

Local home builder Michael “Mick” Galatio is the 2008 president of the Southern Nevada Home Builders Association, the oldest and largest trade association serving the residential construction industry in Nevada.

A native of the rural community of Hornell in western New York (population minus-10,000), Galatio served in the U.S. Marine Corp at Camp Pendleton, Calif., in the early 1970s. Then, he returned to western New York and earned an associate degree in building construction from Alfred State University.

He headed west in search of new opportunities in 1975; the trip ended in Las Vegas where he found good jobs in construction, ranging from framing and finish work, to pouring concrete, hanging drywall and supervising job sites.

By the late 1980s, he was working for respected builder Bill Schroder of Nevada General Development as a superintendent and project manager, reviewing plans and bids, and overseeing all phases of construction at new-home subdivisions, such as Stones Throw, Horseshoe Bend, Willow Bend and Vista Del Sol in the northwest area.

In 1995, Galatio and partners, John Heard and Mark Casey, founded Desert Wind Homes, a home building company that specializes in single-family homes for first-time buyers, first-time move-up buyers, and now, move-down buyers. The company builds and sells, on average, about 100 to 125 new homes a year. Galatio, who is now sole owner, has succeeded by filling a niche for flexible, customized production housing that includes options such as ramps for the disabled and doggie doors for the family pets. He’s a strong believer in building relationships by working closely with local marketing experts, Realtors, land brokers, trade contractors and bankers.

He joined the Southern Nevada Home Builders Association in 1995 to get more involved in home building industry issues, especially those related to governmental jurisdictions. He served on the association’s Community Planning & Development Committee; was elected to the board of the directors, and then, named to the Executive Committee.

He received the 2005 Builder Member of the Year Award from then-President Rich Priesing for outstanding service to the association and industry, and also accepted the position of 2<sup>nd</sup> vice president, which put him in line for the presidency in 2008.

In announcing his selection for the award, Priesing had this to say about Galatio: “This member is a true gentleman in the home building industry. He’s one of the nicest guys you’ll ever meet. This man steps up, front and center, whenever the association needs a home builder to show up and testify at some hearing about conditions in the local home building industry.

“We know we can call on him whenever we need to send a home builder to the front lines – he’s knowledgeable and articulate. He knows how to make a case on behalf of the industry.

“This year, he served us well by testifying at government hearings on the affordable housing issue; he’s a valuable government affairs liaison, and, he volunteered to serve as the industry’s representative on the Clark County Airport Noise Abatement Advisory Board.”

Galatio’s reputation in the industry has earned him feature stories in the April 2003 issue of Professional Builder magazine, and the summer 2001 issue of Emerging Business magazine.