

June 2020

OnSite

METROPOLITAN BUILDERS & CONTRACTORS ASSOCIATION OF NJ MAGAZINE



JUNE IS HOME OWNERSHIP MONTH
BUILDERS ARE BACK!

WORKING THROUGH THE STAY AT HOME CHALLENGE

SEE PAGE 11



COMING THIS FALL!

Stay Tuned for Further Updates.

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

OnSite / June 2020

Executive Officer: Robert J. Bracken

Editor: Monica Duarte

Design: Gregory J. Del Deo

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.

Gold Hammer Sponsors



**Giordano
Halleran &
Ciesla**
ATTORNEYS
AT LAW

Silver Hammer Sponsors



M&T Bank
BD Capital
FERGUSON
Baths, Kitchens & Lighting Gallery



President's Message

June 2020

Dear Friends,

As the first half of the year comes to a close, we can start to reflect on the effects the shutdown had on our businesses and start to look forward into Phase 2 and 3 of the reopening of the state.

I would like to thank everyone who attended our virtual crisis meetings. Together as an association, we were able to help each other navigate all the different programs that were available. It is such a great feeling to know many of you received your PPP money, grants and/or unemployment to help your business stay open and keep your employees employed.

As we look into the second half of the year, here at Metro we will be having our annual Metro Awards of Excellence Gala! For the first time ever, it will be presented virtually. This is the association's largest fundraiser. I hope that you will support us as you have done in the past.

Earlier this month, we hosted our first ever Metro Virtual Comedy Night and it was such a huge success. It was nice to sit home on a Friday night and laugh with friends and family. I would like to thank Tony Cretella from Custom Sign Source for referring the comedians to us and we look forward to another one in the future.

Last year, we started the discussion of having our own Women in Construction Council and the benefits it would bring to our members and the association. I am happy to report that we held our first meeting this month and it was very informative. I look forward to appointing a chair and co-chair and see the growth of our own WCC.

Lastly, this is the time of year that the Nominating Committee meets to put together the 2021 Slate of Officers. I would like to invite anyone that is interested in becoming more involved to reach out to Bob or myself to discuss the opportunity to become a board member!

Have a Happy and Safe 4th of July!



Metropolitan Builders & Contractors
Association of New Jersey

Ronnie Glomb
2020 Metro President



Bob's EO Perspective



Members Helping Members...

As the New Year rolled in, could you ever have thought we would be where we are today? I believe, we were all anticipating a very prosperous 2020; then we got slammed with the horrific pandemic that affected every phase of our industry and lives. It caused millions to be unemployed, the stock market hit lows and the population was left wondering what's next.

With a few great members at Metro and my hat goes off to Frank Coppola for jumping in and creating his "Metro's Covid-19 Information Hub", better known as www.MetroCovidRecovery.com. This turned out to be a valuable resource where our members could click on a link and learn where to go for financial assistance, CARES Act, unemployment, jobsite safety and so much more. Frank Coppola and Ronnie Glomb spent hours gathering contacts and organizing all the information – which members are still using today. Frank and Ronnie

also created the "Virtual Crisis Education" meetings on ZOOM, where members, almost daily, in excess of a 100, tuned in to listen and learn.

Recently, a member emailed me asking for assistance in how to bid a prevailing wage job. I reached out to Frank Belgiovine and asked for his assistance and he stepped up to the plate with some really good facts and direction for them to take. We had member accountants, loan officers and attorneys who offered and came on ZOOM meetings to share their valuable information and guide members in the right direction.

This is what being a member of Metro really means – getting a helping hand when you need it, a team building comradery that is long lasting and meaningful. It's being a part of what I call the triple play – belonging to Metro, NJBA and NAHB. Our association dues are a small price to pay for everything that is available to you.

Stay healthy and see all of you soon!

Bob Bracken, EO

BBracken@metrobc.org

Cell: 973-222-5173

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.

