

As temperatures rise, the HVAC industry gears up for another busy season. Spring is the perfect time to connect, prepare, and stay ahead of industry changes.



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- And more!



SAVE THE DATE

April Round Table Meeting
Thursday, April 23, 2026
5:30 - 8:00 PM
The Halston

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From the President

Dear MACC Members,

Spring has finally arrived! The first flowers are beginning to push through the ground and the last of the winter snow is melting away—a welcome sign of a new season ahead.

Sean Libby

The TurboChyll Company

I would like to thank everyone who attended our first meeting of the year. It was a great way to kick things off, and we appreciate the strong turnout. A special thank you to Rebecca Biros, Robert Stone, Pat Williams, and Jordan Triantafilidis for providing valuable industry updates and insights that help keep our members informed and engaged.

One of the highlights of the evening was our “Passing the Torch” discussion. Marc Soffler and Scott Berger shared their experiences navigating two very different journeys in selling their companies and partnering for the next phase of growth. Their stories offered a candid look at the challenges, opportunities, and lessons learned along the way. It was an informative and thoughtful conversation, and we appreciate them taking the time to share their experiences with the group.

Our Education and Scholarship Committee is also getting off to a strong start this year. The committee has scheduled its first outreach event for March 30th at the Bellmore-Merrick Brookside School, where we will meet with approximately 50 high school trade students. The goal of the event is to introduce students to the HVAC industry and share why we believe it is such a rewarding trade—one that can provide long-term career stability and unlimited opportunities for growth.

We are always looking for more members to get involved with this committee. If you are interested in helping educate and inspire the next generation of professionals by sharing your experiences in our industry, we would love to have you join us.

Looking ahead, we are excited for our next meeting on April 23 from 5:30–8:30 PM at The Halston in Melville. As always, members are encouraged to bring an industry colleague or friend.

The evening will include industry updates, so please feel free to reach out if you have something you would like to share with the group. We will also be hosting an interactive roundtable discussion designed to get everyone in the room involved and exchanging ideas.

Roundtable Topics will include:

- Artificial Intelligence and Virtual Assistants
- Training and Workforce Development
- New Refrigerants and Regulatory Changes
- Voice over IP Systems

These conversations are a great opportunity to learn from one another and discuss the issues shaping our industry today. I look forward to seeing everyone in April and continuing the strong momentum for MACCCNY this year.

Sincerely,
Sean Libby
President MACCCNY



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Editor's Notes *By Anthony N. Carbone, Systematic Control Corp.*

Navigating Village Building Departments: When Compliance Turns Into Conflict

Recently I had an incident with an Incorporated Village in Great Neck. One of the nine Incorporated Villages and the Town of North Hempstead that all have their own Building Departments and their own rules. Each of which you need to renew your annual license to do work in the Incorporated Village and supply your credentials whether it be your Department of Consumer Affairs license or your Plumber's License and your Worker's Comp info as well as your General Liability Insurance certificate.

One particular homeowner came into my office. He owns a Tudor home that he purchased with his wife and he is a physician. He requested a quote to move a condenser on a corner property that was on the side of the house. The Building Department identified that it was in an unapproved location and needed to be moved to the rear of the house.

We examined the unit and discovered it was the home of a former client that moved away. We had worked on the unit in the past in this location. It has since been replaced from the original condenser. We did not install the original system.

Our sales team came to the conclusion that it was not feasible to move the unit due to the distance it would be required to move it and since it was not visible from the street and has been in this place for over 20 years...We suggested a variance be pursued. A second contractor agreed with our position and opinion and also refused to consider moving the outdoor condenser.

The homeowner now decided instead of moving the unit he would petition the Village for a variance in the Incorporated Village. He asked for a written report of our findings to bring to the hearing and hire an attorney who is very familiar with local building departments here in Great Neck. I too know this attorney and I have worked in his home and as well as his son's home. The attorney asked would I consider appearing as an expert to testify to confirm our written finding at the variance hearing. I agreed, since we were familiar with the system and have done 50 years of work in this Incorporated Village.

Upon appearing and being sworn in at the meeting, in which the homeowners and the attorney appeared as well as all adjoining neighbors to say they have no issue with the request for a variance. I was asked if I had ever worked on the unit in the past and is that why I am so familiar with the location and the system. I said yes that we had repaired the previous unit and was unaware that a certificate of occupancy for the location was never pursued by the previous owners. Therefore, it was put in illegally over 30 years ago.

