

January 2020

OnSite

METROPOLITAN BUILDERS & CONTRACTORS ASSOCIATION OF NJ MAGAZINE



2020 AWARDS OF EXCELLENCE CALL FOR ENTRIES

SEE CENTER INSERT

INSTALLATION OF 2020 OFFICERS & BOARD OF DIRECTORS

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AWARD WINNERS

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INSTALLATION OF THE 2020 METRO OFFICERS AND BOARD OF DIRECTORS

2020 METROPOLITAN BUILDERS & CONTRACTORS ASSOCIATION OFFICERS

President - Ronnie Glomb

1st Vice President - Dominick Paragano

Vice President/Treasurer - Frank Coppola

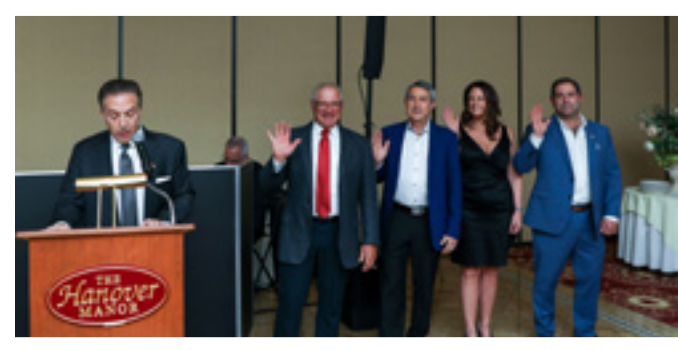
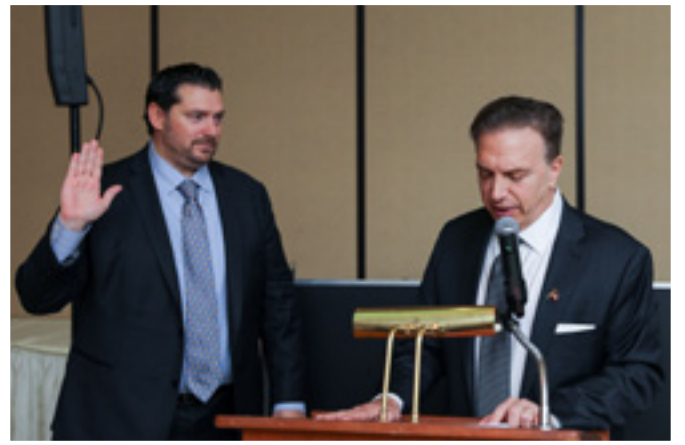
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1st Associate Vice President - Andrea LoMonaco

2nd Associate Vice President - Ralph Tarnofsky

Immediate Past President - Alan Archuleta

Executive Officer - Bob Bracken



2020 BOARD OF DIRECTORS

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Belgiovine, Eric Metzler, Dave Bernardino,
Tammy Murray, Tony Cretella**

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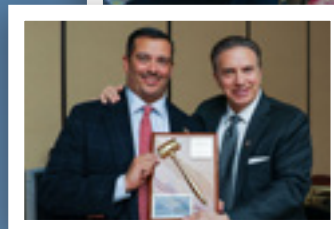
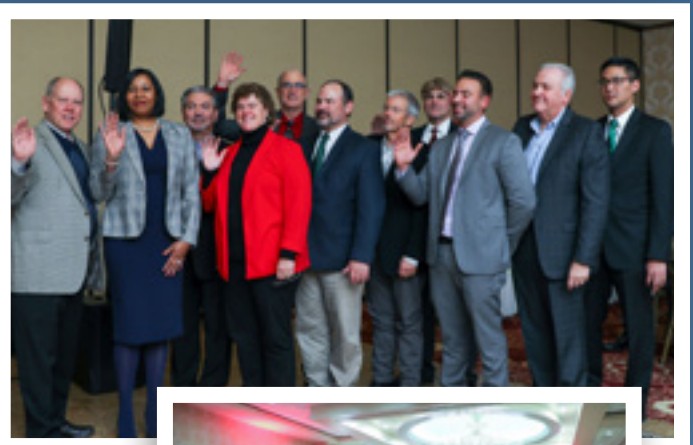
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Metropolitan Builders & Contractors Association of NJ

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Mission Statement: Metro is a professional organization that shall serve to protect and advance the rights and interests of builders, remodelers and associates in all matters affecting the building and remodeling industries. Metro shall support the business interests of all its member firms, support safe and affordable shelter, and foster the American dream of home ownership.

