# OnSite

METROPOLITAN BUILDERS & CONTRACTORS ASSOCIATION OF NJ MAGAZINE











# AND THE WINNERS ARE...

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MY AOE EXPERIENCE SEE PAGE 24

METRO'S PARTNERSHIP AWARD WINNER SEE PAGE 29

**WHAT HAVE YOU LEARNED?** 

SEE PAGE 10

# Fifth Annual Metro Cup



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### Tuesday, October 5th

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### 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

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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 July/August 2021

Congratulations to all the 2021 Awards of Excellence winners!!! On behalf of the entire organization, Congratulations to Tammy Murray the AOE chair and her entire committee. Her team made the night an elegant, fun awards. I must also thank our office staff, Kim and Michele for jumping right in and working tirelessly to make sure the event was a success!

It was a great turnout and you could feel the energy in the room, for some people this was the first time they saw each other in over a year and a half. It's those relationships that we all have with one another that makes the night so special.

As I start to see this great organization get back to normal we are starting to see many new and long-time members get involved. This is the time of year that the nominating committee starts interviewing for Board positions. I encourage everyone to get involved and contact the office to have the nominating committee interview you. The process and the people you will meet at the very least will be educational, but more important it is a great way to meet the leaders that have shaped this organization, a better way for them to get to know you and your business and for you to understand how you can help our organization and the industry.

We all know that relationships impact results. Whether direct or indirect, most members say it is the indirect relationships that are producing a higher level of success. Success is not always measured by how many direct jobs you received or referrals. Success can be measured by the impact you have on others, the advice you provide and the trust others have in you.



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### **Welcome New Members!**

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### **BUILDERS**

### Jonathan Gerardo Rockefeller Group

92 Headquarters Plaza, Morristown, NJ 07960

Contact: 201-919-0362

Email: jgerardo@rockefellergroup.com

Sponsor: Ronnie Glomb Bio: Senior Project Manager

### Jacob Fisher Pennrose

1301 N. 31st Street, Philadelphia, PA 19121

Contact: 267-386-8669 Email: jfisher@pennrose.com Sponsor: Ronnie Glomb Bio: Regional Vice President

### **ASSOCIATES**

### Christopher Guddemi Dewberry Engineers Inc.

600 Parsippany Road, Parsippany, NJ 07054-3715

Contact: 973-739-9400
Email: cguddemi@dewberry.com
Sponsor: Ronnie Glomb
Bio: Senior Project Manager

### Joseph Haftek Schenck, Price, Smith & King, LLP

220 Park Avenue, Florham Park, NJ 07932

Contact: 973-539-1000 Email: jrh@spsk.com Sponsor: Ronnie Glomb Bio: Attorney – Partner

### Arthur Linfante, MAI, CRE Integra Realty Resources NNJ

301 South Livingston Avenue, Livingston, NJ 07039

Contact: 973-422-9800 Email: alinfante@irr.com Sponsor: Ronnie Glomb

Bio: Real Estate Advisory, Managing Director

### Carlo Caparruva Midtown Commercial Realty

636 Morris Turnpike, Suite 2B, Short Hills, NJ 07078

Contact: 973-467-0986

Email: carlo@midtowncre.com

Sponsor: Ronnie Glomb

Bio: Real Estate (Brokers/Associates)

### **NAHB AFFILIATES**

### Saiber LLC – Robert Nussbaum 18 Columbia Turnpike

Suite 200, Florham Park, NJ 07932

Contact: 973-645-4802

Email: rnussbaum@saiber.com

Sponsor: Ronnie Glomb Bio: Attorney - Counsel

### White House Designs for Live Mohammed Alhomsi

867 Black Oak Ridge Road, Wayne, NJ 07470

Contact: 201-563-6671

Email: Mfalhomsi@gmail.com

Sponsor: Ken Fox

Bio: Interior design & decorating, Designer

### **2021 SPIKE CLUB**

Frank Coppola 1
Ken Fox 1
Ronnie Glomb 30
Eric Keller 1



Membership in this prestigious Club is for any Metro member who has brought in 2 or more new members during 2021. Thank you for your efforts in recruiting new Metro Members!

