

January 2022

# OnSite

METROPOLITAN BUILDERS & CONTRACTORS ASSOCIATION OF NJ MAGAZINE

## 2022 AWARDS OF EXCELLENCE

THE EXCITEMENT  
BEGINS NOW!

Early Bird Deadline - Monday, January 31, 2022  
Entry Deadline - Monday, February 28, 2022

**SAVE THE DATE!**

**Awards Dinner • Thursday, June 9, 2022 • The Hanover Manor**

**METRO'S MEMBER BLUEPRINT:  
GET TO KNOW METRO'S 2022  
PRESIDENT – FRANK R. COPPOLA III**

SEE PAGE 18

**HELP (REALLY, REALLY) WANTED**

SEE PAGE 13

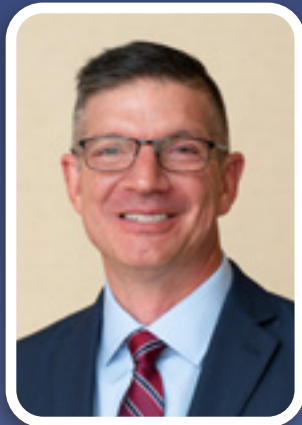
**THE 2021 INDUSTRY  
AWARD RECIPIENTS**

SEE PAGE 12

**INSTALLATION OF  
OFFICERS DINNER  
AND HOLIDAY PARTY**

SEE PAGES 10-11

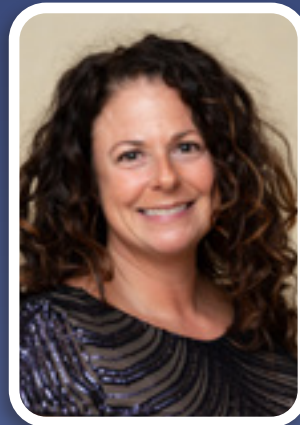
# 2022 METRO EXECUTIVE OFFICERS



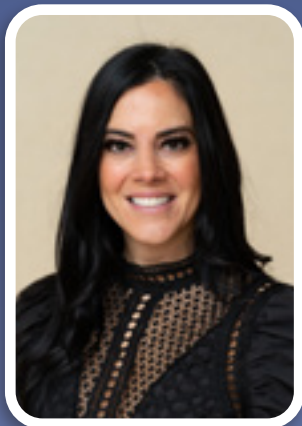
**Frank Coppola**  
*President*



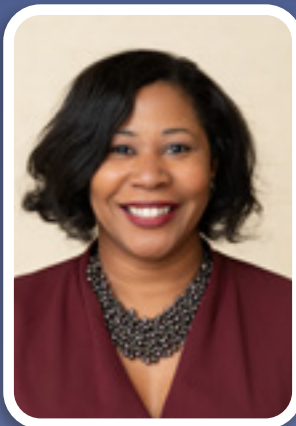
**Dave Bernardino**  
*1<sup>st</sup> Vice President*



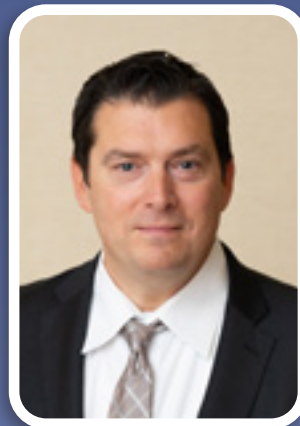
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*VP Treasurer*



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**Ronnie Glomb**  
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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](http://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

## January 2022

I ran for President once before, of my high school, my freshman year. It didn't go so well. I remember rehearsing my speech, for hours. I stood up in front of the entire school and gave what I thought was a very good speech. My opponent got up after me said three words "vote for me", and he won. Good times. Not only was I knocked of the ladder, the embarrassment felt like I got hit with the ladder.

The memory of that speech reminded me that I always wanted to be a part of something great, something bigger than me, something with purpose. As an adult, I always thought that I was one rung below where I belonged. If I could only...sell a bigger job, hire another employee. I always wanted to have a "real" company. If only I could meet the right people.