Vision Statement: Metro is the leading trade association for the construction industry. Metro inspires active membership through professional development and advocacy. We embrace free markets to promote cost effective housing in NJ.

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President's Message

January 2020

Happy Birthday, Metro! 2020 marks 75 years since, Builders, Remodelers and Associates discovered the importance of working together to create our great Association.

I am honored to serve as president of your 2020 Metropolitan Builders and Contractors Association.

Let me thank the nominating committee for putting together an incredible slate of officers for this year. It's not an easy task, but the committee created a team that features some fresh new faces and the return of some loyal leaders who will help us chart our course and put us on a track to new accomplishments.

As chair of our Sales and Marketing Council, it gave me the opportunity to collaborate and consult with many members. Through the council, we helped many builder and associate members grow their companies and leverage their Metro membership. I learned something important from that experience:

- Membership is our Foundation.
- Education is our Energy.
- Advocacy is our Power.

The most valuable service we can offer our members is to actively engage them. Different members want different things out of Metro. Engaging members is my top priority as president. It is front and center because that's how each member benefits and grows their business and our industry.

To accomplish that, we need members. Everything Metro does on behalf of its members and the industry depends on successful recruitment, retention and overall growth of our membership. As we grow, we become better advocates, educators, business generators, marketers, and so forth. With each new active member, we add experience, expertise and enthusiasm.

Put simply: Membership is our foundation for everything else.

Education also is the key to an issue that threatens the very future of our industry. Where will you find qualified, trained employees? Who will carry on the work you're doing? These are critical questions.

Currently, the average age of an individual in the construction industry is 58. This does not bode well for our future. We must take an active role in getting more young people excited about the building industry and the opportunities it presents.

(continued on page 4)



Metropolitan Builders & Contractors
Association of New Jersey

Ronnie Glomb
2020 Metro President



Bob's EO Perspective



Yes, New Year, New Decade, and New Metro Team. The team here at Metro is off and running creating new programs that will give our membership the ability to have greater and faster opportunity to grow their business & better networking within the trade associations.

First up, we are updating our website over the next couple of months. We believe we have just completed the updating of the Metro members information for the Annual Directory for 2020. We are starting to develop and hopefully will have ready our Mobile APP, so that members can use their mobile phones to connect with Metro and their fellow members, on a daily basis.

Watch for emails to set up your company's MemberZone page. This page will give you the opportunity to write a bio about you and your firm, so that everyone can fully understand and use you, when your services are needed.

Again, as I previously said membership participation is the best way for your firm to garner business in the future. Joining committees, coming out to meetings, giving your ideas for us to grow are all important facets, to have a successful presence here at Metro. Any questions or comments, don't hesitate to reach out to me at, anytime, seven days a week.

Thanks to Ronnie Glomb, our President, Metro is moving into the 21st century technology world. This is important as everyone is becoming more technology adapted. Members will know what is happening both locally and nationally in our industry.

*Leadership & learning are
indispensable to each other.*

— John F. Kennedy

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President's Message (continued from page 3)

I ask all members, builders and associates, to "Aspire to Inspire". Most of us have children, nieces, nephews or grandchildren who we can talk to and get them excited about the possibility of joining us in a career that provides Americans with their homes and workplaces. We must do our part to end the negative reputation of Technical Schools and educate parents about the success of students who attend them.

As an association, we must find ways to inspire the Vo-Tech students. That includes inviting them to get involved with Metro and see us as part of their future. One way to do that is with the continuance of our grant program, which we started this year.

I want to welcome back Bob Bracken, a past president, who has agreed to step in as our Executive Officer. For those who have not had the opportunity to meet or work with Bob, he is an extraordinary man who has been active with some of our more challenging issues such as the

Highlands. His knowledge and network of people will be invaluable to us. The EO Position is the heart of the association not only keeping our organization running smoothly on a daily basis but giving us the consistency from year to year.

Of course, I look forward to working with all of the members of our new Executive Committee, Board of Directors and the committee chairs. And, by the way, I invite each of you to become more involved in our committees and the governance of our organization. Your ideas and your energy are what moves us forward.

Again, I appreciate the opportunity to lead this great Association in 2020. I look forward to helping Metro be of great service to its members and our industry. I can't say it often enough: Please participate in our events, consider leadership positions and help our fellow members!

We are Metro!!

God bless you, God bless Metro and God bless America!

Welcome New Members!