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### MICHELE'S EO PERSPECTIVE



Now that we are finally getting back to normal after more than a year of quarantining, zooming and virtual happy hours, Metro came back full force for our Awards of Excellence Banquet. Our members came out to support fellow winners, while enjoying in person conversations, lots of laughs and outstanding work in the NJ construction industry. It was

my first AOE event since joining Metro, and I was personally in awe by the outstanding work completed by our members from luxury homes, to historical buildings and the design of one of the most well-known ball fields in NJ. The Awards of Excellence is an annual event, in fact, our biggest event of the year. So, when the calling for entries takes place, remember to submit your work because 2022 could be your year to shine!

The PWB hosted a live Happy Hour at the Basking Ridge Country Club on June 24th, where a small but lively group of both current and prospective members enjoyed a few drinks, appetizers and a fun game for laughs. Be sure to join them for their next event, or better yet, become more involved in the committee.

We are looking forward to all of our upcoming Metro events, including the General Membership Meeting on July 15th hosted

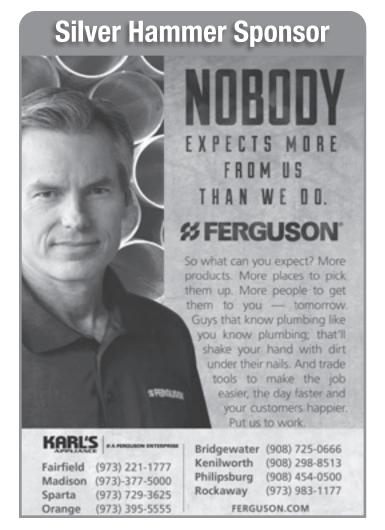
by PWB, our upcoming Sales & Marketing Breakfasts in August & September, and our super-fun Grillin N' Chillin event at the Raritan Valley Inn on September 9th. Of course, we can't forget our 5th Annual Metro Cup on October 5th at the Royce Brook Golf Club. All of these events take a lot of time organizing, and with the help of our members, the Metro Events are always a huge success. If you are a new member, or a long-time member looking to become more involved in Metro, our events are always a great place to meet fellow members, introduce your business and help the association grow.

As always, it is the support of our members who help these events reach fruition, from sponsoring events, to helping hands and donating swag for goodie bags. I am proud to say that the members of Metro are extraordinary.

Stay tuned for our membership drive in September lead by NAHB – 'One in 21.' More details to follow. Last but not least, follow us on Facebook, Linkedin, and Instagram for updates, event reminders, legislative updates, interesting articles, photos and important member news.

Question: How do you make the most of your membership? Answer: Get Involved!

Michele Leppard, E0 mleppard@metrobca.org Cell (201)463-5543





### **WHAT HAVE YOU LEARNED?**



By Karen Adamsbaum, Partner, The John Morgan McLachlan Agency, Inc. karen@insuranceagent.com

Think back 12 months ago. We were in the height of the Pandemic, and we had no clue what was going to happen.

We got up, went about our day as best as we could and went to bed. Then repeat. Uncertainty.

Here we are now. What did you learn? There is no reason for anyone to not have learned anything. As we know the construction industry has a lot of moving parts. If not carefully planned, you most likely will lose money. It is a tricky calculation and balance that needs to be had.

While running the business, who has time to read, go to meetings or take classes to stay on top of it. If anything, try to at least keep up with what is going on. There are many quick and accessible resources available. Download an industry related application or make the website a favorite. Now that you have that on your phone

when you are in the gas line or picking up a cup of coffee and the line is long you have quick access to read and keep up.

For some of us, reading is not our forte. You can always listen and learn. What a better way to utilize your time while in the car in route to your destination. Listen to a podcast or an audible book about a topic you want to brush up on. Perhaps you like talk radio. There are also podcasts that have the talk radio style.

The message here is to keep learning every day. We all had some downtime during Covid. I would hope we took advantage of the that and learned something.

If there is always one thing that no one can take away from you, that is your knowledge.

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ABC Convention, Atlantic City October 11-13, 2021

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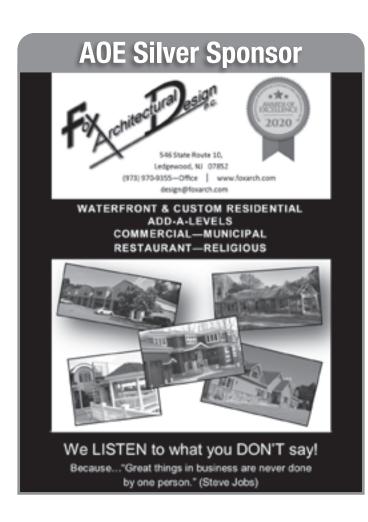


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Want to get more involved with Metro BCA? Start by joining a council!