The right people. I remember my first meeting with Metro in 2015. Tony Volpe from GE was nice enough to invite me for a beer, and the first two people I met were Bill Asdal and Phil Calinda at Grillin' and Chillin'. I had no idea what was going on in that room, or who was who, but the room had a buzz and the people in the room all seemed like they had their act together. I wanted in! Little did I realize the journey ahead.

If I can go back to my high school story for a second, let me just share a fun fact that back then I was the proverbial 98-pound weakling who went to school afraid of his own shadow. In college I stumbled upon a martial arts class, and remember my first lesson like it was yesterday. A 2<sup>nd</sup> Degree Black Belt showed me how to make a fist. That one moment proved sparked at 35-year journey of practicing and teaching Martial Arts. It has been one of the most rewarding experiences ever. Just two weeks ago I handed out my 361<sup>st</sup> Black Belt Certificate to a student of mine who is in this room. How was this done? It was by learning one move at a time and by passing it along one move at a time.

The relevance to this is because Bill Asdal taught me my first "move" in Metro. He whispered in my ear "you know you shouldn't give away such detailed estimates, you should charge money for the research you do". Now I figured if worked for Bill, then it would work for me as after all Bill is like a great, grandmaster when it comes to business. To date since we stopped doing free estimates, we've sold \$121,000 for cost proposals. That's been a pretty good return on my investment in Metro dues. All from one idea, in passing, from one person in this room. Since then, it's been a series of incremental adjustments that are transforming our business. I've seen the same thing happen to many of you in this room. Some of you went from driving regular cars to Ferraris. From owning a couple investment properties to full blown real estate conglomerates. From being unsure committee members to power houses leading committees.

Inch by inch it's a synch. Just put yourself in a position to learn, implement the idea, and then hone the skill by sharing the idea. Repeating this process produces excellence.

When I talk to folks about joining Metro the number one response I get is "I'm too busy. I just need to hire someone, or fire someone. I just have to

(CONTINUED ON PAGE 7)



**Frank R. Coppola III**  
2022 Metro President



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[sgouin@ghclaw.com](mailto:sgouin@ghclaw.com)

**Giordano  
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AT LAW

125 Half Mile Road, Suite 300  
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**Metropolitan Builders & Contractors  
Association of New Jersey**

# Welcome New Members!

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

## FINAL 2021 SPIKE CLUB/ MEMBERSHIP SPONSORS COUNT

Mike Black	1
Frank Coppola	1
Ken Fox	1
Ronnie Glomb	34
Joseph Haftek	1
Eric Keller	1
Andrea LoMonaco	1
Richard Spitzer	1
Ralph Tarnofsky	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!

## *Growing Our Strength Through Member Recruitment, Retention, and Involvement*

Recruiting new members to the Metropolitan Builders Association is recognized and rewarded through the Spike Club. Those who participate are called Spikes, and they are among the most valued members of the association. Before becoming a Spike, you are a Spike candidate. That means you have earned between one and five credits. Once you earn your sixth credit, you become an official NAHB Spike! Spike credits are earned by recruiting and retaining NAHB and Council members.

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## SPOTLIGHT ON AOE

Believe it or not, its time to start thinking about the Awards of Excellence 2022! This will be Metro's 38th year of celebrating YOUR Excellence in the Construction Industry! This year's awards ceremony is sure to be exciting, as we introduce Kristie Veri as the 2022 Co-chair. Kristie and I will work together alongside the Awards of Excellence Committee to do our best to bring you an event you wont want to miss!

Now is the time. Time to consider some of your most noteworthy projects in the new construction, remodeling and commercial segments. Take some time to begin organizing your pictures so they can be showcased on the big screen! Now is the time to consider the awesome advertisements you used during 2021 that moved the needle for your company. Now is the time to think about how your company gave back to the community in 2021, and share the story! And last but certainly not least, now is the time to consider employees that went above and beyond in this challenging year and deserve to be recognized with an individual achievement award.

Let's hand it over to Kristie for her perspective on Awards of Excellence 2022...

Thank you for the kind words Tammy. To say I'm excited to be involved in the BIGGEST EVENT OF THE YEAR with you is an understatement. This year, 2022, the Awards of Excellence will be OUTSTANDING as we turn up the celebration and roll out the red carpet!