NAHB AFFILIATE

Saiber LLC

Justin Calta

18 Columbia Turnpike Suite 200
Florham Park, NJ 07932
973-622-3693 • jcalta@saiber.com

Sponsor: Timothy Lough

Bio: lawyer who represents national and regional developers, business owners, and property owners in all aspects of land use and zoning matters throughout Northern and Central New Jersey, including Morris, Essex, Union, Hudson, and Bergen Counties. Also, well-versed in commercial real estate transactions

**WRITTEN
INSURED
New Home
Warranties**

Jana Watts
800.247.1812
ext. 2104

sales@rwcwarranty.com
www.rwcwarranty.com/MetroNJ

RWC
RESIDENTIAL WARRANTY COMPANY, LLC



**YOU'RE NOT
GAMBLING**
when you install a



BUDD
Central Cleaning System
Established 1961

(201) 891-3010 (201) 891-7901 • Fax

MEMBERSHIP SPONSORS



**Giordano
Halleran &
Ciesla**

SESI
CONSULTING
ENGINEERS

GPS
KITCHEN
BATH
LIGHTING
CABINETS
General Plumbing Supply

Andersen



NAHB Spike Club

We need your help...

Have you contacted a Builder or Associate Member
(that *you* brought into the Metro Association
during the last 12 months?

**A great path to *Membership Retention*
is to keep the conversation going.**

Find out how they are doing.

Do they need any assistance?

What could Metro do for them?

*Would they like to become more involved in the
association or serve on a committee?*

Thank you for being a committed member.

Keep up the good work!

2020 SPIKE CLUB

Bill Asdal	2
Tom Colicchio	1
Frank Coppola	2
Andrew Giannattasio	1
Ronnie Glomb	12
Hendel Gonzalez	1
K. Hovnanian	1
Roger Hendrickson	1
Felix Lettini	1
Timothy Lough	1
Dominick Paragano	1
Steven Shaw	1



Membership in this prestigious
Club is for any Metro member
who has brought in 2 or more new
members during 2020.
Thank you for your efforts in
recruiting new Metro Members!

Accessory Dwelling Units

REALTOR Party Hot Topic Alerts
Part 3: by Wendy Penn

LOCAL ADU ORDINANCES

Many cities, particularly those with high housing costs, are taking steps to allow the construction of ADUs. Seattle has enacted an ordinance that eliminates off-street parking requirements and owner-occupancy requirements for ADUs. The new Seattle ordinance will also allow two ADUs to be constructed on the same lot. The ordinance went into effect August 8, 2019. In San Francisco, ADUs are allowed on any lot located in an area that allows residential use. The ADU must be constructed entirely within the existing build envelope building or within the existing auxiliary structure on the same lot. San Francisco also has a program that allows the legalization of ADUs that were built or added without permits.

Boston experimented with an ADU Pilot Program from October 2017 to May 2019. The Pilot Program allowed the construction ADUs in owner-occupied dwellings with three or fewer units. The City offered guidance and advice on the design and construction of ADUs. The City also offered no-interest loans for ADU construction to eligible homeowners. Over the eighteen months the Program was in operation more than 50 homeowners received assistance in moving from ADU design to construction. The Pilot Program was so successful that the zoning changes in the Program have been made permanent, and the Mayor's FY2020 budget has recommended that \$650,000 be provided for no-interest loans under the Program.

Local ADU ordinances, however, often come with restrictions. While most ordinances do not limit the use that may be made of the ADU, some do. The ADU ordinance in St. Paul states that either the primary or the accessory unit must be occupied by the owner as his or her permanent residence, and no more than one family is allowed in both the principal unit and the accessory unit together. In addition to occupancy or use restrictions, local ordinances may also place restrictions on the design and construction of an ADU. For example, the Nashville ordinance relating to ADUs states that the living space of a

detached ADU may not exceed 700 square feet. The ordinance also provides that a detached ADU must "be of similar style, design and material color as used for the principal structure and shall use similar architectural characteristics, including roof form and pitch, to the existing principal structure." A detached ADU in Nashville "may have dormers that relate to the style and proportion of windows on the detached accessory dwelling and shall be subordinate to the roof slope by covering no more than fifty percent of the roof."

WHOSE RIGHTS ARE BEING INFRINGED?

The debates over whether to allow ADUs comes with tension between two important interests. On the one hand, property owners want to use their property as they see fit, whether that use is to accommodate a family member, turn a small profit, or just to help with the monthly mortgage payment. On the other hand, the residents whose neighbor wants to construct



an ADU may be afraid that allowing ADUs in their residential neighborhoods will bring about increased traffic and crowding, and may attract and crowding, and may attract transient residents who will drive down the values of other properties.

Any restrictions on how an owner uses his or her property maybe regarded as an infringement on property rights. Some such infringements like reasonable zoning ordinances, have long been regarded as being within the power of the state of local government to adopt for the general welfare. Property owners may challenge restrictions and may certainly complain about them from legal standpoint, however, a restriction on using property has to be quite dramatic before courts will take notice. A restriction on the use of property will rarely be an unconstitutional taking of property unless there is little or no viable economic use that can be made of the property. Prohibiting or limiting ADUs on a property already occupied by a single-family home lawfully be constructed does not deprive an owner of all “viable economic use” of the property.