The building inspector and deputy mayor seemed to act irate over the hearing for a variance and at the end of the testimony came over to me and stated I worked on an air conditioning unit without a permit and therefore, violated the Incorporated Village laws.

Now remember I am not a paid expert, I am appearing on behalf of my company as a goodwill gesture to help a potential future client maintain his condensing unit in its current place. This homeowner is currently not a client of mine, but I am a contractor that does work in a confined area. Therefore, I thought it would have been a good gesture for future business. This meeting took place at 6:30pm and lasted until 8:30pm.

Two weeks later, I received a notice of appearance to the Incorporated Village stating I had under oath said we had worked on the unit for a retrofit repair of a preexisting machine and therefore I was in violation of the Village ordinance.

Has anyone ever heard of such absurdity and ridiculousness in their careers. So, taking this to the next level would mean that my company would require a building permit prior to working on the unit. So on July 3, on a 90 degree day, "no cool" air conditioning call comes in and you dispatch a man and he found a bad condenser, or a burnt capacitor or another ancillary part, it is now required to get permission and a permit to repair this unit or be fined!

I am now scheduled to appear in front of the panel in court in an Incorporated Village as a licensed and insured contractor to address work that was done 20 years ago on a unit that was repaired that the Village evidently did not catch for initial filing violations for many years.

I am now being punished for appearing for a variance on behalf of a tax payer who purchased a home with an air conditioning system that was not filed for.

In my opinion this is preposterous and over stepping the boundaries and authority of an Incorporated Village. What happened to the statute of limitations?

What is your experience with building departments that have gone awry....???

I'll let you know how this goes.

Editor's Notes *By Jason Staiano*

Is 2026 the Year of the Strategic Repair?

As we progress through the first quarter of 2026, the New York HVAC industry finds itself at a historic crossroads. For decades, our industry's growth was measured by the volume of new equipment sales. But today, a "perfect storm" of economic and regulatory factors has shifted the goalposts. From the skyscrapers of Manhattan to the residential blocks of Queens, the conversation has moved away from "When can you replace it?" to "How can we keep it running?"

Could we be in an era of the Strategic Repair? Lets look at a few factors:

The Triple Pressure on New York Infrastructure

The shift toward a "Repair-First" economy isn't a choice; it's a response to three undeniable pressures:

- 1. The Cap Ex Gap:** With interest rates remaining stubborn and the cost of new equipment surging—driven by the final 2026 phase-out of R-410A—building owners are facing "replacement paralysis." The price of new has increased substantially.
- 2. The A2L Transition:** As of January 1, 2026, the federal mandate for low-GWP refrigerants like R-454B and R-32 is officially the law of the land. This transition has created short-term supply chain friction, making "fixing what we have" a necessity while the market stabilizes.
- 3. Local Law 97 Reality:** We are no longer talking about LL97 in the future tense. Penalties are hitting balance sheets now. Building owners are desperate for efficiency, but they need bridge solutions that improve performance without requiring a total mechanical room gut-renovation.

From Mechanics to Asset Stewards

In this climate, the role of the HVAC professional has evolved. We are no longer just mechanics; we are Asset Stewards. The industry's value proposition in 2026 is our ability to provide a "Total Cost of Ownership" analysis that balances the immediate cost of repair against the long-term energy penalties of an aging system.

A "Repair-First" strategy doesn't mean "patch and pray." It means creating and offering preventative maintenance programs to customers and having them see the real value of it and that it will actually save them money in the long run. By identifying a failing compressor or a leaking coil before it becomes a catastrophic failure, this can save our clients from emergency capital outlays and keep New York's carbon footprint in check.

The MACC Mandate

As members of MACC, we represent the standard of excellence in our area. Our responsibility should always be to build trust with our customers. When we recommend a high-level repair that extends a system's life by three to five years, we aren't losing a sale—we are gaining a partner.

In 2026, successful firms won't just be the ones that swap out the most equipment, but the ones that master the art of maintaining existing equipment and upgrading it using data, high-efficiency components, and superior technical skills to maintain the heartbeat of New York's built environment.