We can report to you that the planning is in full swing and the entries are already arriving. 2021 has been an impressive year for some of our members and we look forward to displaying and sharing their work.

So, STOP what you are doing and get your entires submitted! The 2022 categories and entry forms are out and we are ready for you. The early bird special is running and available until January 31, 2022. Additionally, Entry Deadlines are February 28th . As we all know, these deadlines will creep up and pass quickly, so don't delay.

Keep an eye out for OnSite's monthly "Spotlight on AOE" as well as our social media posts in the upcoming months. We will be sharing updates, deadlines, valuable links, and all the necessary details to keep you up to date, prepared and ready for Metro's BEST event, Awards of Excellence 2022!



Frank Belgiovine,  
NJBA President Josh Mann,  
and NJBA team



Tammy Murray & 2021 AOE Diamond  
Sponsor, Huston Lumber during  
cocktail hour

## KIM'S CORNER

Good times, good cheer, and a happy new year!

I hope everyone enjoyed some time off here and there around the holidays and is ready to take on the new year. I personally am excited to build on the momentum we had going towards the end of 2021 and bringing that energy with us into 2022. At least that is what I am planning on doing for myself when it comes to the office – just building on top of what Michele and I have been working on. I think one of the luckiest parts about this job is being able to work with Michele. She is a force of nature. Starting around the same time together at Metro gave us the opportunity to build a strong working foundation.

In addition to Michele, I also had the chance to start meeting with Metro's new President, Frank, and learning of his and Dave Bernardino's plans for Metro's Journey to Excellence. If there are two guys who can get you excited about this plan, it is the two of them. Being able to understand their mindset and feelings behind every move they are making when it comes to Metro is pretty incredible. I have never felt more involved or excited with a job position before. I know and understand that there is a lot on my plate but I have always loved a good challenge.

Speaking of challenge, the Awards of Excellence has officially started its entries process. The Awards of Excellence is designed as a way for members of the Metropolitan Builders and Contractors Association of New Jersey and NJBA to share their achievements in the field of new home construction, remodeling, commercial building, and sales & marketing by entering. If you enter by January 31st you can receive one free entry if 2 or more entries are submitted. As an Early Bird you will also be entered in for a chance to be on the cover of OnSite with a featured article! Start gathering up your photos and blueprints to send in – the official deadline of February 28th will be here before you know. Email your entries to: [MemberServices@metrobc.org](mailto:MemberServices@metrobc.org). (More details in our AOE – Call for Entries insert.)

I look forward to seeing the different categories people choose to enter.

**Kimberly Nordstrom**, Office Manager  
[knordstrom@metrobc.org](mailto:knordstrom@metrobc.org)

## METRO'S MONTHLY QUOTE

*"You can dream, create, design, and build the most wonderful place in the world. But it requires people to make the dream a reality."*

– **Walt Disney**

## FUN FACT

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#### (PRESIDENT'S MESSAGE, CONTINUED FROM PAGE 3)

solve a few problems first." Thus lies the problem; how do we deliver with all the challenges facing our industry? How do we find, hire and keep talented employees? Where do we source additional, more qualified leads? How do we minimize risks? All of this in an unfriendly political environment? Lions and tiger and bears oh my!

Well the answer is at our feet. No not ruby slippers. They're the pair of feet next to you. For me it's been a series of connections from the folks in this room, each interaction on there on their own seem rather innocuous but have added up to transforming my business. Many of you have experienced this transformation in your own right. What do you get out of Metro? Business Development and Personal Growth. Sounds ethereal, but it certainly is tangible when you watch Tammy Murray, Kristie Veri, Frank Belgiovini, The Asdal Foundation all transform. You also hear the word family thrown around here. Well, it's true. There are relationships in this room that have lasted decades, and I know there are folks in this room who will be part of my family for decades to come. EVERYWHERE in this room there's a hand to help you up a proverbial ladder. The empowerment is tangible.