As far as infringing on the rights of neighbors, the negative impacts of ADUs are, most likely, overstated. ADUs are often strictly limited in size, so even an attached or unattached ADU will not be architecturally overwhelming. The small size also means that ADUs will appeal mostly to one or two-person households. Some local ordinances limit the total number of people that may live on a property with an ADU. The ordinance in Ann Arbor, for example, limits the number of people who may live in an ADU to “two persons and their offspring living as a single housekeeping unit.” The total number of persons residing in the primary dwelling unit and the ADU combined may not exceed “four persons plus their offspring, except when a functional family is allowed by special exception use.”

There are a number of reasons homeowners are interested in adding ADUs to their residence. One of the most common reasons us the possibility of extra income. The rent from an ADU can help with the homeowner’s mortgage payment, or it can just be a nice bit of extra income every month. Those who would rent their units need to understand that they would become landlords, and the legal relationship of landlords to tenants is a complex one. A landlord is not shielded from the laws regarding residential rentals just because he or she is renting an ADU.

Silver Hammer Sponsor

Reno's Appliance,

more than just the best price since 1951.



Cooking • Electronics • Grilling
Laundry • Air Conditioning • Refrigeration
Kitchen Cleanup • Vacuums • Mattresses
And More!



235 McLean Blvd.
Route 20 North, Paterson
973-247-1860
RenosAppliance.com
3.5% NJ Sales Tax

Silver Hammer Sponsor

**Offering builders rates to
our membership.**

**Sell your next home
for as low as 2%**

Ask how you can earn
Cash Back at Closing!!

Construction - Real Estate - Consulting

**NewConstruction
InYourTown.com**

Proven Leader in New Construction Sales

855-600-2465 | Mobile: 973-865-5050

Your Town Realty | 5 Maple Ave, Morristown NJ 07960

*In New Jersey commissions are negotiable.

Gold Hammer Sponsor

GIORDANO, HALLERAN & CIESLA, P.C.

is proud to support the

Metropolitan Builders & Contractors Association



**MASTER
SPONSOR**

Defending Our Industry
NEW JERSEY BUILDERS ASSOCIATION

David Miller, Esq.
dmiller@ghclaw.com

Steven P. Gouin, Esq.
sgouin@ghclaw.com

**Giordano
Halleran &
Ciesla** ATTORNEYS
AT LAW

125 Half Mile Road, Suite 300
Red Bank, NJ 07701

441 East State Street
Trenton, NJ 08608

One Gateway Center, Suite 2600
Newark, NJ 07102

(732) 741-3900

www.ghclaw.com

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



Gold 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

"Andersen" and all other marks where denoted are trademarks of Andersen Corporation. ©2019 Andersen Corporation. All rights reserved. MS1904_0142

Gold Hammer Sponsor

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

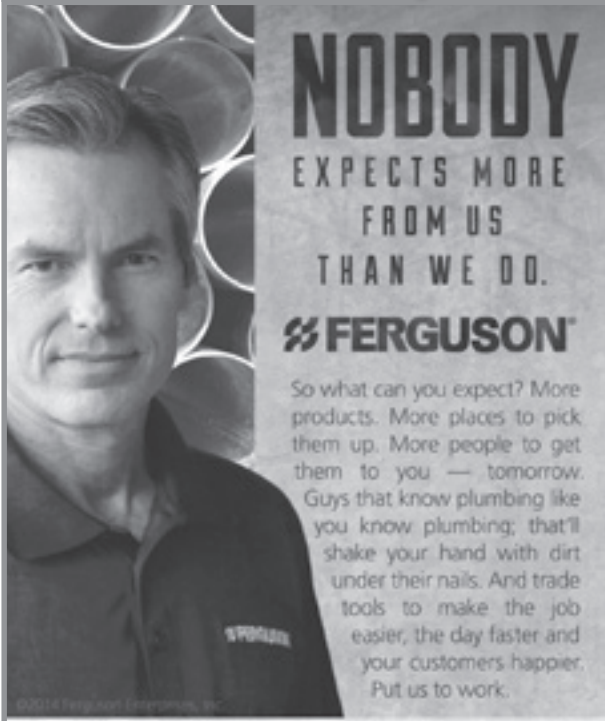
Choose the right engineers
from the start.

