

September 2019

OnSite

METROPOLITAN BUILDERS & CONTRACTORS ASSOCIATION OF NJ MAGAZINE

FALL IS THE TIME TO
LAY YOUR FOUNDATIONS
FOR THE FUTURE!

RENTAL ACTIVITIES QUALIFY FOR NEW TAX BREAK

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NETWORKING SERIES INSIDER PERSPECTIVE

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GIVING BACK

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METRO JOINS NJBA FOR A DAY OF GOLF

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

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

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President's Message

September 2019

I hope that you all had a great summer and were able to take some time to enjoy your family or take that much needed vacation you always dreamed of. Fall season is in full effect. As the leaves change color, the hot summer construction season ends and we begin to prepare for cold weather. Builders are making sure foundations and frames are in the ground before winter hits.

September is Associate Appreciation month. We will celebrate our members on Thursday, Oct. 24th at our annual Lobsterfest at Pub 199 located in Mt. Arlington, New Jersey and recognize their contributions to the home building industry on the local level.

I hope to see you on the golf course at Royce Brook on Oct. 1st. There is still time to sign up for a foursome or be placed with other avid golfers. There are many ways to get your company's name out there with various sponsorship packages.

On October 17th, Metro's Associate, John Cioletti of Reno's Appliance, is hosting a pre-holiday mixer. You don't want to miss this fun filled evening of professional networking, great food, and entertainment.

Metro offers many opportunities to get involved on a local, state and national level. Take the time to learn about the benefits of your membership. Visit our Facebook page, website, or call the office for more information.

As always, Metro appreciates your commitment and support of the construction industry.



**Alan Archuleta CGB,
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Yolanda's Blueprint



I can't believe that summer has come to an end. It's back to school for the kids and store aisles are filled with Halloween décor. Metro had a pretty successful summer with AOE in June and the fishing trip that took place in July. Make sure to check out all the photos in this issue of OnSite.

So now you are wondering what is going on for the next three months? Well, we can't end the season without our annual Grillin 'n' Chillin; 3rd Cup Golf event and Lobsterfest. There is still time to register on our website.

Metro's 2020 elections are coming up. There is still time to schedule an interview for October 4th if you are interested in board opportunities. Please call the office to learn more.

Don't forget about the NAHB International Builders Show in Las Vegas from January 21-23, 2020. You can register at www.Buildersshow.com.

By now you should have received in the mail, a packet for the 2020 Metro Membership Directory. Please take the time to review, edit and send back to us by October 1st. There are advertising opportunities for you to consider to promote your business as well as offering business discounts to our members.

We look forward to seeing you in the coming months. Please remember to share Metro with your peers. We can only get stronger with your involvement.

"No one can whistle a symphony. It takes a whole orchestra to play it."
— H.E. Luccock

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Rental Activities Qualify For New Tax Break

You may have heard about the new 20% tax deduction for qualified business income (QBI) for so-called “pass-through” entities which are considered a trade or business. However, there has been some uncertainty determining whether owners of rental real estate were eligible for the deduction. Recent IRS guidance addresses this uncertainty with a proposed safe harbor that allows certain real estate enterprises to qualify as a trade or business for purposes of the deduction.

Prior to the recent guidance, owners were left to determine whether their rental real estate qualified as a trade or business. A trade or business is an activity carried on regularly and continuously for the purpose of making a profit. Sporadic or hobby activities don’t qualify. So, landlords who spend substantial amounts of time managing rental properties would most likely qualify for the deduction. The IRS and courts generally use a facts and circumstances test to determine if a rental real estate activity is a trade or business (as opposed to an investment). Various factors are considered, including the following:

- The maintenance and repairs supplied by the landlord (or an agent of the landlord);
- The landlord’s employment of labor to manage the property or provide services to tenants;
- The landlord’s efforts to rent the property; and
- The purchase of materials, the payment of expenses, and the collection of rent.

These factors must show that the rental activities are regular and continuous enough to constitute a trade or business. The IRS and courts also consider the type of lease signed by the parties. One arrangement that is of particular concern is the triple net lease. This is where the tenant pays rent, as well as real estate taxes, building insurance, and maintenance costs. In this scenario, it might be difficult to argue that the property owner is regularly and continuously involved in a trade or business. Another area of concern is where the property is used part of the year for personal use (i.e.: vacation home).