You could be one nudge away from an idea that's going to make you another \$100,000 or for you bigger executives in the room, how cool would it be to take your company public? Imagine getting a tap on the shoulder and six months later you find yourself in a room with 6 state senators. Imagine assembling a personal board of directors comprised of business superheroes, who would help you through good times and bad times. We all know what it's like when you have a problem you are trying to solve an then you have that AH HA moment. That light bulb goes off in your head and you instantly feel better because you know you have the path to resolution.

My charge to you is to put yourself in a better position for that AH HA moment. Put yourself in a position to be near a person that could give you that nudge, or sharp elbow, or if you're like me then perhaps a good kick in the booty. Be open to changing some of the board of directors in your life so you can be receptive to growth and so you can inspire others. If you give, you gain.

I'll let you in on a secret: The leadership ladder from committee member, to chair, to board member, to executive board, and then to President is a METAPHOR. I never wanted to be president, heck I was so pissed at John Healy for even considering me for the ladder years ago. I just took him too literally and I was afraid of the responsibility. The ladder of self-improvement is a way for you to implement growth in your own life and affect change in the life around you. There are rungs on the ladder all around you, but it's your own feet that will make the step. Just put yourself in a position to learn, implement the idea, and then hone the skill by sharing the idea.

As surreal of a moment this is to be standing up here in front of all you fine people, what makes me the most excited is that I see in so many of you such amazing potential. I can see the successes you are and see what great potential you have. I am grateful for all of you, and I am especially grateful for the opportunity Metro has provided: A Journey to Excellence that we can share.

Lastly, I'd like to thank my favorite wife, Miranda and the Coppola Brothers; my two sons Mitchell and Joey. I love you all.

## MICHELE'S EO PERSPECTIVE



This month I would like to welcome our new President Frank R. Coppola, III and our entire slate of officers and directors who are going to lead our association this year. I am personally looking forward to the Journey to Excellence that Metro will be leading this year. Calendars are set, committee chairs are full of innovative ideas and the energy of this new board will be momentous for Metro this upcoming year. The main goal of the new board is to increase membership, which is the driving force of every HBA. It is through the participation and drive of our members that will not only help our HBA grow in size, but will help accomplish our mission.

In December we held our Installation Dinner at the Hanover Manor, which was an incredible evening filled with lots of laughs, celebratory speeches and many congratulations to Ronnie Glomb for two wonderful years. Jeff Kolakowski, presented Ronnie with his awards while reminiscing over the last two years and thanking him for all of his hard work and dedication

to helping not only Metro, but HBA's across the state. Ronnie organized daily zoom calls to help others learn about PPP loans, unemployment and grants which helped our members survive the negative effects of the covid pandemic. Ronnie's presidential role will never be forgotten.

We have many great events planned for this year ranging from monthly general membership meetings to design challenges. Our first membership meeting is scheduled for January 20th at Ferguson Kitchen, Bath and Lighting in Fairfield. We hope to have all of our members join us on January 20th as Dave Bernardino, Metro's First Vice President will be laying out the plans for 2022.

Our goal at Metro is to promote and protect all segments of residential building in Morris, Essex, Union, Warren, Hunterdon and Somerset Counties. We hope to not only enhance our members' ability to provide safe, affordable, quality housing to the citizens in New Jersey, but to bring all of our members together and serve as a resource for each other. Cheers to 2022!

**Michele Leppard, EO**

[mleppard@metroboa.org](mailto:mleppard@metroboa.org)

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# DECEMBER 10<sup>TH</sup> INSTALLATION OF OFFICERS & HOLIDAY PARTY

On Friday December 10th, the Metropolitan Builders and Contractors Association of New Jersey hosted their annual Installation of Officers and Holiday Party at the Hanover Manor. The night started off with a beautiful rendition of the National Anthem sung by Celara Murry. The Emcee of the evening was the wonderful, Frank Belgiovine, who spent the night entertaining the crowd with his jokes and the sound of his voice with the songs of Sinatra. Mr. Bill Asdal, had the joy of swearing in Metro's new 2022 Executive Officers and Board of Directors including new President Frank R. Coppola III while NJBA CEO, Jeff Kolakowski sent Metro's Outgoing President, Ronnie Glomb off, thanking him for a phenomenal two years.

