

November/December 2019

# OnSite

METROPOLITAN BUILDERS & CONTRACTORS ASSOCIATION OF NJ MAGAZINE



**2019 OFFICERS AND BOARD OF DIRECTORS**  
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CONGRATULATIONS TO  
**ALAN ARCHULETA**  
FOR WINNING THE  
**2019 NAHB REMODELER  
DESIGNEE OF THE YEAR!**

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OF EXCELLENCE**  
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# MEET YOUR 2020 OFFICERS & DIRECTORS

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**Vice President/ Secretary - Phil Calinda**

**First Associate Vice President - Andrea LoMonaco**

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**Immediate Past President - Alan Archuleta**

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**Dave Bernardino - Associate Director**

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**Dave Debonis - Associate Director**

**Ken Fox - Associate Director**

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**Frank Assuncao - Builder Director**

**Frank Belgiovine - Builder Director**

**Eric Metzler - Builder Director**

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

**OnSite / November/December 2019**

**Executive Officer:** Robert J. Bracken

**Editor:** Monica Duarte

**Design:** Gregory J. Del Deo

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

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

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**Alan Archuleta CGB,  
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2019 Metro President  
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# President's Message

## November/December 2019

Looking back at this past year as President of Metro, I am reminded that no great attempt at change comes through sole leadership. As they say, it takes a village. Together, we have positioned Metro in a positive direction. We have set in motion a path towards increased membership by new Builders. Bringing in new Builder members is the key to a successful Builders Association. This year we held our first ever Builders Event to bring Builders and Associates together for a collaborative effort to drive business-to-business cooperation. I am pleased that our revenue stream is strong thanks in part to the contributions of our fellow members. We got Metro's very first Platinum Hammer Sponsor this year and hope to add more in the near future.

One of my goals as President this year was to encourage education. While we have more work to do to show the value that education brings to both individuals and businesses, I am encouraged that we have had several new attendees to classes over this past year. Speaking personally, I have learned so many things on my path towards my designations that have helped me grow both personally and professionally. I challenge and encourage each of you to take even one class. Once you see the value in it, I am sure that you will move on to share my vision. We have a wealth of opportunity to grow by being part of NAHB and the benefits it provides, that it would seem a waste to not take advantage of it all.

I want to take this opportunity to thank the 2019 Board of Directors for their tireless work over this past year. It is evident that they all brought passion and a desire to continually improve Metro so that it remains a truly valuable resource for the building industry. And I thank the entire membership. You are the backbone of this Association. Your contribution, no matter how great or small, is an invaluable part of what makes us great.

Wishing you all a Healthy, Happy and Prosperous New Year!

– Alan

*"Individual commitment to a group effort--that is what makes a team work, a company work, a society work, a civilization work."*

– Vince Lombardi



# Bob's EO Perspective



As the 2019 year comes to a close, I believe that all the members of Metro should be proud of what has been accomplished this year. Membership numbers are on the rise, participation has increased and there appears to be an upbeat sense of enthusiasm.

As we look ahead to 2020, I believe that with our newly elected Officers & Directors and with the help of the new office staff, Metro will provide membership with new & progressive programs to assist them to grow their businesses. It is important to state that membership is a two-way street as you get back from the association what you put in to it. Participation by the members benefits both the members and our association as a whole so please sign up for committees and become an active member in 2020. Together we can make 2020 a year to prosper.

On that note, Thursday, January 16, 2020, will be the first of our "Popup Events" for the General Membership Meetings. I am pleased to announce that the first event will be co-hosted by Andersen Windows & Doors and Blue Ridge Lumber at their new remodeled facility at 742 Route 46 East, Kenil, NJ. Mark your calendars – Come one, Come All.

Happy Holidays to All Our Members!

*"It's not enough that we do our best;  
sometimes we have to do what's required."*  
– Winston Churchill

**Bob Bracken, EO**  
**BBracken@metroboa.org**  
**973-887-2888, Ext 300**

# CONGRATULATIONS!



Congratulations to Alan Archuleta for winning the "NAHB 2019 Remodeler Designee of the Year". Alan's winning of this prestigious award is truly a testament to his belief that education is the foundation for success. He has traveled around the country to take the necessary classes to complete

the required courses to obtain many of the designations that NAHB offers.

Show Alan some Metro Pride, if you are going to the NAHB – IBS Show this year, Alan will be receiving his award on Monday, January 20, 2020 from 5:00 pm to 7:00 pm at the Westgate Las Vegas Resort & Casino, Pavilions 9 & 10 (next to the Las Vegas Convention Center).

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### **Jason R. Rittie, Esq.**

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**Sponsor:** Roger Hendrickson

**Bio:** Attorney- Land Use and Zoning, Residential and Commercial Real Estate

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Bill Asdal	1
Michael Borodinsky	1
David Bossart	1
Tom Colicchio	1
George Fallone	1
Andrea Ford	1
Ronnie Glomb	1
Roger Hendrickson	5
Steve Jensen	1
Tara Schwenker	1
Ralph Tarnofsky	1
Peter Wolfson, Esq.	2
Lewis Zlotnick	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!