Contact Kimberly for more information – knordstrom@metrobca.org

# AWARDS OF EXCELLENCE 2021 WINNERS LIST

### **BUILDERS – NEW CONSTRUCTION**

Best Digital Display Ad Woodmont Properties - Woodmont Parc at Roxbury, NJ

Best Community Sales Presentation Video

Woodmont Properties - Woodmont Parc at Roxbury, NJ

Best Use of Social Media for a Corporate or Community Presence GTG Builders

Best Brochure for a Community

Woodmont Properties - Woodmont Parc at Roxbury, NJ

Best Affordable Mt. Laurel Home - Morris Habitat for Humanity 119 Main Street in the Township of Roxbury, NJ

Best Assisted Living Facility - **Belmont Construction**New Jersey Firemen's Home in Boonton, NJ

Best Logo for a Community

Woodmont Properties - Woodmont Parc at Roxbury, NJ

Best Commercial Building (Office Building) - **Belmont Construction**Fairview Municipal Complex in Fairview, NJ

Best Commercial Building (Institutional/Educational) **Bossart Builders** - St. Peter's Episcopal Church in Freehold, NJ

Best Model Home Over \$2500 Per Month - Woodmont Properties 
Woodmont Parc at Roxbury, NJ

Best Modular Home - **Atrium Development Company** De Palmo Residence in Montville Township, NJ

Best Attached Home Over \$500,000 or Over \$2500 Per Month **Red Rose Improvements** - Walker Street Townhomes in Morristown, NJ

Best Rental Community Over \$2500 Per Month **Woodmont Properties** - Woodmont Parc at Roxbury, NJ

Best Custom Single-Family Home Under \$500,000

MS Warraich Associates - Abella Residence in Bergenfield, NJ

Best Single-Family Home \$500,000-\$750,000 Range Fallone Group - Meadowbrook Estates

Best Custom Single-Family Home \$500,000 - \$750,000 Range **MS Warraich Associates** - Petro Residence in Florham Park, NJ

Best Single-Family Home \$750,000-\$1,000,000 Range Fallone Group - Meadowbrook Estates

Best Custom Single-Family Home \$750,000-\$1,000,000 Range Fallone Group - 31 Claridge Lane in Flemington, NJ

Best Custom Single-Family Home \$1,000,000-\$2,000,000 Range **Balassone Builders** - Domingues Residence in Point Pleasant, NJ

Best Single-Family Home Over \$2,000,000

Millennium Custom Homes - 4 Coventry Road in Livingston, NJ

Best Specialty Feature Room - Woodmont Properties Woodmont Parc – Game Room

Best Website for a Community - Woodmont Properties www.woodmontparc.com

Best Signage for a Community - **Woodmont Properties**Woodmont Parc at Roxbury, NJ

### BUILDERS – REMODELING/ RENOVATION PROJECTS

Best Accessibility Renovation

All Inclusive Construction & Building LLC

Ehret Residence in Middletown, NJ

Best Historic Commercial Renovation - **C. Mannion Construction**The Clark House in Mendham Township, NJ

Best Accessory Building Renovation - **Coppola Brothers** Nath Barbeque Niche

Best Remodeled Bathroom Under \$25,000 **MS Warraich Associates** - Abella Residence in Bergenfield, NJ

Best Remodeled Bathroom Over \$25,000 Creative Design Construction - Savvy Soaker

Best Remodeled Kitchen Over \$100,000 - **C. Mannion Construction** The Clark House in Mendham Township, NJ

Best Remodeled Kitchen \$50,000 - \$100,000 Range Creative Design Construction - Blue Gourmet

Best Remodeled Kitchen Under \$50,000 **Creative Design Construction** - Shiplap Style

Best Residential Addition or Alteration \$50,000 - \$150,000 Range MS Warraich Associates - O'Brien Residence in Waldwick, NJ

Best Residential Addition or Alteration \$150,000-\$250,000 Range **MS Warraich Associates** - Kvilesz Residence in Ridgefield Park, NJ

Best Residential Addition or Alteration \$250,000-\$500,000 All Inclusive Construction - Nici Residence in Bridgewater, NJ Best Residential Addition or Alteration \$500,000-\$750,000 Range **C. Mannion Construction** 

