

July/August 2019

# OnSite

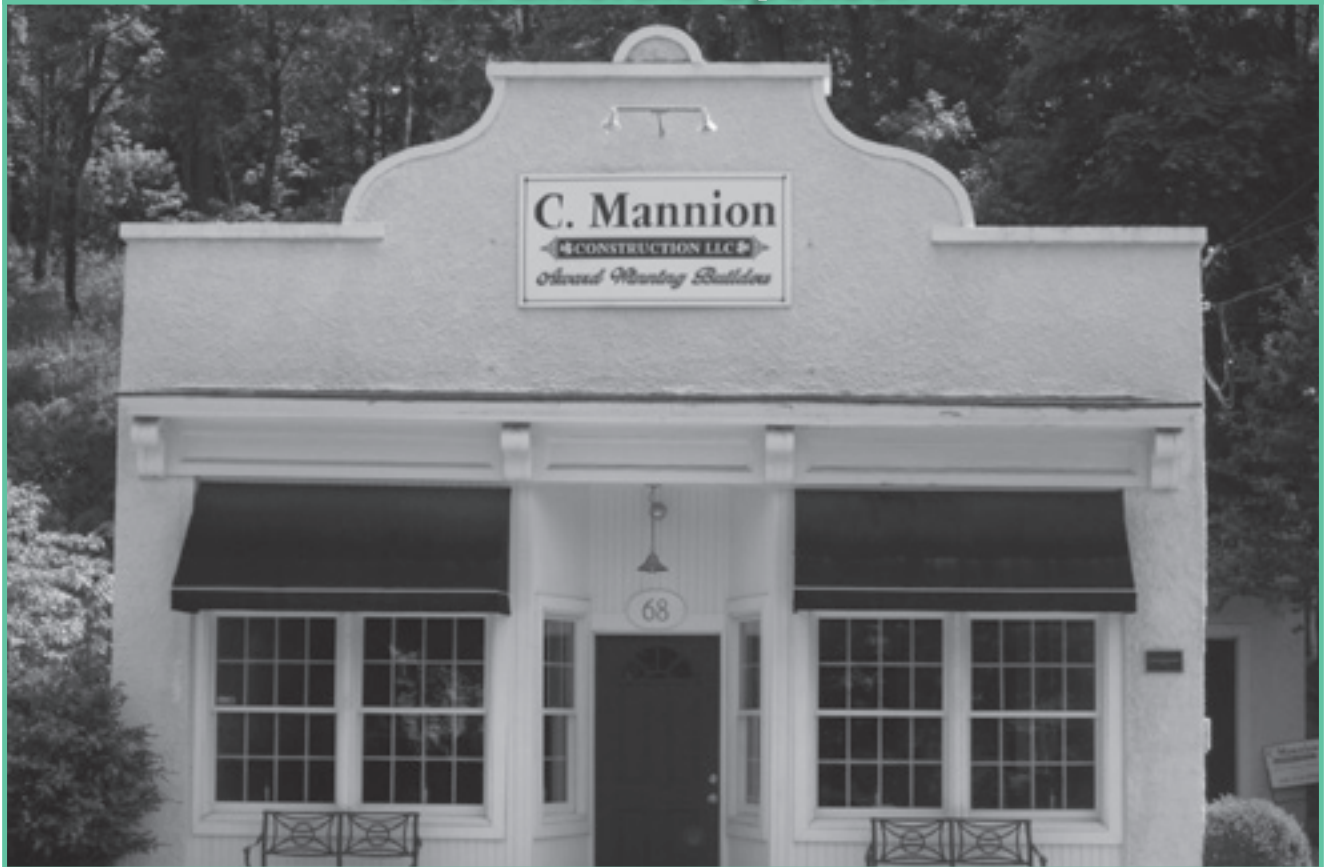
METROPOLITAN BUILDERS & CONTRACTORS ASSOCIATION OF NJ MAGAZINE



**2019 AWARDS OF EXCELLENCE**  
*AND THE WINNERS ARE...*  
*SEE PAGES 14-15 FOR RESULTS*

**METRO BYLAW CHANGES**  
*VOTE ON SEPT. 12<sup>TH</sup>*  
*SEE PAGES 6-7*

## AOE Emerald Sponsor



## AOE Emerald Sponsor

**IT'S NOT JUST A WINDOW,  
IT'S PEACE OF MIND.**



For over 115 years, people have relied on Andersen. With over 100 million windows installed, no other windows are in more homes than the Andersen® 400 Series. With its innovative blend of craftsmanship and style, Andersen is the most trusted and recommended brand among residential homeowners. \* *Why choose anything else?*



**Andersen** WINDOW DOORS 

\*2014 Andersen Window & Door Product Awards and Honors. Andersen® and all other marks herein are trademarks of Andersen Corporation. ©2014 Andersen Corporation. All rights reserved.



**2 Interhaven Ave., North Plainfield, NJ 07060**  
**908-756-5700**



**3 Felmley Road, Oldwick, NJ 08889**  
**908-439-6200**



**[www.HustonLumber.com](http://www.HustonLumber.com)**



## Metropolitan Builders & Contractors Association of NJ

39 East Hanover Avenue • Suite C2

Morris Plains, NJ 07950

Phone: 973-887-2888

Fax: 973-887-2926

Website: [www.MetroBCA.org](http://www.MetroBCA.org)

**OnSite / July/August 2019**

**Editor:** Barbara Bertone

**Design:** Gregory J. Del Deo

**Executive Officer:** Yolanda Sheffield Williams

*Printed by U.S. Press, Valdosta, GA*

**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.

### Platinum Hammer Sponsor



### Gold Hammer Sponsors

**Bowman**  
CONSULTING



**SESI**  
CONSULTING  
ENGINEERS



**Giordano  
Halleran &  
Ciesla**  
ATTORNEYS  
AT LAW

### Silver Hammer Sponsors

**M&T Bank**  
**BD Capital**



# President's Message

## July/August 2019

The success of the Awards of Excellence is always a great motivator to bring out the best in us all. With the building season in full swing, we look forward to working on projects that we can bring to the next judging table. We have some great socializing and networking events coming up through the Fall including Grillin' & Chillin' which is our annual barbecue filled with great food and games, the Third Annual Metro Cup golf outing which will be held at the Royce Brook Golf Club this year on their private course, and the Lobsterfest at Pub 199, where we recognize our Associate Members while dining on a fisherman's feast. There is sure to be something for everyone to enjoy. There are plenty of opportunities to market your company and get your name in front of our fellow members. Your sponsorship could pay for itself. Check out the many opportunities available on our website or contact the Metro staff, who will be happy to help you choose the best fit. And remember, take photos of all of the projects you are working on so you are ready for next year's Awards of Excellence. I look forward to seeing you all at an upcoming event.



**Alan Archuleta CGB,  
CGR, CGP, CAPS**  
2019 Metro President  
(973) 986-6656



### Become a Metro General Membership Sponsor

Call Metro For More Info

**YOUR PRODUCT HERE**

Tabletop Sponsorships:

- Promote your business
- Get in front of your peers
- Let your business talk for YOU

Cost: \$125 ( 6-8 foot table, networking time and 15-minute presentation included)

**EVENT SPONSOR**

- Promote your business
- Increase brand recognition

Cost: \$250 (1 dinner and 15 minute presentation included)

# Yolanda's Blueprint



Metro kicked off the summer with Awards of Excellence and in July we hosted our 2nd annual Fishing Trip. Both events were successful and memorable. Erin Myers of Evergreen Recycling Solutions and Roger Hendrickson of SESI served as Chairs for these events and they both did a fantastic job. The next three events coming up between September and October are Grillin 'n' Chillin on September 12th at the Raritan Valley

Inn; Third Annual Metro Cup at Royce Brook Golf Club on October 1st and LobsterFest at Pub 199 for Associate Appreciation month. Our Committee Chairs Frank Coppola of Coppola Brothers, LLC and Ken Fox of Fox Architectural Design, PC and committee teams are planning exciting games for all to enjoy. Please visit our website and FB page for more information on various sponsorship opportunities and register to attend.

In the coming months, a mailing will be sent for updating your membership information. We are in the process of creating the 2020 Membership Directory. We want to make sure we have your most current contact information.

Members interested in learning how to get more involved with Metro, please give our office a call or stop by.

As always, Metro appreciates your dedication and ongoing support to the industry. Enjoy the rest of the summer and see you in the fall.

*"If everyone is moving forward together, then success takes care of itself."*  
— Henry Ford

Yolanda Sheffield Williams, EO  
yolandaw@metrobc.org • 973-887-2888 Ext. 300

## Members Save Millions

Put Your NAHB Membership  
to Work Now.

Money-saving discounts that benefit  
you, your business, and your family

....