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# Networking Series Insider Perspective



## Part 5

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

projects.

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

## Showtime

The event has started, and it is time to put your strategy in place. Your cards are in your right pocket, and your drink is in your left hand ready for a night of handshakes and introductions. Head to the food table because people have their guard down and it is easy to start a casual conversation. Find out if it is a valuable connection by scoping out their nametag while they are perusing the selections. If there's a speaker at the event, approach them before the presentation. He or she will be swamped with people afterward, so it is best to make that introduction before the chaos.

If you are not ready to make bold introductions and engaging VIPs, find the 'lone wolf' who will appreciate someone starting the conversation. Walk confidently and approach with a smile- be the person you would want to meet, open and confident. Notice their name tag and be sure not to break eye contact to review their nametag during conversation. When it is time to leave the conversation, extend your hand to shake goodbye.

Another way to ease into networking is to volunteer. Giving yourself a purpose will make it easier to have conversations, you will also appear as someone who is confident and on a mission. A great volunteer role is the greeter because it is the perfect excuse to say hello and learn guests' names. Do not discount your fellow volunteers. They are dedicated people who likely have connections that will interest you.

While many people are uncomfortable with networking, it is important to roll with the punches. If you outwardly portray your discomfort, the more uncomfortable you make others feel.

Fake it until you make it!

*Learn more about networking in the next issue of OnSite. In part 6 you will learn how to put your best foot forward. Try these tips out and let us know how they work #MayorRoger!*

# SAVE THE DATE

# IBS SHOW

## January 21 - 23, 2020

## (Tuesday - Thursday)

## LAS VEGAS, NEVADA

# Awards of Excellence (AOE) Corner



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

This could be your year to win big at the Awards of Excellence! It's never too early to start planning.

The early bird entry deadline is Friday, January 31st, 2020. As an extra bonus, when you submit two or more entries, you receive ONE FREE ENTRY. So it's time to ask yourself, "Which categories am I entering this year?"

To help with this, here are a few quick questions to get the brainstorm started...

- **Did your company complete a construction project that exceeded your expectations, or was unique in some way?**
- **Was there a new marketing initiative that worked really well? Ex. Social media campaign, a creative new print ad or a logo redesign?**
- **Did your team, or someone on your team, hit a goal or achieve something worthy of recognition?**

If so, the Awards of Excellence is your opportunity to shine!

You will find a full list of award categories and descriptions in this issue of On Site Magazine. If you need help finding a place for your company, please don't hesitate to reach out to me directly. This is a great opportunity for all Metro Members to celebrate their successes of 2019, and I'm happy to help in any way.

Historically, we haven't had many entries under the category of "Subcontractor of the Year." I urge our builders to think about the value our Associate Members have provided to their jobs, and nominate them for Subcontractor of the Year! This not only shows appreciation, but also puts a spotlight on the wonderful relationships built at Metro.

I wish everyone a happy and healthy holiday season, and I look forward to an exciting show in 2020!



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## Popup **2020** Events

**Thursday Jan. 16, 2020 6 to 9 PM**

Andersen 



New Year - New Event

Come to Metro's 1st POPUP Event & Bring a Guest!

We are meeting at "Blue Ridge Lumber" at 742 Route 46, Kenvil, N.J.

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See Blue Ridge Lumber's new remodeled showroom & view their displays  
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Our current members benefit from the growth of our organization with the many new  
Builders and Contractors to network and collaborate with!

---

### **REGISTRATION FORM: Jan. 16, 2020 General Membership Meeting**

Name: \_\_\_\_\_

Additional Attendees: \_\_\_\_\_

Company: \_\_\_\_\_

Telephone Number: \_\_\_\_\_ Email Address: \_\_\_\_\_

Cost: Associates: \$50 per person Builders: No Charge

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## SAVE THE DATES

**THURSDAY, JANUARY 16**  
**GENERAL MEMBERSHIP DINNER MEETING**  
BLUE RIDGE LUMBER AND ANDERSEN WINDOWS  
6:00 PM - KENVIL LOCATION

**JANUARY 21-23, 2020 – NAHB IBS SHOW**  
LAS VEGAS, NEVADA

**THURSDAY, FEBRUARY 20**  
**GENERAL MEMBERSHIP DINNER MEETING**  
MORRIS BRICK & STONE COMPANY  
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**THURSDAY, MARCH 12**  
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3) While you're at it, **'Like'** our page by clicking the **'Like'** button and **'Share'** it with all of your friends by clicking the **'Share'** button and posting it to your page.

# METRO NOTES

## Congratulations to...

**Ken Fox**, Fox Architectural Design, PC for completing the required courses and is now a "Construction Dispute Resolution Specialist" and Arbitrator with Construction Dispute Resolution Services (CDRS). Ken will be adjudicating construction disputes, home owner warranty concerns, and home inspection disagreements.

## Condolences to...

**Kathleen Kurpiel**, EO of Builders & Remodelers Association of Northern NJ, and her family on the recent passing of her father, James J. Costello.  
May his memory be a blessing.

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