There is a special rule, however, for self-rentals. The rental of property to a commonly controlled trade or business is treated as a trade or business for purposes of the QBI deduction. For this rule to apply, the same person or group of persons must own 50% or more of the rental activity and the related trade or business.

In addition to qualifying for the deduction based on the factors above, the IRS issued guidance detailing a proposed safe harbor that would allow certain real estate enterprises to claim the deduction.

Generally, the safe harbor provides that eligible rental businesses can claim the deduction if:

- A) Separate books and records are kept reflecting income and expenses for each rental real estate enterprise,
- B) For taxable years through 2022, at least 250 hours of rental services are performed each year for the enterprise. The hours-of-services requirement may be satisfied by work performed by owners, employees or contractors. Qualifying work includes maintenance, repairs, rent collection, expense payment, negotiating and executing leases, and efforts to rent out property. Investment-related activities — for example, arranging financing, procuring property and reviewing financial statements — don’t qualify. For taxable years after 2022, the 250 hours of rental services may be performed in any three of the five consecutive taxable years that end with the taxable year. And,
- C) The taxpayer maintains contemporaneous records showing the income and expenses, the hours of all services performed, the services performed, the dates they were performed and who performed them.

Be aware that utilizing the safe harbor requires the taxpayer to include a statement attached to the return that the requirements in items A)–C) above had been satisfied. The statement would have to be signed by the taxpayer and include the following language: “Under penalties of perjury, I declare that I have examined the statement, and, to the best of my knowledge and belief, the statement contains all the relevant facts relating to the revenue procedure, and such facts are true, correct, and complete.” The individual or individuals who signed would have to have personal knowledge of the facts and circumstances related to the statement.



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Networking Series Insider Perspective

Part 3

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, **3. Preparing for networking events**, 4. How to make the best impression, 5. What to do at networking events, 6. Steps to take after an event.

Create Your Strategy

Developing meaningful and beneficial networking relationships takes an investment of time. That investment should begin before you even meet the person. If you plan on attending an event, think about what type of people will be there, what you want to learn from them, and what you may have to offer as far as knowledge or connections. Always make it a goal to offer them value in the relationship before you ask for anything in return.

Prepare some icebreakers around what is going on in the industry, how long they have been a member or attending Metro's events, what they like about Metro or other useful organizations. Have some general open-ended questions ready. The more other people talk about themselves, the better impression they have of you. So, ask relevant questions to show that you are listening and have an interest in what they are working on or are passionate about. If you know someone who you want to meet, use a mutual acquaintance to make the introduction. Leverage your existing network to expand your reach.

First impressions are important. Wear something tasteful, but that will make an impression. Bring your business cards, wear your nametag in a conspicuous place, and carry your drink in your left hand in preparation of handshakes. Put your business cards in one pocket, and new acquaintances in the other pocket. Bring a pen to make notes about new contacts on the back of his or her business card that will spark your memory later.

Now that you have met some great new contacts, it is time to strengthen your initial impression and understanding of their needs. Schedule your first meeting and do your research. Look up their LinkedIn Profile and their company website. Check out what projects or clients the company manages. You do not want your new connection to have to explain some of the basics to you, but you should arrive with a general understanding and ask insightful questions.

Now, get out there and woo the crowd!

Learn more about networking in the next issue of OnSite. In part 4 you will learn how to put your best foot forward. Try these tips out and let us know how they work #MayorRoger!

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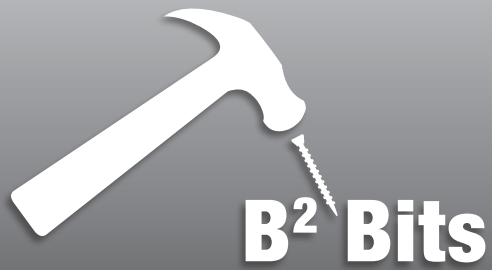
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Giving Back

On March 20, 25 years after graduating from Union Catholic Regional High School in Scotch Plains, NJ, I was invited back to share the journey of how I began a career in the building products industry at Career Day 2019.