After being sworn in, Frank F. Coppola III, gave an inspirational speech - sharing his journey through Metro since his first Grillin N Chillin back in 2015. How Bill Asdal, in his eyes, is the grandmaster when it comes to business and the best advice he got was "you shouldn't give away such detailed estimates, you should charge money for the research you do" - which has now been shared with all of you. He briefly outlined his agenda for Metro over the next 12 months, calling it the Journey to Excellence - a plan he and Vice President, Dave Bernardino have been working on for some time. Together, with the help of Metro members, they plan to grow and make the Metropolitan Builders and Contractors Association of New Jersey one of the top Home Builders Associations in the country. He was joined by members of his company, Coppola Brothers LLC and close friends and colleagues in addition to his family via ZOOM: mom, Cindy; Wife, Miranda and older son, Mitchell along with co-worker Kate and long-friends Dr. and Mrs. Nordstrom.

During this time, Metro was excited to make history as they announced and welcomed three truly inspirational women onto the Executive Board: Andrea LoMonaco of Wells Fargo, Kristie Veri of Cleanscape Construction and Tammy Murray of Andersen Windows and Doors. The three of them along with Dave Bernardino as Vice President will make up Metro's 2022 new Executive Board.

In addition to swearing in Metro's new BOD, Metro also took this time to celebrate the Industry as a whole. Though, 2021 was a struggle, Metro had many members who stood out and Ronnie Glomb, had the honor of handing out the 2021 Industry Awards to them.

## INDUSTRY AWARD RECIPIENTS

Membership Award - **Ken Fox** of Fox Architectural Design  
Kathy Hughes Award - **Tony Cretella** of Custom Sign Source  
Distinguished Service Award - **John Healey** of Pella Windows and Doors  
Founders Award - **Phil Calinda** of Millennium Custom Homes LLC  
Associate of the Year Award - **Dave DeBonis** of Valley Bank  
Remodeler of the Year Award - **Kristie Veri** of Cleanscape Construction  
Builder of the Year Award - **Ronnie Glomb** of Your Town Realty  
Most Active New Member Award - **Todd Smith** of Royce Joseph Capital, LLC  
Outstanding Industry Contribution Award - **Eric Metzler** of Mountain Development and Contracting Company, LLC  
Professional Women in Building Award - **Jackie Melchior** of SSS Custom Closets,  
**Kristie Veri** of Cleanscape Construction and **Geraldine Smith** of All Inclusive Construction

Once the Awards and Installation of Officers were completed everyone was able to kick-back and enjoy the Holiday party. This year Metro had live music to which everyone danced to until the night was over.



**Special Thanks to some amazing people** - Tony Cretella of Custom Sign Source who made all signs, SunGraphics who made the programs, everyone who helped out during the ceremony especially our talented National Anthem singer - Celara Murray, the Emcee of the night - Frank Belgiovine, Bill Asdal and of course Brian Maffia of GPS for trying to read his part that was in bright yellow writing. And, of course, we could not have done any of this without our amazing Sponsors!

# Metropolitan Builders & Contractors Association of NJ INDUSTRY AWARD RECIPIENTS



## ASSOCIATE OF THE YEAR AWARD

### Dave DeBonis – Valley Bank

Dave DeBonis has 23 plus years of mortgage lending experience which has taught him the value of providing great customer service. He is a New Construction Lending Specialist in the Condominium and Single-Family marketplace with Valley Bank. Dave is the 2021 Membership Committee chair and a member of the Sales and Marketing Council. He is a military veteran who served in the United States Navy Nuclear Submarine Program. He welcomes any opportunity to serve Veterans and provide them with the best loan options to include VA loans.



## BUILDER OF THE YEAR AWARD

### Ronnie Glomb – Your Town Realty

Ronnie Glomb has been in the construction industry for over 30 years. He will be stepping into the Past President position on the Executive Board after serving two consecutive years as the Metropolitan Builders and Contractors Association President. Ronnie is the broker-owner of Your Town Realty of Morristown, NJ and has been the number one Broker for 10 consecutive years in his region. Communication, hard work, and networking are the cornerstones to his success.