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BUILDERS

Scott Berman

Garcon Properties LLC
PO Box 141297, Staten Island, NJ 10314-1297
(908) 228-2123 • scott@gemestates.com

Sponsor: Tom Colicchio

Bio: Owns, renovates, purchases land; builds new single family

Dino Calabrese

Clark Home Builders
87 Amelia Dr., Clark, NJ 07066
(732) 815-9031 • lcnick1@verizon.net

Sponsor: Felix Lettini

Bio: Home builder

Matt Kozlowski

MJK Services
95 W. Main St. Suite 5-317, Chester, NJ 07930
(201) 874-7049 • Matt@mjkservices.org

Sponsor: Bill Asdal

Bio: Landscape contractor, masonry, drainage, grading, hardscaping, garden installation

Hasnain Nasar

MS Warraich Associates LLC
700 Kinderkamack Road - Suite 311, Oradell, NJ 07649
(201) 485-8887 • hasnain@waconstructions.com

Sponsor: Ronnie Glomb

Bio: Additions, remodeling, and new construction

Damian Rispoli

Service Plus
178 US Route 206 North, Flanders, NJ 07836
(973) 691-6300 • damienr@serviceplususa.com

Sponsor: Ronnie Glomb

Bio: Commercial food service repair company expanded to sales & complete kitchen/dining room reno

ASSOCIATES

Giovanni Cortese

True and Associates
325 North Avenue East, Westfield, NJ 07090
(908) 379-2373 • gcortese@trueassoc.com

Sponsor: Roger Hendrickson

Bio: Property & casualty insurance; specialize in contractor insurance, general liability, property, workers compensation and builders risk products

Rene Pabon

Childs Dreyfus Group
70 W Hubbard St - Suite 300, Chicago, IL 60654
(312) 222-0098 • rpabon@childsreyfus.com

Sponsor: Dominick Paragano

Bio: Interior design and decorating firm

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Ralph Tarnofsky	1
Roger Hendrickson	6
Ronnie Glomb	3
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Metropolitan Builders & Contractors Association of NJ INDUSTRY AWARD RECIPIENTS



BUILDER OF THE YEAR AWARD

Alan Archuleta

Archuleta Builders, LLC GMB,CGB,CGR,CGA,CGP,CAPS

Alan Archuleta is passionate about education and improving his knowledge of the industry. Alan is extremely active in the building industry and donates much of his time towards improving himself, his community and the building industry and holds positions at Metro, NAHB-R, Morris Habitat for Humanity and NKBA.



ASSOCIATE OF THE YEAR AWARD

Ralph Tarnofsky – Professional Audio Consultants

Ralph founded P.A.C. in 1974 based on the satisfaction he derived from helping friends and relatives select fine quality music systems. Ralph's unique personal approach and the desire to provide the best sound solution within his client's budget helped establish the reputation of P.A.C. for uncompromised quality and exceptional customer service. Ralph moved his growing business to its current location in downtown Millburn in 1981 where it remains one of the premier custom residential, A/V design and installation firms in the New York Metro area.



DISTINGUISHED SERVICE AWARD

John Cioletti – Reno's Appliance

John Cioletti is the owner and President/CEO of Reno's Appliance. In addition, currently serving as President of The Builder Association of Northern NJ (BANNJ) and is a Trustee on the Foundation Board of Directors of St. Joseph' Health in Paterson, NJ.



FOUNDERS AWARD

Hank Epstein – Smolin

Hannan M. Epstein (Hank) is a member of the firm Smolin, Lupin & Co Inc. He is a licensed Certified Public Accountant in New Jersey. Hank is a member and Life Director of Metropolitan Builders & Contractors Association. He is a past Associate Vice President and previously received the Associate of the Year Award. In his capacity as a CPA, Hank was engaged by the Association as their outside accountant.



KATHY HUGHES AWARD

Dave Bernardino – Ammunition

David is the Chief Client Officer and Head of Research & Planning at Ammunition, an Atlanta-based full-service marketing agency. Prior to joining Ammunition, David led Samsung's Home Appliance B2B marketing team. Before that, he spent over 16 years in the consumer-packaged goods world, building brands at organizations like Gillette, Procter & Gamble, Merck, and Pinnacle Foods.



KATHY HUGHES AWARD

Jeff Horn – NJ Advance Media

Jeff, Director at NJ Advance Media was raised at Exit 7, attended undergraduate school at Exit 9 and graduate school at Exit 145. Today, Jeff resides with his wife at Exit 98. This jersey guy, past president of NJ Ad Club is a passionate marketer whose mission is to deliver KPI's.