## SAVINGS

[nahb.org/Savings](http://nahb.org/Savings)

## Gold Hammer Sponsor



VIEWED TO BE THE BEST.  
*Happy 90th Anniversary*  
**Pella Corporation**

*Best in Class People, Products*  
*Innovations & Service*

**866-437-3552**

**Pella Windows & Doors**  
**West Caldwell, NJ 07006**

**sales@njpella.com**  
**sales@nypella.com**  
**pro.pella.com**



# Welcome New Members!

*Building our future...one member at a time.*

## ASSOCIATES

### Christopher W. Yim

Afflac

150 Allen Road, Suite 10

Basking Ridge, NJ 07920

(908)655-2227

Christopher\_yim@us.afflac.com

Sponsor: Andrea Ford

Bio: Health Insurance

## Construction Mediation



### JEFFREY W. LORELL

- 45 Years' Experience in Construction Litigation
- Nationally Certified Professional Mediator
- Extensive experience working with:
  - Building Owners
  - Architects & Engineers
  - Construction Managers
  - General Contractors & Subcontractors
  - Insurance Companies

jlorell@saiber.com  
(973) 622-3693

**Saiber**  
ATTORNEYS AT LAW

Saiber LLC | Florham Park | Newark | saiber.com

## Silver Hammer Sponsor



Building a home is a big deal.  
Financing it shouldn't be.

With a dedicated team of construction specialists and years of experience financing home remodeling and new home construction, M&T has the financing solutions you need with the service you want.

To find out how we make home financing easy and affordable, contact Lee Caprarola at 609-524-4479 NMLS #413587.

**M&T Bank**  
Understanding what's important®

Equal Housing Lender. Certain conditions and restrictions apply. Programs subject to change or discontinuation without notice. ©2018 M&T Bank, NMLS #261076

## MEMBERSHIP SPONSORS

WINDOWS • DOORS  
**Andersen**



PLATINUM  
SPONSOR

**SESI**  
CONSULTING  
ENGINEERS



**Giordano  
Halleran &  
Ciesla**  
ATTORNEYS  
AT LAW

**GPS** KITCHEN  
BATH  
LIGHTING  
General Plumbing Supply  
**Bowman**  
CONSULTING

## 2019 SPIKE CLUB

Alan Archuleta – 10  
Michael Bordinsky – 1  
Dave Bossart – 2  
George Fallone – 1  
Andréa Ford – 1  
Ronnie Glomb – 1  
Roger Hendrickson – 3  
Rich Pellizoni – 1  
Tara Schwenker – 1  
Ralph Tarnofsky – 1



Membership in this prestigious Club is for any Metro member who has brought in 2 or more new members during 2019. Thank you for your efforts in recruiting new Metro Members!

Dear Metro Members:

As part of its on-going mission to advance the goals of the Association, including specifically: (i) functioning as a local affiliated Association of NAHB and NJBA; (ii) developing industry leaders and (iii) providing services for the benefit of its members, the Association's Officers and Board of the Directors have undertaken an examination of Article X of its By-Laws to ensure that the Association's continued endeavors and operations are consistent with the NAHB By-Laws.

Toward this end, the Officers and Board of Directors wished to emphasize in the Association's By-laws that the President Elect and the Nominating Committee shall work together to endeavor to have the membership composition of the Board of Directors consist of 60% from the builder/remodeler membership and 40% from the associate membership, but under any circumstance the membership composition of the Board of Directors must default to (and shall be maintained to consist of) a majority of Directors from the builder/remodeler membership.

As a result of this process, the Association's Officers and Board of Directors have reviewed and approved for consideration by the membership of the Association (for vote at the Association's September 12th meeting by the members of the Association present at that meeting), the following amendment to Sections 1 and 2 of Article X (Board of Directors) of the Association's By-Laws.

This proposed amendment provides for certain changes and clarifications (primarily through the restructuring of the language of Sections 1 and 2 of Article X of the By-Laws) with respect to the composition of the Board of Directors (including the number of Elected Directors and Presidential Appointees). The proposed amendment likewise expressly acknowledges that the President Elect and the Nominating Committee shall work together to endeavor to have the membership composition of the Board of Directors consist of 60% from the builder/remodeler membership and 40% from the associate membership, but under any circumstance the membership composition of the Board of Directors must default to (and shall be maintained to consist of) a majority of Directors from the builder/remodeler membership.

The Association's Officers and Board of Directors encourage each active member of the Association to review the following proposed language and to attend the September 12th meeting of the Association at which time a vote will be taken of the members present at that meeting to decide whether to amend Sections 1 and 2 of Article X of the Association's By-Laws to incorporate the following language.



Sincerely,  
**Alan Archuleta**  
President

**Thomas J. Trautner**  
Bylaw Committee Chair



## ARTICLE X Board of Directors

### SECTION 1

- A. The affairs of the Association shall be managed by its Board of Directors, except to the extent such affairs are reserved to the members by law, these By-laws, or delegated to others by these By-laws. The Board of Directors shall be the governing body of the Association.
- i. The Board of Directors shall be composed of:
- a. a minimum of three (3) elected members to a maximum of six (6) elected members (the "Elected Directors"); plus
  - b. a minimum of five (5) Presidential Appointees to a maximum of seven (7) Presidential Appointees; plus
  - c. Life Directors and Past Presidents (to the extent qualified pursuant to the terms of Section 2 of this Article X) (the "Qualified Life Directors"); plus
  - d. The President, First Vice-President, Vice-President Treasurer, Vice-President Secretary, First Vice-President of Associate Affairs and Second Associate Vice-President (the "Executive Officers") as ex-officio members; plus
  - e. Members-at-Large (as defined in Section 2 of this Article X).
- ii. Qualified Life Directors, Executive Officers and Members-at-Large shall have the same Board of Director voting privileges as the Elected Directors and Presidential Appointees.
- iii. Presidential Appointees shall be members of the Association in good standing. Candidates to become Presidential Appointees shall be approved by the Nominating Committee as provided in Article XIII of these By-laws. The appointments for Presidential Appointees shall occur by not later than November 30th in each year.
- iv. Elected Directors shall be elected by the members of the Association in good standing at the Annual Meeting and shall serve for a term of one (1) year (taking office on January 1st and holding office until December 31st).
- v. The term of office for Presidential Appointees shall be for one (1) year and shall run concurrent with the term of the office of the President.
- vi. All Elected Directors, Presidential Appointees, Qualified Life Directors, Executive Officers and Members-at-Large shall pay full membership dues in order to maintain their privileges and voting rights as members of the Board of Directors. NAHB Affiliate members do not qualify as being full paid members of the Association.
- B. The President Elect and the Nominating Committee shall work together to endeavor to have the membership composition of the Board of Directors consist of 60% from the builder/remodeler membership and 40% from the associate membership, but under any circumstance the membership composition of the Board of Directors must default to (and shall be maintained to consist of) a majority of Directors from the builder/remodeler membership.
- C. Any Elected Directors or Presidential Appointees missing three (3) consecutive Board of Director meetings without providing a legitimate excuse, may be required to resign at the discretion of the President or the Board of Directors.
- D. Qualified Life Directors must attend three (3) Board of Director meetings annually in order to retain their Board of Director voting privileges. If a Qualified Life Director has not attended three (3) Board of Director meetings in the preceding year, they must attend three (3) Board of Director meetings in the current year, at which time, at their third meeting, their Board of Director voting privileges will be reinstated.

### SECTION 2

- A. Past Presidents of the Association who have completed their elected or appointed terms, shall automatically become Life Directors.
- B. Life Directorship, with Board of Director voting privileges, shall be bestowed on any member who has served at least ten (10) years, whether consecutive or not, on the Board of Directors or Executive Committee. Notice of all Board of Directors meetings shall be circulated to Life Directors by the Executive Vice-President of the Association at the address of the Life Director last appearing on the records of the Association. Notices of the meetings shall be required to be sent to Life Directors if they become ineligible to vote under Paragraph D of Section 1 of this Article X, provided that the failure to provide such notice shall not invalidate any action taken at a meeting of the Board of Directors. A list of all Life Directors shall be published in the annual Association publication and directory.
- C. The President may appoint up to three (3) members of the Association in good standing as Members-at-Large to serve as local representatives on NJBA State committees or NAHB National Standing committees. The President shall, where practicable, endeavor to appoint only Elected Directors, Presidential Appointees, Qualified Life Directors or Executive Officers to serve as the local representatives on NJBA State committees or NAHB National Standing committees.

*Upgrade Your Kitchen with a Built-in Look...* **FRIGIDAIRE**



**Stands out by fitting in...**

Introducing Frigidaire's new front-control freestanding range.

Slides into an existing 30" cutout for an easy install.

Get the upgraded look of a built-in range without the remodel.