I was one of 33 Alumni that shared their story about how their career unfolded. I sat on a panel with four other professionals. A transportation architect, a nutritionist, a nurse and a military hero, feeling slightly nervous because I was going to share my journey about the building products industry. My co-panelists were literally saving lives and I was sharing about windows and doors.

Things didn't get much better, when I started my speech by asking the youth, "Raise your hand if you have ever heard of a lumberyard!" Not one hand raised. I took a deep breath and began to explain our industry. How unique our industry is, and how once you are in, you may recycle to other companies, but typically you don't leave. How our industry is special because it is a relationship business and much of the industry is multi-generational.

Then I began to get some interest.

Fast forward from the panel discussion with juniors and seniors, and now I am in the career fair portion of the day, where sophomores were included as well. I had window corner cuts, some swag, and I showed an assortment of the 50 + E-series colors that

Andersen offers in the Architectural Collection, thinking colors may catch the eye of the youth. I had quite a few young people stop by and ask questions and leave.

And then there was one young lady, Sophomore Yasmen Edmondson, asked even more questions than most. And towards the end of our conversation, she asked to shadow me for the day. I was elated! I told her she would have to ask for her parents' consent and I would be more than happy to plan a day.

Roughly 45 days later, I received a Linked In request from the Yasmen's father. He informed me that I inspired his daughter and she was eager to shadow me. I was



impressed with the follow-up and the follow-thru of this young lady!

On August 8, I was able to put together a culmination of my network and give back in an unbelievable way. I met Yasmen, we had a light breakfast, and I explained about



Andersen Corporation and gave Yasmen 115 years of rich Andersen history in an hour! We then headed to Huston Lumber & Supply in Watchung, NJ and received a wonderful tour from the General Manager, Bruce Stout, who introduced Yasmen to every integral person at Huston Lumber and showed her everything from how it begins with blueprints to how trucks are loaded and product is delivered, processed, invoiced, and if necessary, service on Andersen products Huston sells.

We then partnered with GTG Builders and Yasmen was able to tour a beautiful custom new construction home in Tewksbury, NJ. This was one of the highlights of Yasmen's day, as she had never seen a new construction home before.

We concluded our day with a visit with Yolanda Sheffield Williams, Executive Officer of Metro. Yolanda explained to Yasmen the benefits of the Builder Associations, how we are local chapters of NAHB and how we support and educate builders in our industry through networking, and educational events.

As we drove back toward home, Yasmen and I smiled and each other and relived her favorite parts of the day. She is a very bright young lady, apart of the National Honor Society and a true leader, which you can feel in her presence. Yasmen is beginning her Junior year, participates in Track, has big plans for college, and will focus on a Business Major.

This was a true full circle moment for me – being able to give back in this amazing way to my community that has given so much to me!

I want to thank my dealer partner Huston Lumber & Supply for their partnership and for trusting me with my “outside of the box” suggestions and for being a significant part of the day.

An extra special thanks to GTG Custom Home Builders owner Andrew Giannattasio, and the GTG team for the beautiful homes you build, using Andersen products, and Bob for the after-tour informational session.

A big thank you to Yolanda Sheffield-Williams, Metro Executive Officer and President Alan Archuleta for the opportunity to share all the great things that Metro Builders Association can provide to our builders and associate members.