The future of New York HVAC isn't just about what's new; it's about making sure what's already here works better than ever.

Let us know what you think, post on our members section on our Facebook page and be sure to follow us on Instagram and LinkedIn.



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April Round Table Meeting



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The Halston

400 Broadhollow Rd., Melville

5:30PM - 8:00PM

DISCUSSION TOPICS

- Artificial Intelligence (AI)
- Training & Workforce Development
- New Refrigerants & Regulatory Changes
- Voice Over IP Systems

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Statement from Stuart S. Zisholtz, Esq.

LICENSING AGREEMENTS – A RECENT AMENDMENT

Construction in the New York metropolitan area is complicated and costly. Numerous obstacles exist which can cause roadblocks for owners and developers. Last month an amendment was passed pertaining to licensing agreements. For those who do not understand what a licensing agreement is, I will shed some light on it.

Essentially, a licensing agreement permits a developer to enter neighboring properties. The developer must provide certain disclosures, including drawings, surveys, engineering reports and insurance. The neighboring property owner has the right to receive payment for access by the developer.

The recent amendment permits a court to grant access to the developer for a wider range of access including temporary air space intrusions, certain permanent encroachments (wall ties, tiebacks, anchors, straps and underpinning) as required by code as well as permanent locations for chimneys, vents, flues, exhausts or roof top equipment.

Before the enactment, the courts almost unilaterally held that they had limited authority to grant temporary access and could not grant certain access, including permanent encroachments and underpinning. If a neighbor refused to allow underpinning under the old law, a developer was left with two choices: either pay an exorbitant underpinning fee or redesign the project to forgo underpinning. Now, the courts are empowered to grant broader access for the developer.

Additional changes to the law lightened the burden for the developer to establish the need for the requested access. The amendment set forth certain notice requirements and the specific documents needed to be produced when seeking access.

Further changes permit for the reimbursement of professional fees, including the review of documents for the installation, maintenance, inspection, repair, replacement or removal of structures and equipment from the adjoining property.

Essentially, the amendment favors developers who are seeking access to an adjoining property. It is essential that all parties involved retain counsel of their choice to understand the ramifications associated with the development.

Never let your lien time run out!

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TAKE THE NEXT STEP WITH MACCNY — JOIN A COMMITTEE & SHARE YOUR EXPERIENCE



Sean Libby
MACCNY President

As we head into 2026, MACCNY is inviting members to take a more active role by joining one of our committees. This is a great opportunity to share your expertise, collaborate with fellow members, and help shape the future of our Chamber. Your voice and involvement truly make a difference.

MACCNY's continued growth is driven by the knowledge, commitment and collaboration of our members. Looking ahead to 2026, I invite you to get involved in helping shape the future of our association.

Connect with a MACCNY Committee

Committees are essential to the programs and initiatives that support HVAC professionals our MACCNY member involvement. Joining is a great way to:

- ✓ Build Industry Relationships
- ✓ Share Knowledge & Leadership
- ✓ Impact MACCNY Programs, Events, Education, and Increase Membership
- ✓ Contribute Valuable Ideas Content for Our MACCNY News

Our Committees:

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Membership / Programming Committee
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Events Committee

Wherever your strengths are, your voice can make a meaningful impact. If you'd like to be more involved, simply email lara@associationdev.com to get connected.

Your Feedback Matters

We are inviting all our MACCNY Members to Share Their Testimonials. Your insight will help highlight the value MACCNY brings to you, your company and the HVAC industry as a whole.

If MACCNY has influenced your professional growth, expanded your network, or supported your business operations, we'd appreciate you sharing your experience and perspective with both our current & prospective members.

At each membership meeting we will be giving you the opportunity to share your testimonial. Or you can email it directly to lara@associationdev.com.

Thank you for your continued support and involvement. Your participation helps MACCNY thrive and advance the standard of excellence for HVAC professionals across our region.

SAVE THE DATE!

NIGHT AT THE METS

Friday, June 12, 2026

7PM at Citi Field



SAVE THE DATE!