Upgrade the look of your kitchen with the front-control range that fits your existing space.

Now Available at **America's Largest Multi-Family Builder Distributor**



**P.C. RICHARD & SON** BUILDERS DIVISION

150 PRICE PARKWAY, FARMINGDALE, NY

800-368-6869 • FAX: 800-479-0336 • email: [builders@pcrichard.com](mailto:builders@pcrichard.com) • [pcrichard.com/content/builders](http://pcrichard.com/content/builders)

5 Distribution Centers In The Northeast: Farmingdale, NY • Carteret, NJ • Bridgeport, CT • Manchester, CT • Baltimore, MD



# NAHB Economic Outlook



Looking forward, there are signs that conditions in the housing market should show continued modest improvement in the coming months:

- While the economic recovery has been uneven, it continues to add jobs, a key driver for housing market recovery.
- Growing household formations indicate solid demand for single-family homes and rental apartment units.

## Housing Market Snapshot

### **Housing Starts (May 2019)**

Total: 1.27 million↓ Single: 820,000↓ Multi: 449,000↑

### **Home Sales\* (May 2019)**

New: 626,000↓ Existing: 5.34 million↑

### **Median Home Prices (May 2019)**

New: \$308,000↓ Existing SF: \$280,200↑

*\*Seasonally Adjusted Annual Rate; Arrows indicate direction from previous month for starts and sales and year for prices.*

**NAHB/Wells Fargo Housing Market Index** – The index, which measures builder confidence in the market for newly built single-family homes, fell two points to 64 in June from a reading of 66 in May. Any number over 50 indicates that more builders view sales conditions as good than poor.

### **NAHB Chief Economist Robert Dietz's analysis:**

“While demand for single-family homes remains sound, builders continue to report rising development and construction costs, with some additional concerns over trade issues. Meanwhile, lower mortgage rates alone are not sufficient to tackle housing affordability headwinds, as new home sales in May posted an unexpected 8 percent decline from the solid numbers recorded in April. On a positive note, the recent rise in single-family permits echoes the stabilization we are seeing in our builder confidence survey. Given ongoing affordability concerns, we expect single-family housing starts to remain flat throughout 2019.”

## Platinum Hammer Sponsor



### **Remove the Boundary Between Indoors and Out.**

Introducing the new MultiGlide™ Door as part of the Andersen® Architectural Collection. With an array of styles and configurations for both contemporary and traditional spaces, the MultiGlide door offers ultimate design freedom that can transform any space into something extraordinary.



Learn more at [andersenwindows.com/multiglide](http://andersenwindows.com/multiglide)

\*Andersen® and all other marks where denoted are trademarks of Andersen Corporation. ©2019 Andersen Corporation. All rights reserved. MS1904\_0142

# INNOVATIVE

## CLOSET DESIGNS

Make Space for Inspiration

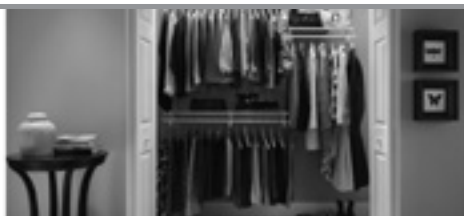
## No Setbacks, Just Solutions

ICD's reliable project support for contractors and builders keeps projects on track and on budget.

Quality-crafted, custom-designed closets, storage, and bath solutions to fit your plan specs.

For Homes, Developments, and Commercial Projects

445 W Main St, Wyckoff, NJ  
201-848-6355  
innovativeclosetdesigns.com



wire-shelving | storage cages  
lamine shelving | cabinets  
closet solutions | glass and mirror  
shower enclosures | mailboxes  
& more for living and common  
areas



*When choosing a luxury elevator  
for your home...*

## IMAGINE THE POSSIBILITIES

At Mobility, we carry an extensive line of elevators to suit any environment and relish the challenge of the most demanding installation requirements. Our experienced staff of problem solvers will respond to your needs with efficiency and speed. Whether your home is a century old, newly constructed or a unique hideaway with unusual features, Mobility can make the dream of having an elevator possible. Just let your imagination run wild.

Learn more about our extensive line of elevators and lifts. Call 800.441.4181 or visit us at [www.mobilityelevator.com](http://www.mobilityelevator.com)



WHAT'S YOUR VISION?

Your regional source for elevators and lifts.  
4 York Avenue, West Caldwell, NJ

# Networking Series Insider Perspective

## Part 2

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: 1. Recognizing the importance, **2. Determining where to meet and meetup**, 3. Preparing for networking events, 4. How to make the best impression, 5. What to do at networking events, 5. Steps to take after an event

### Location, Location, Location

Where are the best places to network? -EVERYWHERE- You never know how people are connected and there is no bad place to network.

Ideal locations to meet people – Attend multiple events hosted by the same group such as Metro or NJBA, and if you like that group join it! Remember, you want to build

a relationship not just hand out business cards that get tossed. Look for business connections events, niche organizations that host events, and events local to you that may not be business-focused. Look for industry groups that offer great networking and other membership benefits. Do not look to only meet new people, a good network is established over time by reinforcing connection with people you have already met. Know someone who is a great networker? Look at his/her LinkedIn profile to see the groups of value and if the organization hosts events.

After an event where you meet several new contacts, follow up with an in-person conversation. Schedule the next meeting at a specific time and duration to make sure the discussion is meaningful but concise. At breakfast or coffee, you each leave for work having started the day with a networking accomplishment. If you meet at their office place, there is an added benefit of meeting their associates.

If you are not able to meet with someone in person due to location, or scheduling difficulties, a meeting by phone can be useful as well. Set aside enough time that the person can relax into the conversation without checking the clock for the next appointment and end a few minutes early to allow them to prep for their next meeting.

*Learn more about networking in the next issue of OnSite. In part 2 you will learn about where to meet new contacts and meetup after an event. Try these tips out and let us know how they work #MayorRoger!*

## Gold Hammer Sponsor

*You can only take a  
mulligan on the golf course.*

Choose the right engineers  
from the start.

973-808-9050  
www.sesi.org  
info@sesi.org

**SESI**  
CONSULTING  
ENGINEERS

Soils & Foundations  
Environmental  
Land Planning  
Water Resources





New Jersey  
Builders Association

## Atlantic Builders Convention (ABC) Save the Date!

Join Us As We Celebrate 71 years!  
April 1 - 2, 2020  
Harrah's Waterfront Conference Center



## NAHB International Builders' Show Save the Date!

JAN 21-23, 2020  
LAS VEGAS



YOU'RE NOT  
GAMBLING  
when you install a



Established 1961

(201) 891-3010

(201) 891-7901 • Fax

## The Habitat For Humanity Softball Team



## Gold Hammer Sponsor

### GIORDANO, HALLERAN & CIESLA

*is proud to support the*

## Metropolitan Builders & Contractors Association of New Jersey

*For more information, please contact:*

**Steven P. Gouin, Esq.**  
[sgouin@ghclaw.com](mailto:sgouin@ghclaw.com)

**David J. Miller, Esq.**  
[dmiller@ghclaw.com](mailto:dmiller@ghclaw.com)

**G** **Giordano  
Halleran &  
Ciesla** ATTORNEYS  
AT LAW

125 Half Mile Road  
Suite 300  
Red Bank, NJ 07701

441 East State Street  
Trenton, NJ 08608

(732) 741-3900  
[www.ghclaw.com](http://www.ghclaw.com)

# What If You Can't Pay Your Tax Liability On Time?

Don't let your inability to pay your tax liability keep you from filing your tax return properly and on time. As discussed below, just by filing your return you can save substantial amounts in filing penalties. More importantly, procedures exist for payment extension and installment payment arrangements which will keep IRS from instituting its collection process (liens, property seizures, etc.).

Many taxpayers hide their heads in the sand when they run into financial difficulties, for example, by failing to file their tax returns. But tax liabilities do not go away if left unaddressed. It is very important that you file a properly prepared return even if full payment cannot be made. The "failure to file" penalty accrues at the rate of 5% per month on the amount of your unpaid tax. The "failure to pay" penalty is gentler, accruing at the rate of only ½% per month on the amount of your unpaid tax. If both penalties apply, the maximum combined penalty for the first five months is 25%. Thereafter the failure to pay penalty can continue at 1/2% per month for 45 more months for an additional 22.5%. Thus, the combined penalties can reach a total of 47.5% over time. Both of these penalties are in addition to interest you will be charged for late payment.

If you can't pay your taxes, an extension of time for payment may be available if you can show payment would cause "undue hardship." You will avoid the failure to pay penalty if an extension is granted, but you will still be charged interest. To get a hardship extension you would have to show that you do not have enough net assets to meet your tax obligations. You would also have to show you cannot borrow the amount needed except on terms that would inflict serious loss and hardship.