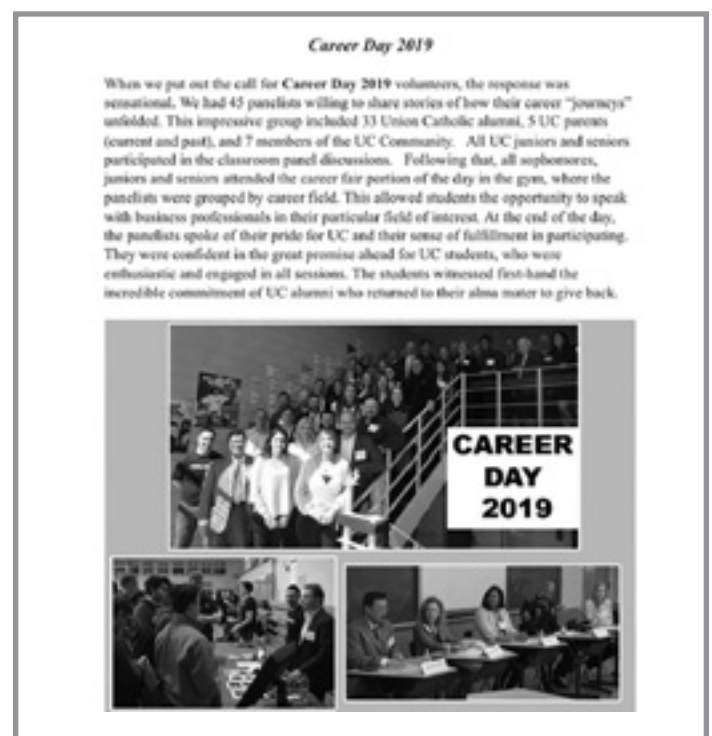
Last, but not least, my sincere appreciation to Yasmen's parents for allowing their daughter to shadow me for the day.



It was a truly special day for both of us.

My challenge to everyone is this- find a young person that you can talk to about our industry. It is hard work, it can be frustrating, and there are a lot of moving pieces. However, it is treasure of stories, fun, rewarding, and no day is ever the same!

What we take for granted every day, is a very special and niche industry, and the stories deserve to be told. You never know what young person might be inspired by your journey!



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NJBA'S ANNUAL GOLF OUTING

August 19, 2019

Cherry Valley Country Club

Members took to the rolling hills of the Cherry Valley Country Club in Skillman for NJBA's 32nd Annual Golf Outing, enjoying a great day for golf while supporting the building industry on a beautifully manicured course with friends and colleagues. We would like to thank the more than 120 people who attended this year's event and all of our sponsors for their support.

NJBA CEO Carol Ann Short, Esq. and NJBA Second Associate Vice President Brian Maffia welcomed everyone to the luncheon that followed the outing where golfers and guests participated in a silent auction featuring coveted sports memorabilia and enjoyed some great food. Following the luncheon, the top golfers were recognized and presented with prizes



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Mail to Metropolitan: 39 East Hanover Ave, Suite C2, Morris Plains, NJ 07950 or fax to 973 887-2926, or email barbarab@metroboa.org

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



Metropolitan Builders & Contractors
Association of New Jersey

**General Membership Meeting/
Associate Appreciation & "Lobsterfest"
Pub 199, 199 Howard Blvd, Mt. Arlington
Thursday, October 24, 2019 – 6 PM- 9 PM**

**Join us and bring a guest!
It's our annual Lobsterfest!**

Your choice of Lobster, T-Bone Steak or Snow Crab Legs with
either 2 Dozen Clams or Shrimp Cocktail and a baked potato
Vegetarian options are also available.

\$65.00 per person (members & guests)



SPONSORSHIP OPPORTUNITIES*

General Sponsors \$300 (includes 1 dinner) Beer Sponsors - \$200

Soda Sponsors - \$150 Tabletop Display \$125

**All sponsorships include a business card ad in an upcoming OnSite issue*

Directions: Route 80 to Exit 30 toward Howard Boulevard. Pub 199 is 1.1 miles on the left

REGISTRATION FORM: October 24, 2019 -Associate Appreciation

Name: _____

Additional Attendees: _____

Company: _____

Telephone Number: _____ **Email Address:** _____

Cost: \$65 per person

Sponsorship Opportunities: General Sponsor: ____ \$300 Beer Sponsor: ____ \$200 Soda Sponsor: ____ \$150
Tabletop Display ____ \$125

____ My check for \$ _____ is enclosed. Payable to: Metro

____ Charge my MasterCard/Visa/Amex): # _____

Name on Card _____ **Exp. Date** _____

Billing Address _____ **City** _____, **State** _____, **Zip** _____

Contact Barbara at the Metro Office for more information – BarbaraB@MetroBCA.org

Mail to: Metro BCA, 39 E. Hanover Avenue, Suite C2, Morris Plains, NJ 07950

Fax to: Metro @ (973) 887-2926 Phone: 973-887-2888, ext 302

CANCELLATIONS MUST BE RECEIVED BY OCT. 17 FOR FULL REFUND

Gold Hammer Sponsor



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