## DISTINGUISHED SERVICE AWARD

### John Healey – Pella Windows

John Healey has 23 years of experience working in the construction industry. He is an experienced Senior Manager responsible for Sales Division including but not limited to P&L, Sales, Marketing and Fulfillment. Skilled in Negotiation, Budgeting, Sales, Marketing and Strategic Planning. He received his B.A. from Franklin & Marshall College located in Lancaster, PA.



## FOUNDERS AWARD

### Phil Calinda – Millennium Custom Homes, LLC

Phil Calinda has been in the business for over 35 years and has helped thousands of clients achieve the home of their dreams. He was chair of the Education Committee back when Metro was CBRA and participates in a number of local, state and national association committees. Phil also had the honor of serving as a two-term President for Metro.



## KATHY HUGHES AWARD

### Tony Cretella – Custom Sign Source

Tony is the President and owner of Custom Sign Source since he opened the doors back in 2009. The goal of 100% customer satisfaction drives him to work his hardest to help other businesses and organizations. He is a member of Metro's Board of Directors and part of the Sales and Marketing Council.



## MEMBERSHIP AWARD

### Ken Fox – Fox Architectural Design, PC

Celebrating his 35th year in business, Ken Fox assists his clients with their building projects through challenging ideas and leadership in developing value in their homes, businesses, and municipalities. Ken is very involved in community volunteerism and finds every way to serve. He is engaged to Kiersten Hammer, has four children and seven grandchildren.



## MOST ACTIVE NEW MEMBER AWARD

### Todd Smith – Royce Joseph Capital, LLC

Todd A. Smith is the Managing Member of Royce Joseph Capital LLC and a 2021 NJBIZ Financial Executive Honoree. He is a Consultant to the SBDC at Ramapo college, a published author of 1 novel and 2 business books, and a member of the Board of Directors of Community Hope.



## OUTSTANDING INDUSTRY CONTRIBUTION AWARD

### Eric Metzler – Mountain View Development and Contracting Co., LLC

For more than 25 years, Eric Metzler, has been operating a full-service site and utility business as president of Mountain View Development and Contracting Company in the Tri-State area. He prides himself in his ability, and that of his company, to provide quality work at competitive prices in today's challenging economic climate.



## PROFESSIONAL WOMEN AND BUILDING AWARD

### Jacki Melchior – SSS Custom Closets

Jacki Melchior has been co-chair of Metro's Professional Women in Building Committee since it began back in 2020. Jacki decided to launch her custom closets company after realizing "one, one shelf just isn't working!" For almost 20 years now, SSS Custom Closets has been designing, manufacturing and installing high quality custom closets that perfectly fit the style and unique needs of each and every client. They offer award-winning design, high quality manufacture and installation and excellent customer service.



## PROFESSIONAL WOMEN AND BUILDING AWARD

### Geraldine Smith – All Inclusive Construction

Geraldine Smith is a member of Metro's Board of Directors, Remodelers Council and co-chair of PWB. Over six years ago Geraldine decided to make a change and leave her 15 years' experience in corporate HR for a small handyman business to run the "business" side of the company. Sales increased tenfold and All Inclusive Construction went from doing small projects to ground up construction, additions, renos, etc. When her partner decided to move on – Geraldine took over the entire company. She lives with her two dogs.



## REMODELER OF THE YEAR AWARD & PROFESSIONAL WOMEN AND BUILDING AWARD

### Kristie Veri – Cleanscape Construction

Kristie Veri is a co-founder of Cleanscape Construction, a leading general contractor and maintenance company serving N.J. since 2006. Based in Bergen County, N.J., Cleanscape is a certified MWBE corporation and specializes in commercial and residential construction, including new builds and renovations.

# HELP (REALLY, REALLY) WANTED



**By Geraldine Smith,  
All Inclusive Construction**

Hello and Happy New Year to my fellow Metro members!

Most of you know my background, but for those that don't know about my "past life", I spent 15 years in corporate HR for

two rather large fortune 500 companies. I hired thousands of people during this time. There were plenty of obstacles; hiring IT people around Y2K, hiring "scabs" during strike times, filling large training classes for new hires in the middle of nowhere, etc. but eventually we found the people. It dawned on me recently that while we found the people, it took time, a team of recruiters, brand recognition, placement agencies and huge budgets for job sites. I don't have any of that now.