The Matthews House in Mendham Township, NJ

Best Residential Addition or Alteration Over \$750,000 **C. Mannion Construction** The Clark House in Mendham Township, NJ

Best Rebuild of a Single-Family Home

Your Town Realty - Radio Road in Little Egg Harbor, NJ

### **ASSOCIATE MEMBER CATEGORIES**

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Best Company Color Ad - Wells Fargo Home Mortgage

Best Company Digital Display Ad - Wells Fargo Home Mortgage

Best Company Brochure - Valley Bank - Caring for Our Communities

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Best Direct Mail Piece - White House Designs for Life
Traditional Media

Best Company Logo - Andersen Windows & Doors

Best TV Commercial - Reno's Appliance

Best Use of Social Media for a Corporate or Community Presence

Valley Bank - Behind the Key/ Home Sweet Home

Best Creative Sales & Marketing Support
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Open House NYC

Best Company Website Product Supplier
White House Designs for Life - www.whdesignsforlife.com

Best Special Event - Valley Bank - Journey to Homeownership

Best Special Promotion

The Gosselin Group of Prominent Properties Sotheby's Int'l Realty
Open House NYC

Best Company Showroom or Sales Display White House Designs for Life Hunter Douglas Design Gallery in Paramus, NJ

Best Kitchen Design **Tewksbury Kitchens & Baths, division of Huston Lumber & Supply Co.** Riegel Residence in Berkley Heights

Best Bathroom Design - White House Designs for Life 24 Turkey Hill Road in Montville, NJ

Best Closet Design - **SSS Custom Closets**White Chocolate and Champagne Gold Accessory Alcove in Mt. Vernon, NJ

Best Special Feature Room Design (Interior)

MarketPlace Designs - Private Club in Morristown, NJ

Best Interior Merchandising Design - White House Designs for Life 24 Turkey Hill Road in Montville, NJ

> Best Architectural Design Single-Family New Construction Under 3500 Sq. Ft. Fox Architectural Design

Travers/Wallizadeh Residence in Parsippany/Troy Hills, NJ

Best Architectural Design - Residential Single Family New Construction Over 3500 Sq. Ft. - **GTG Builders** Beck-Dubovich Residence in Hillsborough Township, NJ

Best Architectural Design: Residential Single-Family Renovation Fox Architectural Design

Palesado Residence in Township of Roxbury, NJ

Best Architectural Design: Commercial New Construction
Fox Architectural Design
Dellamo Mixed Use Building in Township of Netcong, NJ

Best Engineering Design: Site Design – Commercial Property

Engineering & Land Planning Associates

Diamond Nation in Flemington, NJ

Best Engineering Design: Site Design-Brownfield Redevelopment **SESI Consulting Engineers** - Kingsland Street in Nutley/Clifton, NJ

Best Engineering Design: Site Design-Historic Building Preservation

Engineering & Land Planning Associates

Sergeantsville Inn in Delaware Township, NJ

Best Engineering Design: Site Design - Multi Family Public Access **Structural Workshop** - Hudson Yards Lighting Assembly

Best Engineering Design: Site Design-Waterfront Engineering
SESI Consulting Engineers - Hackensack, NJ

Best Engineering Design: Site Design-Habitat Restoration
Engineering & Land Planning Associates
West Brook Habitat Restoration in Ringwood Borough, NJ

The Give Back Award: Best Community Involvement

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Special Achievement in New Home Sales Your Town Realty - Ronnie Glomb

Leasing Consultant of the Year Woodmont Properties - Erica O'Malley

Project Manager of the Year **Millennium Custom Homes - Tino Calinda** 

Leasing Consultant Team of the Year Woodmont Properties - Megan Lalor, Nathan Mundi and Erica O'Malley

The Metro Partnership Award - Belmont Construction

Community of the Year - Best Rental Community Woodmont Properties - Woodmont Parc at Roxbury







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### **MY AOE EXPERIENCE**



By Tammy Murray, Andersen Windows, AOE Chair

It was September 23, 2020. One week after our 2020 Awards of Excellence, which was held virtually because of a global pandemic. The AOE committee

had some challenging days ahead of us. At the time, there was no vaccine available. How do we plan for an event, and we don't know if the country will be opened? Should we plan for it live? Should we plan for it virtual? Should we do both? Will members even show up to a live event? These are all questions that raced through our mind as we began to plan this experience for all of you.