47TH ANNUAL GOLF OUTING

Monday, August 10, 2026

9AM at The Village Club

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CALENDAR

2026

**JAN
15**

**Board Orientation
Blackstone's
4 – 8 PM**

**FEB
12**

**Membership MTG
The Halston
5:30– 8 PM**

**APR
23**

**Membership MTG
The Halston
5:30– 8 PM**

MAY

**Cocktail Social
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TBD**

**JUN
12**

**Mets Outing
Citi Field
7 PM**

**AUG
10**

**Golf Outing
Village Club
9 AM**

**SEP
17**

**Membership MTG
The Halston
5:30– 8 PM**

**NOV
5**

**Membership MTG
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5:30– 8 PM**

**DEC
3**

**Holiday Party
Location TBD
6:30– 10:30 PM**

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- Pipe Cleanings

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- Domestic House Tanks

Legacy Spotlight: Bob Keingstein - A Father's Influence, A Son's Tribute, and 25 Years of Boss Facility Services

This year marks the 25th anniversary of Boss Facility Services - a milestone that invites both celebration and reflection. For CEO Keith Keingstein, the anniversary is more than a business achievement. It is a deeply personal reminder of the man whose work ethic, leadership, and values shaped not only a company, but a family and an industry community: his father, Bob Keingstein.

Bob, a past president of MACC and a prominent figure during the organization's earlier era as ACCA, passed away in 2020. Yet his influence continues to ripple onward through the company he helped build, the association he served, and the son who ultimately found himself not only following in his father's footsteps, but, ironically, one day employing him.



Bob Keingstein's career stretched across decades of change in the HVAC industry. Beginning in the early 1970s, he built and operated multiple local HVAC companies, most of them union based. Those who knew him remember a man with his "feet on the street" - completely immersed in the day-to-day realities of the business. Over time, he became a familiar name within the New York trade community. His involvement with the local ACCA chapter - later MACC - grew steadily, eventually leading to chapter leadership in the mid-1980s. According to Keith, he served not just one term but two, something unusual at the time. His influence did not stop locally. By the late 1990s, Bob was deeply involved at the national level as well, serving as president of ACCA around 1999-2000. For a contractor who began by running neighborhood operations, it was a remarkable trajectory. But titles were never the point. "He absolutely loved the association," Keith recalls. "Not just for himself, but because he believed in making the industry better."

Throughout his leadership, Bob worked on initiatives such as refrigerant licensing during a period of major regulatory change. He participated in speaking engagements, legislative discussions, and knowledge-sharing efforts intended to strengthen both contractors and the broader workforce. Those efforts reflected a leadership style rooted in service rather than status. "He was always willing to help," Keith says. "If you called him in the middle of the night - business or personal - he'd be there."

For Keith, the lessons his father taught began long before Boss Facility Services existed. Growing up, he watched his father leave early, stay late, and invest enormous amounts of time and energy into his companies. The message was clear: success came from effort, persistence, and accountability - not shortcuts. Bob also insisted that work begin early. Keith's first job was when he was just thirteen years old, moving pallets in a warehouse. His summers were spent in sheet metal shops and job sites, absorbing the culture of the trade long before he understood its full scope. After high school, Keith enrolled at Dowling College to study business. But he quickly became disheartened. "I was learning theory from professors who hadn't worked in the industry," he recalls. "It didn't teach you about the grind of entrepreneurship." A year and a half in, he was ready to quit. However, his father presented a clear choice: if college wasn't the path, then work would be.

Bob steered him toward a union apprenticeship with Local 638 steamfitters, part of the first graduating class of a new training program in the mid-1990s. It proved transformative. Keith moved from entry-level labor to skilled journeyman technician, learning both technical expertise and problem-solving under real conditions.



By the late 1990s, Keith transitioned into sales within his father's company and later accepted an opportunity with a technology firm. The move, fully supported by Bob, exposed him to emerging software systems and new ways of thinking about service delivery. Then came the dot-com collapse. When the technology company lost funding, Keith faced a crossroads. Instead of returning to a traditional role, he approached his sister - then working in home automation - with an idea: build something new.

On January 1, 2001, the two launched Boss Facility Services with a radically different model. Rather than dispatching their own technicians, the company would broker mechanical, electrical, and plumbing services nationwide, building a vetted network of providers. Today the concept seems obvious. In 2001, it was anything but.

Google was not yet a reliable business directory. Amazon was barely a presence. Locating licensed providers across states required relationships, phone calls, and painstaking research. And then came September 11.