MEMBERSHIP AWARD

Lee Caprarola – M&T Bank

Lee Caprarola has been helping people achieve the American Dream since 1992. In that time, he has helped over 3,000 individuals and families buy, build, and refinance their homes and investment properties. Lee used to have no gray hair (see photo), but now he looks much more experienced and wiser. He and his wife of 32 years, Margaret, raised two sons in Hillsborough. The two sons have flown the nest, leaving only Marty the dachshund to keep Lee and Margaret under control. Lee enjoys spending time on Long Beach Island. It will be ten years until he reaches full retirement age, so you will be able to use him as a valuable resource for a good long time to come!



MOST ACTIVE NEW MEMBER AWARD

Laura Credico – Interiors by Laura Staging and Design

Laura, one of the area's leading design professionals, provides complete staging and decorating services to prominent homeowners throughout Morris, Essex, Passaic and Bergen county. Laura, who has more than 20 years of industry experience, designs the interiors of new homes, remodels existing ones and stages homes for resale in communities such as Morristown, Basking Ridge, Bernardsville, Mendham, Bedminster, Chatham and Madison. She also does light commercial design, working on the offices of doctors, attorneys and other professionals.



OUTSTANDING INDUSTRY CONTRIBUTION AWARD

Tammy Murray – Andersen Windows & Doors

Tammy has been employed by Andersen Corporation, the leading manufacturer of windows and doors in North America for 6 years. In Tammy's current role, she is a Territory Sales Representative in New Jersey. Tammy is responsible for managing multiple dealer partner accounts which includes driving the sales process by leveraging corporate business plans & sales initiatives. The overall goal is to drive account retention, growth, and create a great experience for dealers and trade customers purchasing Andersen products. Prior to Andersen, Tammy was employed by an award-winning rep agency on the decorative side of the building products industry for 7 years. Tammy sold decorative plumbing, door hardware, and other products to independent dealers and Ferguson NJ locations. Tammy is excited to begin her 2nd year on the Board of Directors for Metro Building Association and is grateful for the opportunity to share her knowledge in support of our industry and local association. Thank you!



LIFETIME SERVICE AWARD

Roger Hendrickson – SESI Consulting Engineers

At SESI, Roger's focus is on site development, committed to designing sites efficiently to meet the client's needs and budget, earning the respect of contractors and developers. He is well-known for his desire to build long-lasting relationships, which has earned him the title of Mayor among his friends and colleagues.

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Awards of Excellence (AOE) Corner



By **Andrea LoMonaco**, Wells Fargo
Home Mortgage, 2020 AOE Chair

The 2020 Awards of Excellence categories and entry forms are out, and we're excited about all the early bird entries we've received! If you missed the early bird deadline, there's still time to enter. The final deadline for entries is February 28th.

The full list of categories and descriptions can be found in the November/December 2019 issue of OnSite Magazine. Please contact the Metro office if you'd like an emailed copy.

The award categories are developed with you, the Metro member, in mind. We want all builder and associate members to have a place where hard work can be recognized and celebrated. This could be your year to add a plaque to the wall, so take a look through the categories to find the best place for you! There are also sponsorships opportunities still available.

This year will be an exciting show. We're making adjustments to the program, adding a touch more fun and plenty of opportunities for sharable social media content. It'll take place Thursday, June 18th, at 6pm at the Hanover Manor. Mark your calendars -- You won't want to miss it!



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Copy Deadline

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Networking Series Insider Perspective



Part 5

Networking is the development of connections and relationships to help advance careers, learn marketplace insights, and win projects.

This series focuses on parts of networking that create a superior networker: Recognizing the importance, Determining where to meet and meetup, Preparing for networking events, How to make the best impression, 5. What to do at networking events, **6. Steps to take after an event**

The Work Continues

The event is over and now you have several new contacts. Take a few minutes to write the event name and date, and any details about the conversation you want to remember. This will make it easier to remember your interaction for future reference.

Networking relationships need to be fostered with attention and you should follow up after each meeting with additional information about what was discussed. Then, you should ask for another meeting! Set a deadline and goals for your new connection. If you know them from an organization, make it a goal to see them before the organization's next event. After a few meetings with this contact you should be introducing that contact with a prospective client for them or at least other contacts in area of interest.

For people who do not get back to you, continue to pursue them. Try to reach out once a month, or at minimum once a year to make sure your name stays in front of them. For those contacts, send them articles that may be of interest or that reminded you of them. In the email mention why it reminded you of them or ask them if they've had any similar experience. You can also give them a brief update on major projects you are working on and let them know you would like to catch up. Give them a few meeting options to make it easier to respond.