Another way to defer your tax payments is to request an installment payment agreement, which generally can be as long as 72 months. If your request to pay in installments is granted, the late payment penalty will be half the usual rate (1/4% instead of 1/2%), if you file your return on time.

Be aware that the IRS may terminate an installment agreement if the information you provided to IRS in applying for the agreement proves inaccurate or incomplete or the IRS believes collection of the tax involved is in jeopardy. The IRS may modify or terminate an installment agreement if any of the following occur:

- you miss an installment.
- you fail to pay another tax liability when it's due.
- you fail to provide an update of your financial condition where IRS makes a reasonable request for you to do so.

IRS determines that your financial condition has significantly changed.

In summary, if you feel you cannot pay your taxes on time, you should still timely file your tax return and include as large a partial payment as you can with the return. Then start working with the IRS for a hardship extension or installment agreement. The alternative will include escalating penalties, plus the risk of having liens assessed against your assets and income.

## Silver Hammer Sponsor

### BD Capital

FAST, RELIABLE, LENDING, LONG TERM PARTNER.



 **WE FUND FLIPS!**

**1-908-279-7881**

[www.bdcapitalllc.com](http://www.bdcapitalllc.com) • [loans@bdcapitalllc.com](mailto:loans@bdcapitalllc.com)

Let us help you build  
a strong financial foundation.



We will individualize and deliver  
the right services so you can succeed.

Our specialized knowledge of the construction and real estate industry enables us to understand your needs well beyond the financial statements. We can help manage the more complex issues while working with you to build a strong financial plan for a successful future.

Real Estate and Construction Partners



Douglas S. Collins, CPA  
[dcollins@nisivoccia.com](mailto:dcollins@nisivoccia.com)



Nick Sarinelli, CPA, CFE  
[dsarinelli@nisivoccia.com](mailto:dsarinelli@nisivoccia.com)

 **NISIVOCCIA LLP**  
Certified Public Accountants & Advisors

973.298.8500 | [www.nisivoccia.com](http://www.nisivoccia.com)

Nisivoccia LLP is an independent member of BSR International.

# AWARDS OF EXCELLENCE 2019 WINNERS LIST

## **BUILDER MEMBER CATEGORIES**

**Best Color Ad – Company:**  
Archuleta Builders

**Best Digital Display Ad:**  
Woodmont Properties - Woodmont Cove, South Amboy

**Best Community Sales Presentation Video:**  
Woodmont Properties - Woodmont Metro at Metuchen Station

**Best Brochure – Community:**  
Country Classics - Fairway 28 - Bridgewater, NJ

**Best Use of Social Media:**  
Country Classics - Fairway 28 - Bridgewater, NJ

**Best Logo – Company:**  
GTG Builders, LLC

**Best Logo – Community:**  
Woodmont Properties - Woodmont Cove, South Amboy

**Best Website – Company:**  
Woodmont Properties

**Best Website – Community:**  
Woodmont Properties - Woodmont Metro at Metuchen Station

**Best Special Event:**  
DaSilva Homes- Add-A-Level Bus Tour

**Best Special Promotion:**  
Woodmont Properties - Woodmont Properties at Woodmont  
Townsquare, Washington Township

**Best Landscaping – Single Family Home:**  
Archuleta Builders - 51 Symor Dr., Morris Township

**Best Landscaping – Community:**  
Woodmont Properties - Woodmont Metro at Metuchen Station

**Best Signage – Community:**  
Woodmont Properties - Woodmont Metro at Metuchen Station

**Best Model Home – Over \$2,500 per month rental:**  
Woodmont Properties - Woodmont Metro at Metuchen Station,  
Astoria Model

**Best Clubhouse – Community:**  
Woodmont Properties - Woodmont Metro at Metuchen Station

**Best Accessory Building:**  
C Mannion Construction - 17 Main St, Peapack - Pool House

**Best Affordable-Mt. Laurel Home:**  
Morris Habitat for Humanity - 58 Randall Ave., Mine Hill

**Best Commercial Building - Retail Use:**  
Millennium Custom Homes - Swim Quest, Millburn

**Best Commercial Building - Institutional/ Educational:**  
Millennium Custom Homes - Chabad at Short Hills

**Best Commercial Building - Mixed Use:**  
Vantage Construction, Inc. - 296 Millburn Ave, Millburn

**Best Rental Community Over \$2,500 per month:**  
Belmont Construction - The Overlook, Hackensack, NJ

**Best Multi-Family – Over \$500,000 sale or \$2,500 per month rent:**  
Belmont Construction - The Overlook, Hackensack, NJ

**Best Modular Home:**  
Atrium Development - Henry Residence, Berkeley Heights, NJ

**Best Single-Family Home - \$750,000 - \$1,000,000:**  
Fallone Group - Estates at Mountain Ridge, Chester Model, Lot 9.02

**Best Single-Family Home - \$1 Million - \$2 Million:**  
Country Classics - The Somerset

**Best Single-Family Custom Home - \$750,000 - \$1,000,000:**  
Vantage Construction, Inc. - 4 Birchmont Ln, Warren

**Best Single-Family Custom Home - \$1 Million - \$2 Million:**  
DaSilva Homes - 739 Crescent Parkway, Westfield

**Best Single-Family Custom Home - Over \$2 Million:**  
Millennium Custom Homes - 3 Cora Way, Short Hills

## **RENOVATION CATEGORIES**

**Best Historic Renovation- Commercial:**  
Main Street Custom Homes - Steeple Restoration,  
First Presbyterian Church of Succasunna

**Best Historic Renovation- Residential:**  
C Mannion Construction - 17 Main St, Peapack

**Best Commercial Renovation Less than \$500,000:**  
Vision Construction - Far Hills Café

**Best Commercial Renovation Over \$1 Million:**  
Bossart Builders - J. Guest USA Headquarters, Parsippany, NJ

**Best Remodeled Kitchen Less Than \$50,000:**  
DaSilva Homes - 445 Third Ave. – Garwood

**Best Remodeled Kitchen \$50,000-\$100,000:**  
Archuleta Builders - 51 Symor Dr., Morris Township

**Best Remodeled Kitchen Over \$100,000:**  
Coppola Brothers - Dixon Dream Kitchen

**Best Remodeled Bathroom Less Than \$25,000:**  
Hofmann Design Build, Inc.- Coates Residence

**Best Remodeled Bathroom Greater Than \$25,000:**  
Creative Design Construction – Dipped in Gold



**Best Residential Addition or Alteration \$50,000 - \$150,000:**  
DaSilva Homes - Colonial in Springfield - 72 Sherwood Ave

**Best Residential Addition or Alteration \$150,000 - \$250,000:**  
DaSilva Homes - Cape in Cranford

**Best Residential Addition or Alteration \$250,000 - \$500,000:**  
DaSilva Homes - 739 Crescent Parkway, Westfield

**Best Residential Addition or Alteration \$250,000 - \$500,000:**  
Far Hills DB - 69 Elm St, Summit, NJ

**Best Residential Addition or Alteration Over \$750,000:**  
C Mannion Construction - 17 Main St, Peapack

**Best Rebuild of a Single-Family Home:**  
Bossart Builders - Classic Cape Cod House Renovation, Madison, NJ

## **ASSOCIATE MEMBER CATEGORIES**

**Best Color Ad – Company:**  
Wells Fargo - PMB Builder Best Consumer Flyer

**Best Billboard Advertising – Traditional:**  
Caliber Home Loans - Renovate. Remodel. Renew.

**Best TV Commercial:**  
Wells Fargo - Sashimi's New Digs

**Best Radio Commercial:**  
Your Town Realty - New Construction in Your Town

**Best Sales Presentation Video:**  
Keller Williams Metropolitan - Antonio Cromartie's Estate

**Best Company Brochure:**  
Caliber Home Loans - Advanced Technology. Personalized Guidance.

**Best Direct Mail Piece - New Media (Electronic):**  
Caliber Home Loans - The winning financing combination

**Best Direct Mail Piece -Traditional Media (Print):**  
MarketPlace Designs - Hello Postcard

**Best Use of Social Media:**  
Structural Workshop

**Best Company Website - Service Provider:**  
Fullerton Grounds Maintenance

**Best Company Website - Product Supplier:**  
Tewksbury Kitchen & Bath, a Division of Huston Lumber

**Best Special Event:**  
Structural Workshop - Santa's Workshop, Garden State Plaza

**Best Creative Marketing Support - Public Relations:**  
Evergreen Recycling - "Construction in Focus" Magazine Article

**Best Creative Marketing Support - Marketing & Branding:**  
Stewart Title - Stewart Now Mobile App

**Best Creative Marketing Support - Building Signage:**  
Custom Sign Source

**Best Showroom or Sales Display:**  
Evergreen Recycling - Atlantic Builders Convention Sales Display

**Best Kitchen Design:**  
Tewksbury Kitchen & Baths, a Division of Huston Lumber -  
JMR - Telling Residence, Summit, NJ