In the months to come, we stayed the course. We met regularly to discuss our ideas and plans. We had transitions with our office staff internally. Every committee member was present and engaged. Not only did we want to plan the best experience for all of you, but we genuinely enjoyed working with each other. Our goal was to provide a top-notch event.

Fast forward to June 10, 2021. Through our planning and perseverance in a challenging time we overcame it all. We booked a hybrid event that was both live at the Hanover Manor and livestreamed. We had a record number of members come out to support the 37th Annual Awards of Excellence, thanks to the scientists that made a vaccine available in months.

The true definition of a team is when people work together to achieve a goal. This year's Awards of

Excellence was exactly that. It is sincere thanks to every single sponsor that donated their time and money to make this event successful. It is gratefulness to our President Ronnie Glomb who helped with the vision we had every step of the way. It is appreciation for one of greatest and most professional committees I have had the pleasure to work with - Caroline Gosselin, Franz Laki, Andrea LoMonaco, Vernon Tatum, and Kristie Veri for taking time away from their own businesses to plan and make sure our execution was second to none. It is with gratitude to the Metro Board of Directors for their support with every request we had. It is with a sense of awe in the outstanding supporting role that our new Executive Officer, Michele Leppard and our new Office Manager, Kimberly Nordstrom played in crunch time. And last but certainly not least, it is with an enormous amount of respect to every builder, remodeler, architect, developer, and trade member that took the time to submit

your projects.

My takeaway from this event is simple. This was a team effort and we are so powerful when we work together. I am grateful for the experience and the opportunity. I want to encourage you all to do three things moving forward.

One, please share your experience by sharing your awards on social media. The event can be bigger and better when more people are aware of the opportunity.

Two, please consider what projects you would like to submit for next year's Awards of Excellence. It is never too early to start getting your pictures together.

Three, get involved in your local builders' association. This is our industry. We must nurture it and keep

it blossoming and growing. Fun events like this are a nice cherry on top.





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### **AOE MEMBER SPOTLIGHT –**

Getting to know Frank Belgiovine and the winner behind this year's 2021 Metro's Partnership Award



Name: Frank Belgiovine, President/CEO

Years in business: 31

Company: Belmont Construction Address: 240 W. Passaic Street, Suite 11, Maywood, NJ 07607 Phone Number: 201.706.8014 Email: fb@belmontconstruction.com

### **GETTING TO KNOW YOU:**

Favorite Color: Blue & silver

Favorite Food: Home cooked Italian Food and Ribs

**Favorite Tool:** ALL TOOLS

**Favorite Band:** Donna Summer and Eagles **Favorite Project you have worked on:** 

Hoboken Automated Garage

### How did you get into this business and what is the story behind Belmont Construction?

We migrated to the USA in 1966. My father, was a mason/bricklayer. He started working for a Jersey City masonry company. Two years after we migrated, he purchased his first mason dump truck to start his general contracting business with a loan enhancement provided by a friend. I started in construction working with my father at the age of 10 (yes 10) years old. Since my father didn't speak English, I did his paperwork, typed his estimates and paid his bills.

In 1976, one year before I was to graduate high school my father said that he was not pulling me out of school but asked if I wanted to join him because he had an opportunity to build an office building in Edison, NJ. And the rest, as they say, is history. In 1985, we built our first hi-rise building in Guttenberg, NJ. In 1987, we demolished the grammar school I attended in Jersey City and built a brand new 127,000 square foot school PS 28 and a new Stern's department store (MACY's) and Hudson Mall in Jersey City. By 1989, we were developing our own 11-story condominium building and that is when the bank scandals across the country occurred which crippled the real estate market and eventually bankrupted our business. However, in 1999 we started-up again and never looked back. By 2000 my father semi-retired and I started on my own and built the very first fully automated parking garage in America in Hoboken, NJ. A couple of years later I started developing North Beach in Asbury Park with and for Paramount Homes and in 2003 I joined Woodmont Properties.

I started and managed Woodmont's construction division and built out numerous site developments to "grandfather" the wetlands and other permits. I built 200 units in Bethlehem, PA and luxury townhomes in Montvale, NJ for Woodmont and in 2008 I left to restart Belmont. Since then, I have built schools, Dormitories, Municipal Complexes, etc. and I have started building my own portfolio of apartments and mixed-use building.