Without this follow up it will be difficult to cultivate the relationship. Set aside at least an hour each week to send check-in emails or make some calls. Committing this time will make it easy to keep a process in place for your follow ups. In a few months-time you'll see your hard work payoff, people remembering your name, and making additional connections for you.

Now that I've armored you with plenty of advice, join us at Metro's next membership meeting to let us know how we are helping your bottom line. #MayorRoger

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Three Navy Sisters Deploy in U.S. 5th Fleet

This holiday season Bill Asdal, Metro Past President, and his family celebrated Christmas in the states without three of five siblings.

The three Asdal sisters who missed Christmas dinner at home in New Jersey are deployed to the U.S. 5th Fleet area of operations, the region connecting the Mediterranean and Pacific through the western Indian Ocean.

Lt. Cmdr. Ashley Asdal O'Keefe, the USS Lassen (DDG 82) combat systems officer, Lt. Lindsey Asdal Beates, the future operations officer for Combined Task Force 57, and Lt. j.g. Charlotte Asdal, the USS Farragut (DDG 99) gunnery officer, are all celebrating the



holidays thousands of miles from home, but quite close to each other. By pure happenstance, the three sisters, who serve at three different Navy commands stateside and abroad, spent the holidays supporting the nation while deployed in the U.S. 5th Fleet and the U.S. Naval Forces Central Command area of responsibility. While O'Keefe was underway, embarked on USS Harry S. Truman (CVN 75) for Christmas, her two other sisters in U.S. 5th Fleet celebrated Christmas day together on liberty in Dubai, United Arab Emirates.

"Deploying with family is a total game changer," said Lt. Cmdr. O'Keefe. "It is wonderful to have a strong sister support system and very convenient that we are all in the same time zone."

In the Asdal family, four of the five sisters serve in the United States Navy. The fourth naval officer, Lt. Kirsten Asdal, is stationed at the Pentagon. The fifth Asdal sibling, Annie Asdal, is the vice president of a real estate firm in Atlanta.

Lt. Cmdr. O'Keefe said the Asdal family's strength and inspiration originates with their parents. Mrs. Asdal was

recently re-elected as the mayor of Chester, New Jersey, where the Asdal family has lived for many years. Mr. Asdal is a builder and educator there.

The Asdal parents are celebrated in Annapolis, Maryland for their dedication to the New Jersey Parents' "Miracle on Asphalt" meals provided to U.S. Naval Academy midshipmen after football games. Since Lt. Cmdr. O'Keefe started attending the Naval Academy as a freshman in 2005, Mr. Asdal has attended every football game and provided thousands of midshipmen with a home-cooked meal. He has attended over 100 straight home Navy football games. Four of the five Asdal daughters attended the Naval Academy, graduating in 2009, 2010, 2014, and 2017.

Lt. Cmdr. O'Keefe said the youngest Asdal sister, Lt. j.g. Charlotte Asdal, just earned her surface warfare qualification and was awarded her SWO pin on USS Farragut (DDG 99). "The family chatted about how proud we are of Charlotte," said O'Keefe.

O'Keefe is the only female of six department heads serving onboard Lassen this deployment. In the naval service, women are less than 20 percent of the force, which makes the story of four active duty Asdal sisters even more inspiring. "I work to be a strong and successful female role model for the junior officers and Sailors on board Lassen. I want to inspire others to lead and break the mold," said O'Keefe.

Lt. Cmdr. O'Keefe and Lt. j.g. Asdal are both serving on ships in the Harry S. Truman Carrier Strike Group. HSTCSG is deployed to the U.S. 5th Fleet area of operations in support of naval operations to ensure maritime stability and security in the Central Region, connecting the Mediterranean and Pacific through the western Indian Ocean and three strategic choke points.

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Certified Graduate Builder (CGB): An overview of key areas in today's home building industry, the CGB curriculum covers building technology, business finance, project management, sales and marketing, and safety.



Certified Graduate Remodeler (CGR): An exclusive professional designation that emphasizes business management skills as the key to a professional remodeling operation, the CGR designation trains remodelers in project management, estimating and scheduling, marketing and advertising, and contracts, liability and risk management.



Certified Graduate Associate (CGA): Developed specifically for NAHB associate members (including suppliers of materials and services), the CGA program offers participants an opportunity to enhance their knowledge of home building industry fundamentals.

Other Designations: Graduate Master Builder or Remodeler, Certified and Master Green Professional, Certified Aging-in-Place Specialist.

For more information, contact Barbara at the Metro Office or visit www.nahb.org/designations.

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