**Best Bathroom Design:**  
MarketPlace Designs - The Ugly Duckling Grows Up, Summit

**Best Special Feature Room Design:**  
Professional Audio Consultants - Burke Theater- Boonton, NJ

**Best Landscaping Design:**  
Fullerton Grounds Maintenance - Park Ave Club in Florham Park

**Best Pool Design:**  
Fullerton Grounds Maintenance - Horn Ave Residence in Wayne

**Best Creative Use of Tile, Marble, Stone or Brick – Interior:**  
Tile By Design - Fairview Municipal Court - Fairview, NJ

**Best Architectural Design – Residential Single-Family New Construction Over 3500 square feet:**  
Appel Design Group - Goodhart Residence

**Best Architectural Design - Residential Single-Family – Renovation:**  
Appel Design Group - Kimowitz Residence

**Best Architectural Design – Residential Multi-Family – New Construction:**  
Appel Design Group - Fort Hill Apartments

**Best Architectural Design – Commercial – Renovation:**  
Fox Architectural Design - Paul's Family Diner, Mountain Lakes

**Best Engineering Design - Site Design - Single-Family Home:**  
Dykstra Walker Design Group - The Meka House, North Caldwell

**Best Engineering Design -Site Design - Multi-Family Housing or Mixed-Use Building:**  
SESI Consulting Engineers - Transit-Oriented Multi-Family Housing, Yonkers, NY

**Best Engineering Design -Site Design – Commercial:**  
Engineering & Land Planning - Hannum's Harley Davidson

## **INDIVIDUAL ACHIEVEMENT CATEGORY**

**Special Achievement in New Home Sales:**  
Country Classics - Dominique Marchie

**Leasing Consultant of the Year:**  
Woodmont Properties - Facisha Lipscomb

**Leasing Consultant Team of the Year:**  
Woodmont Properties - Woodmont Metro at Metuchen Station

**Sales Manager of the Year:**  
Evergreen Recycling - Linda Cicalese-Bergen

**Marketing Executive of the Year:**  
Woodmont Properties - Chris Camy

**Project Manager of the Year:**  
Woodmont Properties - Sean Mulhall - Woodmont Bay Club at Bayonne

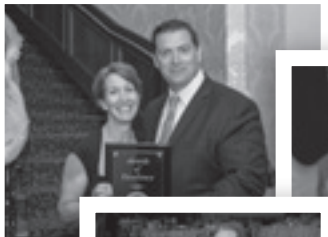
**Sub-Contractor of the Year:**  
Tim Velikiy - Tile By Design Group - Nominated by Alan Archuleta - Archuleta Builders

## **COMMUNITY OF THE YEAR**

**Best Rental Community of the Year:**  
Woodmont Properties - Woodmont Metro at Metuchen Station









## Gold Hammer Sponsor



**GPS** Taking customer service to a whole new level.

**GPS** KITCHEN  
BATH  
LIGHTING  
General Plumbing Supply

1-800-CALL **GPS**  
GeneralPlumbingSupply.net

Edison | Morris Plains | Bayonne | Hawthorne | Orange | Bergenfield | Lakewood | Metewen | Ridgefield | Union | Middletown | Dover | Tenafly



Let California Closets help your client create the space they've only dreamed about, and earn a referral commission. Proud member of the Metro BCA.

**CALIFORNIA CLOSETS®**

800.274.6754 californiaclosets.com

FAIRFIELD BERNARDSVILLE  
RIDGEWOOD THE MALL AT SHORT HILLS

©2017 California Closet Company, Inc. All rights reserved.  
All other marks are the property of their respective owners.

# Here's New Jersey's plan - so far - to use 100 percent clean energy by 2050

By **Joseph L. Fiordaliso**,  
*president of the New Jersey Board of Public Utilities*

Every generation has its defining challenge. Scientists worldwide agree that we must act now to curb the worst effects of climate change, and I believe addressing this issue is our greatest challenge, as well as the most compelling moral obligation of our time.

Climate change is already impacting the health and day-to-day lives of New Jerseyans. This summer we've seen devastating flooding in South Jersey and several storm-related power outages throughout the state. Nine of our 10 hottest years ever recorded happened within the last 20 years, and more than half the counties in New Jersey get failing grades for air quality, caused by pollution and greenhouse gases.

Luckily, our governor is a national environmental and clean energy leader. From taking steps to lower harmful greenhouse gas emissions, to joining the U.S. Climate Alliance in support of the global Paris Climate Accord, Gov. Phil Murphy has kept the promises he made as the first governor in the country to campaign on a commitment to 100 percent clean energy. In just 17 months, he has recouped the ground we lost during the previous administration, and is boldly facing the climate challenge head-on.

To that end, Governor Murphy directed the New Jersey Board of Public Utilities (NJBPU) to spearhead an Energy Master Plan to outline how the state will reach our goal of 100 percent clean energy by 2050. Just as climate change affects us all, energy connects us all. It touches every sector, and every part of our lives, powering our homes, our jobs, our hobbies. We rely on energy every day, and that fact won't change. However, when we think about how the energy sector will be different in five, 10, or even 25 years, we recognize that we are in a critical moment today to get it right, and to build toward that future now.

After months of intensive work, collaboration with our sister state agencies, and public input, NJBPU responded to Governor Murphy's call, unveiling the most comprehensive draft Energy Master Plan in our state's history. It's an ambitious, far-reaching plan that shows how we can adapt many aspects of life in New Jersey – from the vehicles we drive to how we generate electricity – in order to survive climate change.

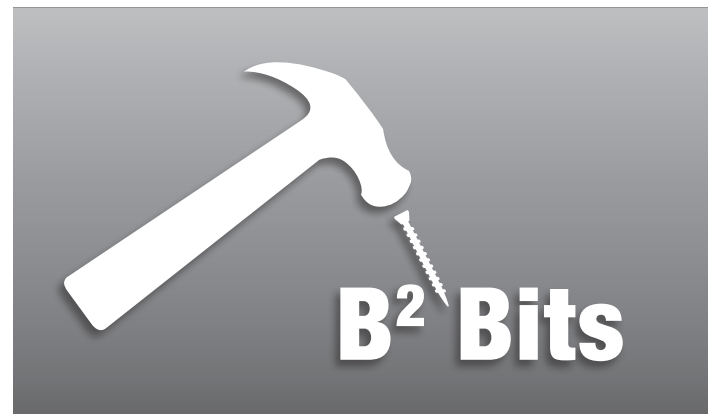
Already many of us are making changes in our personal lives in an effort to sustain a more livable planet. Some of us have switched to programmable thermostats in our homes, are utilizing solar energy, or are driving electric cars. Just as individuals have invested in a clean energy

future, the state is also committed to implementing policies that will help New Jersey reach that goal.

The Draft 2019 Energy Master Plan that we just released – the final plan is due to be published in December – provides a blueprint for how we'll responsibly power our state into the future. The plan:

- Calls for the electrification of the building and transportation sectors, which together create the lion's share of emissions.
- Drives down total energy demand and greenhouse gas emissions, promotes clean energy like wind and solar, and declares that our electric sector won't add any net amount of carbon dioxide to the atmosphere by 2050.
- Will incorporate the results of additional analysis to reveal how to achieve our objectives in the most cost-effective and economically beneficial manner, and establish pathways to reduce the use of fossil fuels.

The Draft Energy Master Plan is focused on growing a strong, equitable clean energy innovation economy that creates thousands of jobs and economic benefits while supporting a sustainable way of life for all Garden State residents.



**AOE Emerald Sponsor**

# **Metropolitan Builders & Contractors Assoc.**

*Congratulations on your 35th Annual Awards*



*Come see our full line of work-ready vehicles*



**BUSINESS  
ELITE**

*Bring in this ad to validate your  
business account and receive*

**10% DISCOUNT**

**Toward future  
parts and services.**

*\*See dealer for complete details of this offer.*



**CHEVROLET**



**FIND NEW ROADS™**

*Over 85 Years... Same Family, Now 5 Locations*



# **SCHUMACHER**

**CHEVROLET AUTO GROUP**

**LITTLE FALLS** | **DENVILLE** | **CLIFTON** | **LIVINGSTON** | **BOONTON**  
973.256.1065 | 973.627.0900 | 973.472.5500 | 973.992.9100 | 973.334.2000

**SchumacherChevy.com**

**Auto Repair & On-Premise Body Shop with 24 Hour Towing Service**



## 2 Key Factors Driving Single-Family Housing

NAHB Chief Economist Robert Dietz recently provided this housing industry overview in the bi-weekly newsletter *Eye on the Economy*:

Job growth and lower mortgage rates are the positive economic variables that will support near-term growth for single-family construction. In June, 224,000 jobs were added to the nation's workforce, as the unemployment rate held at just 3.7%.