Within months of launching, the young company faced uncertainty - and opportunity. In the wake of 9/11, large organizations began dividing massive service contracts into smaller ones to reduce risk. Demand for coordinated multi-location support grew quickly. Keith and his sister realized they needed more experience - and more connections. They turned to the person who had both.

Bob Keingstein joined the company later in 2001. For Keith, it was a moment of quiet reversal. After years of working under his father, he now found himself building a business that would employ him. "It was a huge addition," Keith says. "We were a very small team. He brought experience, credibility, and an incredible network." Having just completed his national leadership role with ACCA, Bob had contacts across the country. Those relationships helped build the company's provider database at a time when digital tools were limited. More importantly, he brought perspective. While the new firm operated very differently from his traditional companies, Bob embraced the model. His willingness to support innovation - even when it diverged from his own career path - demonstrated a flexibility that defined his leadership. Kevin, Bob's son and Keith's brother, joined the company in 2001. Kevin has played an integral role in shaping the company and continues to be a tremendous asset to the organization. With his addition, the emerging family business grew even stronger. To this day, Boss Facility Services remains a true family effort and team endeavor.

Boss Facility Services did not grow in easy times. Since its founding, the company has navigated 9/11, financial crises, housing collapses, COVID-19, and rapid technological change. Through it all, it has maintained steady year-over-year growth - expanding from a two-person startup into an organization approaching one hundred employees and tens of millions in revenue. Keith credits several factors: diversification across industries, an asset-light model, and a disciplined refusal to take work outside the company's expertise. But behind those strategies lies something less quantifiable - culture. Bob's influence reinforced a commitment to reliability, relationships, and accountability. Clients learned they could call at any hour and receive real help, not excuses. "That's something I carry forward," Keith says. "People know they can reach me anytime if they truly need something."

Technologically, the HVAC and facilities industries have transformed dramatically since Bob (and Keith's) early years. Equipment has shifted from electromechanical systems to computerized machines capable of self-diagnosis.

Legacy Spotlight: Bob Keingstein (Continued from page 21)

Technicians now require digital literacy alongside mechanical skill. At the same time, declining trade enrollment has made experienced labor more valuable than ever. Keith often notes the irony: jobs once dismissed as “blue collar” now offer high salaries, stability, and resilience against AI automation, at least for the foreseeable future. “If you’re good with your hands and critical thinking, this is an incredible field,” he says. Bob spent his career demonstrating exactly that. He understood that trades are not fallback options but essential professions requiring expertise, discipline, and judgment.

If Bob were alive to see the company’s 25th anniversary, Keith believes he would be deeply impressed - not just by revenue or headcount, but by the journey itself. The business began with an idea, a modest budget, and two determined siblings. It now serves clients nationwide across multiple industries, offering coordinated services that were difficult to imagine in 2001. “Taking something from nothing to this level - he’d be proud,” Keith says. Yet the anniversary is bitter-sweet. “The hardest part is that he’s not here to see it.”



Bob’s influence extends beyond the company and the association. It lives on in the next generation. Keith’s own children are already showing signs of the entrepreneurial curiosity that defined both father and grandfather. His son, Cooper, launched a neighborhood cleaning service at the age of 15, channeling the problem-solving mindset passed down through the family. Whether or not his kids enter the HVAC field remains to be seen, but the underlying values they possess remain the same - initiative, hustle, and a willingness to work.

For Bob Keingstein, the trades were not simply a livelihood. They were a platform for building community, mentoring others, and contributing to something larger than himself. For Keith, the journey has come full circle. He began working as a teenager working in his father’s shops. He became a technician, then an entrepreneur. He hired the man who once guided him. And now, as CEO of a 25-year-old company, he carries forward a legacy rooted in service and integrity. Boss Facility Services’ anniversary is therefore not just a celebration of corporate longevity. It is a tribute to the enduring impact of one individual whose leadership continues to shape the present.



Most family business stories follow a familiar script: a parent builds, a child inherits. This one is different. Here, the son built something new and invited the father in. Instead of succession, it became collaboration. Instead of a handoff, a partnership. In that reversal lies the heart of the story. Bob Keingstein did not need to be the one in charge to make a difference. His greatest contribution may have been empowering the next generation to lead in its own way. Twenty-five years later, that lesson still defines the company he helped shape. And in that sense, his work is far from finished.



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