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

SESI
CONSULTING
ENGINEERS

Soils & Foundations
Environmental
Land Planning
Water Resources

Silver Hammer Sponsor



NOBODY
EXPECTS MORE
FROM US
THAN WE DO.

FERGUSON

So what can you expect? More products. More places to pick them up. More people to get them to you — tomorrow. Guys that know plumbing like you know plumbing; that'll shake your hand with dirt under their nails. And trade tools to make the job easier, the day faster and your customers happier. Put us to work.

©2014 Ferguson Enterprises, Inc.

KARL'S SUPPLY		A FERGUSON ENTERPRISE	
Fairfield	(973) 221-1777	Bridgewater	(908) 725-0666
Madison	(973)-377-5000	Kenilworth	(908) 298-8513
Sparta	(973) 729-3625	Phillipsburg	(908) 454-0500
Orange	(973) 395-5555	Rockaway	(973) 983-1177

FERGUSON.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*

Submitted by Metro Associate Member
and Associate Director, Karen Adamsbaum



RISK INTELLIGENCE

HOSTED BY
KAREN ADAMSBAUM

As a business owner, if you have payroll, you are required to have Workers Compensation Insurance. The expense for this coverage can be one of your highest operational costs for your organization.

New Jersey has the availability to offer a credit on the policy referred to as New Jersey Contracting Classification Premium Adjustment Program (NJCCPAP). This credit allows specific discount to employers who pay higher than average wages to employees classified within various contracting class codes.

Currently, there are about 70 different contracting class codes that are eligible. A few are Carpentry, Plumbing, HVAC, Electrical, Waterproofing, Street Road Construction and Construction Erection.

I welcome your questions about this credit. Feel free to call me at office 908-526-4600 x207, or cell 973-224-0395, email Karen@insuranceagent.com.

Additionally, I have a YouTube channel (search Karen Adamsbaum; over 100 videos) and Podcast called Risk Intelligence, which is available on iTunes, Spotify, Google and AnchorFM.

Karen Adamsbaum, CIC

The John Morgan McLachlan Agency, Inc.

OnSite
to advertise call 973.887.2888

Builder Members: *Working Through the Stay at Home Challenge*

“We experienced a loss in new renovation and building contracts and found some of our current projects in limbo. Due to health concerns, delays and loss of work, some of our employees were laid off. Additionally, resources and materials were difficult to get as stores that were not deemed essential remained closed, while others deemed essential had limited hours and limited functioning capacity.”

Kristie Veri, President
Cleanscape Construction
(201) 440-0525

“Our challenges all stemmed from the fact that we made promises to our clients that we would deliver their custom home projects on time and on budget. Our clients are like family and we never go back on our word. When towns closed, supply chains were disrupted and our trades struggled with family concerns, we were determined to do everything we could to ensure projects would continue in the most efficient manner, under the circumstances.”

Andrew Giannattasio, Partner
GTG Builders
(908) 797-7930

“There were many challenges with Covid. We had major delays with getting materials, we had to spread out subs so they weren’t working on the same project at the same time, and many townships were very behind, all causing slowdowns in progress (as well as delayed progress payments). We had very few calls for new work during this time, and we believe many contractors were underbidding to get jobs. The challenge we are facing today (which is one I will gladly take on anytime!) is trying to keep up with all of the new requests we are getting for work as many people are ready to get work done now!”

Geraldine Smith, President
All Inclusive Construction & Building LLC
(732) 484-9008

“Since we perform public and private work, the only challenge we found is that our private jobs were considered non-essential and were shut down for a couple of weeks; but our public jobs continued without interruption, except that workers were reluctant to come to work because of the COVID scare. So, I guess we slowed down a little, but nothing consequential.”

Frank Belgiovine, President
Belmont Construction Corporation
(201) 706-8014, Ext 201

CARVED SIGNS



JOB SITE SIGN



ADA & WAYFINDING



Need Signs? **VEHICLE GRAPHICS**



CUSTOM SIGN SOURCE **973.970.9280**
 info@customsignsource.net
 5 Lenel Rd, Landing, NJ 07850

www.CustomSignSource.net

Advertising in "OnSite" Makes the Difference!

ONSITE ADVERTISING RATES

All advertising must be camera ready and paid in advance.