However, the low unemployment is further aggravating the scarcity of skilled laborers. In May, there were 369,000 unfilled jobs in the construction sector.

Likewise, lower mortgage interest rates — averaging near 3.8% for a 30-year fixed-rate, according to Freddie Mac — are helping to promote housing demand, although on a limited basis.

For example, pending sales of existing homes increased 1.1% in May. However, those sales were still down on a year-over-year basis — the 17th straight month of such declines, largely due to ongoing housing affordability constraints.

Nonetheless, builder confidence remains positive, increasing one point in July to a level of 65. The NAHB/Wells Fargo Housing Market Index has been in the low- to mid-60s for six months. This month's uptick was matched by a 3.5% gain for single-family starts in June, rising to an annual rate of 847,000.

Still, single-family construction in 2019 is down approximately 5% compared to the first half of 2018. Thus far, the South is the only region reporting a net gain in 2019.

Single-family permitting is lagging as well. However, the number of homes authorized but not yet under construction has declined to 85,000 after reaching a peak of 103,000 in December.

Multifamily construction also declined in June by about 10%, following a particularly strong month of May. Multifamily development has been roughly

flat thus far in 2019, with 5-plus unit production up just 0.2% for the first half of the year.



## AOE Silver Sponsor

*Congratulations to all the 2019 Awards of Excellence Winners*

**FGM** | **FULLERTON**  
 GROUNDS MAINTENANCE

*Providing Excellence in the Green Industry for over 20 years!*

**36 Berkshire Valley Road, Suite #1**

**Kenvil, NJ 07847**

**973-927-0927    [www.fgmaintenance.com](http://www.fgmaintenance.com)**

## Advertising in "OnSite" Makes the Difference!

### ONSITE ADVERTISING RATES

All advertising must be camera ready and paid in advance.

<b>Full page for one year (10 issues)</b>	<b>\$2,800.00</b>	
<b>Half Page for one year</b>	<b>\$1,750.00</b>	
<b>Quarter Page for one year</b>	<b>\$1,100.00</b>	
<b>Business Card for one year</b>	<b>\$650.00</b>	
	(1 month)	(3 months)
Full Page (8 x 10 in.)	\$350.00	\$925.00
Half Page (7.5 x 5 in.)	\$250.00	\$575.00
Quarter Page (3.5 x 5 in.)	\$175.00	\$400.00
Business Card (3.5 x 2.5 in.)	\$100.00	\$250.00

### Color Covers - Monthly Submissions

Inside Front	\$600 per month
Inside Back	\$600 per month
Outside Back	\$600 per month

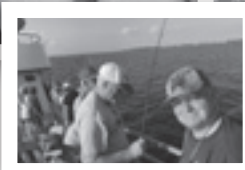
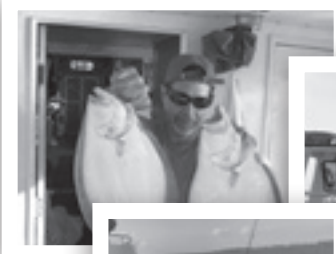
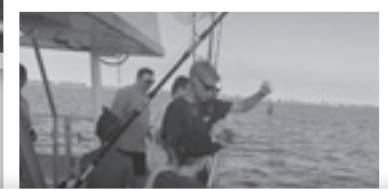
### Copy Deadline

1st of month preceeding publication month  
 (Electronic pdf or jpg document preferred, min. 300 dpi resolution)

**Send To: Barbara Bertone – [barbarab@metrobc.ca.org](mailto:barbarab@metrobc.ca.org)**  
 Metropolitan Builders & Contractors Association of NJ  
 39 East Hanover Avenue, Suite C2, Morris Plains, NJ 07950

# Metro's Second Annual Fishing Trip

Metro's Second Annual Fishing trip was a "reel" good time! Friday August 25th Metro members and guests embarked on a fishing adventure enjoyed by all. The weather cooperated with sunny skies and 80-degree temperatures. The Raritan Bay produced over 100 fish for us hearty sportsman but with only 6 keepers over 19". This year, the Bay was so calm that even Richard Boisch kept from losing his lunch overboard, although we missed the extra chum. We had some big money winners like John Lipoczky's (Lipoczky Brothers) guest Krisztina Gyuvai, who struck early by catching the biggest fish and setting the rod high. Carissa Reilly's (Coldwell Banker) son caught the first fish and Ronnie Glomb's (Your Town Realty) youngest son caught the most fish. We would like to thank Fox Architectural Design, Coldwell Banker and SESI Consulting Engineers for sponsoring the event and adding to the day's enjoyment. We hope to have you on board next year!





## AOE Gold Sponsor

### Mountain View Development & Contracting Co., Inc.

A FULL SERVICE SITE AND UTILITY CONTRACTOR PROVIDING QUALITY  
GRADING, SEWER, WATER AND STORM SEWER INSTALLATION.



Mountain View Development & Contracting Co., Inc.  
516 Route 313, PO Box 395  
Califon, NJ 07830  
(908) 832-9002 (o) (908) 832-7869 (f)  
[www.mvdcc.com](http://www.mvdcc.com)

## Gold Hammer & AOE Gold Sponsor

# Bowman

CONSULTING

formerly OMLAND ENGINEERING ASSOCIATES



### Same Great Client Relations with Access to an Expanded Base of Services

Bowman Consulting Group, Ltd. has been serving the residential industry since 1995 and understands the growing demand of communities through out the United States. We offer particular expertise in civil engineering, planning, landscape architecture, surveying and environmental engineering to help create homes for families from coast to coast.

Our multi-disciplinary staff realizes that engineering is more than drawings on paper, it is a complete service that must be provided by people for people

#### Suite of Services Include:

- Redevelopment and Site Design
- Sustainable/LEED Design
- Feasibility and Concept Plans
- Land Surveying
- Traffic and Parking Studies
- Landscape and Streetscape Design
- Permitting
- Structural Design

973-359-8400 • [www.bowmanconsulting.com](http://www.bowmanconsulting.com)



## AOE Gold Sponsor



### Caliber's National Builder Division is Here!

Caliber Home Loans, Inc. is committed to providing you and your buyers with a stress-free experience when obtaining home financing to build their new home. As your local Loan Consultant, I understand just how important this process is and I'm committed to making the financing portion of this process go as smoothly as possible.

- Offers builder clients a wide range of flexible home loan products
- Dedicated to helping your homebuyers find a financing solution that best meets their needs
- Relies on local associates to uphold our reputation for excellent customer service and stress-free home financing experience

**Michael Borodinsky**  
VP Regional Builder Branch Manager  
NMLS ID 460228  
343 Thornall Street, Suite 550  
Edison, NJ 08837  
O: 732-382-2654 M: 908-202-7293  
michael.borodinsky@caliberhomeloans.com  
www.michaelnewhomemortgage.com



Caliber Home Loans, Inc., 1025 S. Beltline Rd Coppell, TX 75019 NMLS ID #15622, 1-800-401-6587 Copyright © 2019. All Rights Reserved. Equal Housing Lender. For real estate and lending professionals only and not for distribution to consumers. This communication may contain information that is privileged, confidential, legally privileged, and/or exempt from disclosure under applicable law. Distribution to the general public is prohibited. Licensed mortgage banker n.s. - N.J. Department of Banking. (3706)\_NJ

## AOE Gold Sponsor



### NEED A DUMPSTER? CALL US FOR A QUOTE!

We provide 10yd, 20yd, 30yd & 40yd dumpster services to jobsites throughout Northern & Central NJ.

*Check out our ad in Metro's Membership Directory for a discount!*

Congratulations to all the  
2019 Awards of Excellence nominees & winners!

(973) 242-3030 // [www.WeRecyclingNJ.com](http://www.WeRecyclingNJ.com) // [info@evergreenrecyclingnj.com](mailto:info@evergreenrecyclingnj.com)

# Metro Connection

by **Laura Credico** of Interiors by Laura Staging and Design and **Caroline Gosselin** of The Gosselin Group of Prominent Properties Sotheby's Int'l Realty

We all know forming business partnerships and nurturing them is the key to running a successful company. This is one of the reasons we are members of NJ Metro Builders. We surround ourselves with other like-minded business owners to refer to and collaborate with so we can provide our clients with the highest level of service no matter what their needs may be. I am Laura Credico, owner of Interiors By Laura Staging & Design in East Hanover, NJ and Caroline Gosselin, the head of The Gosselin Group real estate team at Sotheby's International Realty in Millburn, NJ, and I have teamed up to share with you how NJ Metro has played a key role in our recent business endeavors!

