membership at the BRI!

By Carmelo Milio, President, Builders Institute (BI)/Building and Realty Institute (BRI)

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**P**ride of Membership. From its establishment over seven decades ago, The Building and Realty Institute (BRI) has come a long way.

I would just like to mention how honored I feel to be one in a long line of presidents in the history of the association. The year of 2016 was a great year for the BRI, as well as for me, personally. I'm thrilled to have been involved with a variety of ventures so far. And, above all, I'm ecstatic that I've been given one more opportunity to lead the association for 2017.

With that being said, I'd like to point out that there is a reason why our association keeps growing better and stronger. When I first joined the BRI, I was unsure of the potential value that it would have on my career and networking efforts.

I then attended several Membership Meetings and quickly understood that the value was not only in the organization's staff and lobbying efforts, but also the value was in the actual members that collectively have made the BRI what it is today - and has for over 70 years.

I met some members that were new, and many that have been around for more than 50 years. The group is solid, the members are professional and it afforded me a network of real players in the industry that I am able to use as a reference for tradesmen, professional services and advice.



Carmelo Milio

There is an increasing number of people who join us, align with our goals, and stay with us for the long haul.

It is important to remember that all members are able to profit - as I have - from the wealth of knowledge and experience that the BRI, its membership and its staff and

consultants - have to offer.

Time and again, the BRI's main motivation has been to support the members of our industry through Advocacy, Education, and Networking Opportunities. Our members not only benefit from one another, but they now have the opportunity to tap into our Incentive Program offered by BRI members, for BRI members, and our Health Insurance Program. That program can help members - and their businesses - save on the ever-increasing Health Care Costs.

It gives me great pleasure that our incentives and events are being well-received, as I can see that membership is increasing and the Pride of Membership at the BRI is at an all-time high!

**Editor's Note: Carmelo Milio is in his second term as President of The Builders Institute (BI)/Building and Realty Institute (BRI) of Westchester and The Mid-Hudson Region. He is also President and Director of Trion Real Estate Management.**