Full page for one year (10 issues)\$2,800.00

Half Page for one year\$1,750.00

Quarter Page for one year\$1,100.00

Business Card for one year\$650.00

	(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: **Monica Duarte** - mduarte@metrobc.org

Metropolitan Builders & Contractors Association of NJ

39 East Hanover Avenue, Suite C2, Morris Plains, NJ 07950



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.

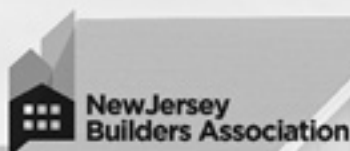
Learn more about our extensive line of elevators and lifts. Call **800.441.4181** or visit us at www.mobilityelevator.com



WHAT'S YOUR VISION?

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

WANT TO START GETTING MONEY BACK FOR PRODUCTS YOU ALREADY USE?



Free Member Benefit of NJBA
www.NJBArebates.com

If you use any of these 50+ participating manufacturers, then it is easy to participate!

- 1 REGISTER
- 2 SUBMIT A REBATE CLAIM
- 3 RECEIVE A REBATE CHECK



THE AVERAGE REBATE
PER BUILDER / REMODELER
COMPANY WHO
PARTICIPATED IN 2019 WAS:

\$1,472.55



Website: www.HBArebates.com | Phone: 866-849-8400
Email: info@HBArebates.com | Facebook: /MemberRebateProgram

Silver Hammer Sponsor

BD Capital

FAST, RELIABLE, LENDING. LONG TERM PARTNER.



 **WE FUND FLIPS!**

1-908-279-7881

www.bdcapitalllc.com • 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



Nick Sarinelli, CPA, CFE
dsarinelli@nisivoccia.com



NISIVOCCIA LLP

Certified Public Accountants & Advisors

973.298.8500 | www.nisivoccia.com

Nisivoccia LLP is an independent member of BDO International.



CALIFORNIA CLOSETS®

JOIN OUR TRADE PROGRAM

As a trusted Trade partner, we provide organizational expertise for every space in the home—from closets to pantries to offices—to create custom solutions for every client. Join our Trade Program today and enjoy preferred pricing and referral commissions.

973.882.3800 californiaclosets.com

FAIRFIELD 4 Gardner Rd

RIDGEWOOD 204 E Ridgewood Ave

BERNARDSVILLE 9 Olcott Sq

Gold Hammer Sponsor



GPS | KITCHEN
BATH
LIGHTING
CABINETS
General Plumbing Supply

shopgps.com

Design Showrooms: Bayonne | Bergenfield | Edison | Flemington | Green Brook
Hawthorne | Lakewood | Matawan | Morris Plains | Orange

For additional locations please visit our website.

KOHLER Signature Store
by General Plumbing Supply

Paramus | Eatontown

kohlernj.com

FRIGIDAIRE GALLERY

new

SMUDGE-PROOF™ BLACK STAINLESS STEEL COLLECTION

Smudge-Proof™
Black Stainless Steel

Introducing the Frigidaire Gallery® Smudge-Proof™ Black Stainless Steel Collection, a beautiful new finish with an easy-to-clean fingerprint resistant surface.



SINGLE WALL OVEN
FGEW3065PD (30")



DOUBLE
WALL OVEN
FGET3065PD (30")



ELECTRIC
FREESTANDING
RANGE
FGEF3036TD
FGEF3059TD



INDUCTION
FREESTANDING
RANGE
FGIF3036TD



GAS
FREESTANDING
RANGE
FGGF3036TD
FGGF3059TD



OVER-THE-RANGE
MICROWAVE
FGMV176NTD
FGMV155CTD



BUILT-IN
MICROWAVE
FGMO206NTD
Shown with 30" Trim Kit
MWTK30KD



FRENCH DOOR
REFRIGERATOR
FGHB2868TD (27 CF)
Standard Depth
FGHF2367TD (22 CF)
Counter Depth



FRENCH DOOR
REFRIGERATOR
FGHB2867TD (27 CF)
Standard Depth
FGHD2368TD (22 CF)
Counter Depth



SIDE-BY-SIDE
REFRIGERATOR
FGSS2635TD (26 CF)
Standard Depth
FGSC2335TD (22 CF)
Counter Depth



TOP FREEZER
REFRIGERATOR
FGTR1842TD (18 CF)



BUILT-IN
DISHWASHER
FGID2466QD
Dark Gray Plastic Tub



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

4 DISTRIBUTION CENTERS IN THE NORTHEAST: FARMINGDALE, NY • CARTERET, NJ • BRIDGEPORT, CT • GLEN BURNIE, MD