Caroline Gosselin and I first met at a Metro Membership Committee meeting on April 30th. When we went around the table to introduce ourselves and talk about what it is that we do, I had spoken about how we provide home staging and design services to homeowners, realtors, builders and investors. We are dedicated to making real estate goals happen quicker, smoother and simpler.. After our introductions at the membership meeting, Caroline immediately said, "Laura, we may have an opportunity to work together! Are you available tomorrow morning at 8 am?!" And that's where it all started.

Caroline and I arranged to meet at one of her clients recently renovated properties (flip), which was vacant, to do a walk through. This was a listing she was preparing to put on the market in a week's time and she knew it needed something to set it apart. We spoke about the value home staging can bring to empty homes, and how staging is a critical marketing tool that gives buyers that "feeling" when they walk through the



one or two challenges!). In this case, it was in a tough location on a hill, the exterior looked a bit tired and there wasn't much of a backyard.

Wanting to ensure their listing sold quickly and for top dollar, we created a design plan specifically geared towards the target market of prospective buyers. Sometimes the investment in staging is a hard sell, but this client knew he was facing an uphill battle if he wanted to achieve the price. He saw that the value of staging coupled with the marketing plan that Caroline and her team had put in place was a winning combination. We installed one of our staging packages a few days later.

It was all in Caroline's hands now! Caroline had her professional photographer capture the property and it was off to the races. Probably best left for Caroline to tell you her part! Thanks Laura! This is Caroline and yes, after Laura did an amazing job with transforming the property and highlighting its best features, we had it all captured by our Sotheby's photographer. We then planned out a launch week for the property which consisted of going live on the market on Monday, having a catered broker open house for agents to preview the property on a Tuesday. We had showings during the week and then our team planned for 2 public open houses - one on Saturday and one on Sunday. The house had a great opening week and the feedback was amazing, but for one thing - the price was a little too high.

This happens. Our clients wanted to be sure they weren't leaving money on the table and we understand that. Though we did discuss the pros and cons of pricing too high when coming on the market, the final list price is always our client's decision. Pricing is key and if you don't get it right the first time, you have maybe one opportunity to course correct. Within 3 weeks, our client agreed to lower the price to \$699K and that ended up garnering us 2 offers (one cash!) over the new list price. Even with the price drop, we ended up selling the property for the highest price seen in that neighborhood in over a decade!

Placing a house on the market is like launching a Broadway Show. It takes lots of planning, careful consideration and you have to have good actors! Luckily for our production, Laura and I worked together to make this one a show stopper! I look forward to collaborating with Laura on many more projects to come, as I trust her implicitly with dealing professionally with my clients and staging a home to perfection!

Thank you NJ Metro for the opportunity to collaborate with top notch professionals!



front door of a prospective home. Eight seconds is all it takes for them to make up their minds. Staging is key!

The South Orange home was beautifully renovated... new white kitchen with quartz countertops, gleaming hardwood floors, new bathrooms throughout. However, knowing her client was going for top dollar in a neighborhood that had not seen a price like that before, Caroline knew staging was going to be key to overcome some of the objections. The goal of home staging is to re-focus prospective buyers' eyes away from the challenges of a home (and most of them usually have

## AOE Gold Sponsor

### Fill Your Homes Faster with Valley's Builders Advantage Program

Our flexible pre-sale requirements are the tip of the iceberg.  
Be sure to ask me about the following:

- Low Down Payment Programs
- Proprietary Programs for Low-to-Moderate Income Households
- Valley's New Medical Program
- Loans up to \$10MM
- Multiple Rate Lock Options

♦ And Introducing The Power of **ONE**:

We simplify things for your buyers with **ONE** Loan and **ONE** Loan Closing that covers them throughout the construction phase and throughout the life of their mortgage loan.



**Dave DeBonis**  
Construction Lending Specialist

NMLS #1011554  
973.207.6500  
[Valley.com/ddebonis](http://Valley.com/ddebonis)



All loans are subject to credit approval. ©2019, Valley National Bank. Member FDIC. Equal Opportunity Lender. All Rights Reserved. VCS-8601

## AOE Gold Sponsor

*Building with you since 1955!*

# H.J. OPDYKE LUMBER CO.

## GREAT HOMES START AT OPDYKE

STAIRS DECKS MILLWORK BUILDING MATERIALS WINDOWS CABINETRY

[www.opdyke.com](http://www.opdyke.com)



## AOE Silver Sponsor



We LISTEN to what you DON'T say!



Kenneth J. Fox, AIA PP—License #A1-09263

546 State Route 10 West, Ledgewood, NJ 07852-9641

973-970-9355 (O) - 973-970-9355 (F) - design@foxarch.com - www.foxarch.com

We are a comprehensive and aggressive architectural firm that takes pride on being able to incorporate original building design with functional proficiency while advancing and utilizing emerging technologies. Our dedicated staff listen to the needs of the client to provide a cost effective, conscientious, intelligent, and functional design. Computer aided drafting, and the latest technological improvements, allow us to provide the same attention to detail for multi-million dollar corporate clients as to other clients, such as municipal entities that are on a limited budget.



## AOE Silver Sponsor

*Archuleta Builders offers Custom Homes including Additions, Renovations & Remodels. Specializing in Kitchens, Bathrooms & Basements. Our mission is to create that perfect space you can call home.*



Alan Archuleta



973.986.6656

alan@archuletabuilders.com

<https://archuletabuilders.com>

## AOE Silver Sponsor



### Congratulations

**to All the Nominees of the Awards of Excellence 2019.**

Your achievements in construction, sales and marketing are an inspiration to all of us in the residential building industry.



### About JM Sorge

JM Sorge is a leading environmental consulting firm that specializes in creating practical solutions to complex environmental problems for businesses and communities.

57 Fourth Street, Somerville, NJ 08876 • 908-218-0066

consult@jmsorge.com • [www.jmsorge.com](http://www.jmsorge.com)

## AOE Silver Sponsor



Smolin is proud to support The Metropolitan Builders & Contractors Association of NJ on its 2019 Awards of Excellence.

# Smolin

ADVISORY • TAX • ACCOUNTING

New Jersey • New York • Florida

973.439.7200 • [smolin.com](http://smolin.com)

## AOE Silver Sponsor



### Building Luxury New Homes & Apartments in NJ & PA

**Country Classics at Hillsborough**  
Exquisite Single-Family Homes in Hillsborough, NJ

**The Estates at East Amwell**  
An Exclusive New Home Opportunity in East Amwell, NJ

**Fairway 28**  
A Country Classics Rental Community in Bridgewater, NJ

**745 Hamilton – Coming Soon!**  
A Brand New Rental Community in Somerset, NJ

[www.Country-Classics.com](http://www.Country-Classics.com)

## AOE Silver Sponsor



CIVIL ENGINEERING  
ENVIRONMENTAL  
SURVEYING  
LANDSCAPE ARCHITECTURE  
GEOTECHNICAL



Clinton | Asbury Park | Denville | Philadelphia  
T: 908-238-0544 | [www.elp-inc.com](http://www.elp-inc.com) | Follow us @ELPAssociates

## AOE Silver Sponsor

### CARVED SIGNS



### PARKING & SAFETY



### PROJECTING SIGNS



### DIMENSIONAL LETTERS



### ADA & WAYFINDING



### EMC



Need Signs?

**CUSTOM SIGN SOURCE**  
973.970.9280  
[info@customsignsource.net](mailto:info@customsignsource.net)  
5 Lane Rd, Lodi, NJ 07630  
[www.CustomSignSource.net](http://www.CustomSignSource.net)

## AOE Silver Sponsor



NORRIS McLAUGHLIN | P.A.  
ATTORNEYS AT LAW

Jerry Gallagher, Esq.

Contracts | Construction Liens

Commercial Collections | Civil Litigation

t: (908) 252-4344 | e: [jfgallagher@norris-law.com](mailto:jfgallagher@norris-law.com)

Bridgewater, NJ | New York, NY | Allentown, PA

[www.norrismclaughlin.com](http://www.norrismclaughlin.com)

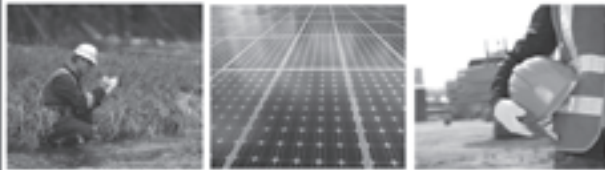




## AOE Silver Sponsor



**Environmental • Engineering • Energy  
Waste Management • EH&S Compliance**



At Whitman, we pride ourselves on being a full-service consulting firm with the ability to take care of all your needs in-house. We are responsive advocates for our client family, offering high-quality products and tailor-made solutions for every client and during every project.