What products and services does your company provide? General Contracting, Construction Management, Value Engineering and Consulting Services

Have you/your company performed any community service or charitable efforts within the last year? For the last 35-years I have been donating to my favorite charity St. Jude's Children Hospital.

Find where to donate online here:

https://www.stjude.org/donate/donate-to-st-jude.html

Or Donate by mail to: St. Jude Children's Hospital 501 St. Jude Place Memphis, TN 38105

### YEARS IN THE METROPOLITAN BUILDERS AND CONTRACTORS ASSOCIATION:

How did you get involved with Metro initially? I became a member around 2006 or 2007 while I was at Woodmont and what we now know as Metro was called Community Builders & Remodelers Association. I became a full member on my own in 2008.

**Why did you join Metro?** I was introduced to Metro by Woodmont 2006 and in 2013 I became President of Community Builders & Remodelers Association.

What was your biggest accomplishment as a Past President of Metro? I was able to convince the BOD's that we needed to bring the Association into the future by rebranding it as how we know Metro today - as Metropolitan Builders & Contractors Association and that I helped some members start to diversify into commercial construction.

### **AWARDS OF EXCELLENCE RELATED:**

**Has your company recently won any awards?** We recently won awards for Best Commercial Building - Office Building, Assisted Living Facility and Metro's Partnership Award.

As winner of Metro's Partnership Award - How do you choose the people you work with? I start by creating relationships with them by speaking with them at Metro events.

What is your feeling behind members helping members? I think it is a great thing to be able to create relationships that provide services, work, economic opportunities and benefits both to us and the members which comes with Trust and Dependability of each other.

How would you guide others to partner up more? Everyone works in different ways, but I suggest getting to know who you want to work with in detail and "crawl before you walk".

What was your favorite part of AOE this year? The in-person event, the location and how it was well-organized and handled by everyone.

### What do you see are the most important issues in the building industry today?

- 1) Onerous laws being pushed by Trenton daily
- 2) Shortage of qualified, motivated and willing to work workforce
- 3) Material prices
- 4) Taxes



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THE DATES

**Thursday, September 9, 2021** Grillin N' Chillin 5:00 PM – The Raritan Valley Inn

Tuesday, October 5, 2021 5th Annual Metro Cup 10:45 AM Registration Royce Brook Golf Club

**Thursday, October 21, 2021**Lobsterfest & Associate Appreciation 6:00 PM – PUB 199

Thursday, November 11, 2021 General Membership Meeting & Election of Officers 6:00 PM — TBD

Friday, December 10, 2021 Installation of Officers & Holiday Party 6:00 PM — Hanover Manor

**Wednesday, April 20, 2022** Metro Builder Show

October 11 - October 13 ABC Convention, Atlantic City

All events/topics and dates are subject to change.



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	Corn Hole Board) NOTE: 5 Corn Hole Board Sponsorship available.
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\$75	Wiffle Ball
\$50	Three Legged Race

- Sponsors Will receive a sign with your own logo and a table to display Swag and other marketing materials.
- Games All Sponsors are responsible for ensuring their game station is covered with a volunteer.
- Sign-Up Please go to link: <a href="https://business.metrobca.org/events/details/grillin-n-chillin-118">https://business.metrobca.org/events/details/grillin-n-chillin-118</a>

If you have any questions, please contact: Linda Garvey - I.garvey@coppolabrothersllc.com

We look forward to seeing you there - Your Co-Chairs! Linda Garvey and Geraldine Smith





# Official Notice — Action Requested



# Help shape Metro's future: Serve on its Board of Directors

### Official call for candidates

Each year around this time, the Nominating Committee of the Metropolitan Builders and Contractors Association of New Jersey assembles its list of candidates for the officers and Board of Directors for the coming year. If you are interested in serving as an officer or on the 2022 board, please contact Executive Officer Michele Leppard by email: mleppard@metrobca.org or call (973) 887-2888 x 300. Service on the board and on Metro's committees offers opportunities to determine the future of Metro, opportunities to meet and work with other members and to become known throughout the organization. Ask those who have gotten the most of their Metro memberships how they did it, and they'll tell you they served on boards and committees. They also developed a real passion for the organization, its mission and its future.

This message is the official notification that the Nominating Committee is beginning the interviews for the nomination process. Your participation will serve you, as well as the association. Don't wait, call now.





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