**Over 30 Years of Professional Service**

7 Pleasant Hill Road  
Cranbury, NJ 08512  
(732) 390-5858

Additional Location in Allentown, PA

[www.whitmanco.com](http://www.whitmanco.com)

## AOE Silver Sponsor



*Nisivoccia LLP is proud to support  
Metropolitan Builders & Contractors  
Association of New Jersey*

*Congratulations to the  
2019 Awards of Excellence Winners*

Nick Sarinelli, CPA, CFE, Partner | Douglas Collins, CPA, Partner

We will individualize and deliver  
the right services so you can succeed.

- Construction Contractors
- Real Estate Developers and Managers
- Not-for-Profit Organizations
- Governmental Entities
- Healthcare and Dental Providers and Facilities
- Private Enterprise and Family Owned Businesses
- Manufacturing and Distribution
- Employee Benefit Plans

**NISIVOC CIA LLP**  
Certified Public Accountants & Advisors  
973.298.8500 | [www.nisivoccia.com](http://www.nisivoccia.com)  
Member of the independent member of BDO International

## AOE Silver Sponsor

**ANTHONY & COMPANY, INC.**  
*Insurance*  
Managing Risk. Assuring Your Future.

**BIG NEWS!!**

**NEW HOMEBUILDER INSURANCE  
PROGRAM**

Home Builders  
Remodelers  
General Contractors

**LIABILITY, AUTO, EQUIPMENT  
WORK COMP, UMBRELLA**

Call us for more information  
(908) 806 8844

## AOE Silver Sponsor



**We've Built a Solid Reputation  
in the Development Industry.**

Brach Eichler's attorneys work with developers, general managers, construction managers, and subcontractors from contract negotiation to project completion and all phases in between. The Firm also advises on all legal issues from bid responses and preparation to litigation and dispute resolution. Our team provides legal advice on each state of the project from start to finish.

For more information contact:

Susan R. Rubright, Esq., Member  
[srubright@bracheichler.com](mailto:srubright@bracheichler.com) | 973.403.3157

**BRACH | EICHLER LLC**  
Counselors at Law

101 Eisenhower Parkway, Roseland, NJ 07068  
[www.bracheichler.com](http://www.bracheichler.com) | 973.228.5700

Roseland, NJ | New York, NY | Palm Beach, FL



# It's Time for Grillin 'n' Chillin



Metropolitan Builders & Contractors  
Association of New Jersey

Join us!

## Raritan Inn

528 County Rd 513, Califon, NJ 07830

Sept. 12 — 5 p.m. to 9 p.m.

\$60 per person\*



Don't miss Metro's most popular social event. Lots of food, cold beer, games and fun. It's a great opportunity to catch up with colleagues and meet new people. Sign up today!

**NEW THIS  
YEAR:  
Karaoke**



### Best Construction Mixer EVER!

- Giant Jenga
- Bocce
- Corn Hole
- Horseshoes



Admission Tickets\* ☐ Prepaid tickets: \$60 ☐ After September 1 or at the Door: \$75

### Sponsorship Opportunities

<input type="checkbox"/> <b>Event</b> (10 dinners, 1 lg. company sign, 10 sm. company signs)	\$1,000	<input type="checkbox"/> <b>Bar</b> (2 dinners, signage)	\$500
<input type="checkbox"/> <b>Parking</b> (2 dinners, signage)	\$500	<input type="checkbox"/> <b>Food</b> (1 dinner, signage)	\$300
		<input type="checkbox"/> <b>Games</b> (contact office for details)	\$250
		<input type="checkbox"/> <b>Griller</b> (Sign at grill)	\$100

*Multiple opportunities in each category !*

*All sponsors receive recognition signage at the event and in OnSite Magazine*

Name \_\_\_\_\_ Company \_\_\_\_\_

Phone \_\_\_\_\_ E-mail \_\_\_\_\_

# Attendees \_\_\_\_\_ and sponsorship choice \_\_\_\_\_

My check for \$ \_\_\_\_\_ is enclosed. OR Charge my credit card \$ \_\_\_\_\_

Name on card \_\_\_\_\_

Address: \_\_\_\_\_ City: \_\_\_\_\_ St \_\_\_\_\_ Zip Code: \_\_\_\_\_

Mastercard/Visa/AMEX# \_\_\_\_\_ Exp date \_\_\_\_\_

Mail to Metropolitan: 39 East Hanover Ave, Suite C2, Morris Plains, NJ 07950 or fax to 973 887-2926, or email [barbarab@metrobcn.org](mailto:barbarab@metrobcn.org)

Cancellation Policy: Cancel by **Aug. 31, 2019** for Refund \* No Shows Will Be Invoiced

# Third Annual Metro Cup

**Tuesday, Oct. 1, 2019**



**Royce Brook Golf Club**

**West Course (Private)**

201 Hamilton Road Hillsborough, NJ 08844

**18-hole Shot Gun at 1:00**

**Scramble Format**

**Lunch/Registration: 11:30am**

**Cocktails / Dinner 6:00pm — Awards 7:00pm**



Metropolitan Builders & Contractors  
Association of New Jersey

## Sponsorship Opportunities!

- ☐ **Premiere \$2,500:** 4 golfers, premiere signage @ sign-in and dinner, cover and story in OnSite magazine (one available)
- ☐ **Corporate Sponsor \$2,000:** 4 golfers, premier signage @ sign-in and dinner, full page OnSite ad
- ☐ **Eagle \$1,650:** 4 golfers, 1 tee sign, signage @ dinner
- ☐ **Birdie \$800:** 2 golfers, 1 tee sign, 1/2 page OnSite ad
- ☐ **Shirt \$1,000:** Company logo on sleeve (two available)
- ☐ **Dinner \$500:** 2 dinners, signage @ lunch & dinner
- ☐ **Bag Tag \$700:** Logo on bag tags (1 available)
- ☐ **Score Card \$300:** Logo on score cards (1 available)
- ☐ **Hole-in-One \$250:** Sign @ Hole-in-One & dinner (3 available)
- ☐ **Games \$250 each:** Sign @ hole tee box
  - ☐ Closest to the Pin ☐ Hit the Green
  - ☐ Longest Ball ☐ Straightest Ball
- ☐ **Beverage Cart/Keg Tent \$250 each**  
Sign on cart/tent. All golfers get two drink tickets for cart/tent
- ☐ **Range \$200:** 1 tee sign
- ☐ **Tee sign \$150**
- ☐ **Pin Flag \$150** (company logo on flag)
- ☐ **Tee Sign & Pin Flag Combo \$250**
- ☐ **OnSite Ad** ☐ \$350 full page ☐ \$250 half page
- ☐ **Cart Sign \$300:** logo on sign in all carts

☐ "Early Bird" (registered & paid prior to Aug. 22)

18-hole Golfers @ \$225 each

☐ 18-hole Golfers @ \$275 each (after Aug. 22)

☐ Non-member Builder/ Remodeler @ \$200 ea.  
(invite potential new members)

☐ Dinner only @ \$75 each

Total:

Golfers' names and email:  
(Names & sizes required by 9/11)

Shirt size  
Med. To 2X  
(Specify if Ladies)

Email: \_\_\_\_\_

Email: \_\_\_\_\_

Email: \_\_\_\_\_

Email: \_\_\_\_\_

**All sponsors will receive recognition at event and in OnSite Magazine**

Name \_\_\_\_\_ Company \_\_\_\_\_

Address \_\_\_\_\_ City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Phone \_\_\_\_\_ E-mail \_\_\_\_\_

My check for \$\_\_\_\_\_ is enclosed (golfers \$\_\_\_\_\_ and sponsorship \$\_\_\_\_\_ ) or charge my credit card \$\_\_\_\_\_

Name on card \_\_\_\_\_

Billing Address: \_\_\_\_\_ City: \_\_\_\_\_ St \_\_\_\_\_ Zip: \_\_\_\_\_

Mastercard/Visa/Amex# \_\_\_\_\_ Exp. date \_\_\_\_\_

Mail to Metropolitan: 39 East Hanover Ave, Suite C2, Morris Plains, NJ 07950 or fax to 973 887-2926, or email [barbarab@metrobcn.org](mailto:barbarab@metrobcn.org)

Cancellation Policy: Cancel by Sept. 11, 2019 for refund \* No-shows will be invoiced

# Silver Hammer & AOE Gold Sponsor



You won't find them in ordinary kitchens.  
Or at ordinary stores.

Sub-Zero, the preservation specialist. Wolf, the cooking specialist.  
Cove, the cleaning specialist. You'll find them only at your local kitchen specialist.



235 McLean Blvd.  
Route 20 North  
Paterson, NJ 07504  
973-247-1860  
[RenosAppliance.com](http://RenosAppliance.com)