I've been in construction for over six years and a common theme has been trying to find good help. I've posted ads here and there, hired a few people from referrals. Until recently we mostly were able to manage with what we had. This industry has been booming the last year, and as my company gets more well known, we are being inundated with calls for work. Great news, right??? Only if you have the staff to support it. I never want to be "that contractor" that doesn't return calls or doesn't get back to people but I'm getting close to that line right now.

I do sub a lot of work out, but not everything. Some things make more sense to do in house. And a lot of my subs are also struggling to find good people too.

I realized I needed to think outside the box. I have reached out to many of you for advice or to see if anyone knows anyone that's looking for work. It dawned on me that a lot of people in this field are not on their computers all day, so last week I printed out job ads and went around my neighborhood to pizzerias & delis and posted ads in their windows. I reached out to the lumber yards in my area as well as a big box retailers because I know they're seeing people every day and I'm hoping they know someone who is unhappy in their job and is looking for a change. I reached out to a local Votech school (teaser- the remodelers council will be doing some cool things with them in the coming year!). I hope by the time this is published I have some good news to report from these efforts!

There are many challenges employers are facing these days. I see so many things about the great hiring crisis, unfortunately with no real solutions. The pandemic has changed so many things and the way people think. The workplace advisor at Votech said he has students who don't want to take jobs in their fields because they're making \$1,000/week working 20 hours delivering food! How do we compete with that? How do we get more people interested in the industry, especially when they're being told from an early age "go to college, to grad school."

There are 2 issues I see that need to be addressed. First, how do we deal with the immediate need for people? How

can we help each other? The deeper, long term question is how do we attract young people into this field so we can teach them and help them grow?

We've started to discuss a few ideas within Metro, such as creating an email account @metro for resumes. There is also a job posting feature on Metro's website. Our members should be aware of this and looking at it regularly – you never know when you might think of a perfect match for a job. This is an amazing resource offered by Metro that we should all be taking advantage of! Another group I visited a few times but did not join has a portion of their meeting devoted to "asks". Maybe we can bring a little awareness to who's looking for what in our meetings.

As for the longer term view, we at Metro want to start collaborating with local schools to show kids/young adults there are options out there other than another 15 years of schooling. There are some amazing opportunities in our industry and we need to get them excited about that!

My ask of you today (aside from do you know anyone good with experience that wants a job tomorrow???) is that we all share some of our experience. What has worked? What hasn't? Do you have any advice for those struggling to hire people? Do you just want to vent about it and maybe in the discussion someone will have an idea we never thought of? What are your pain points and how can we all help each other? What do you love about this industry? What attracted you to it and how can we attract others? I look forward to hearing the answers to these questions and working together to build up the building industry!

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# YOU'RE INVITED TO METRO'S JOURNEY TO EXCELLENCE

Our first General Membership Meeting of 2022  
Presented by Dave Bernardino and the Sales & Marketing Council

Thursday - January 20, 2022  
Hosted by Silver Hammer Sponsors

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We look forward to seeing you there!

## **NAHB PROFESSIONAL WOMEN IN BUILDING MEMBERSHIP**

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PWB members agree that they are more successful business professionals because of the support they receive from peer members. Access to professional development resources, forums that hone leadership skills, and national recognition within the largest network of residential construction industry professionals also give them a competitive edge.

## **Join NAHB Professional Women in Building**

To join PWB, start locally at Metro BCA. Sign up today!  
By becoming a member at your local PWB, you also become a member of the national PWB Council.

**Cost:** \$50 per year

*Contact Kimberly Nordstrom,  
Metro Office Manager, for an application.  
973-887-2888 Ext. 302, [knordstrom@metrobc.org](mailto:knordstrom@metrobc.org)*

*Professional Women in Building*



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# 2022 CALENDAR OF EVENTS

## **THURSDAY, JANUARY 20, 2022**

General Membership Meeting  
6:00 PM, Ferguson – Fairfield Location

## **THURSDAY, JANUARY 27, 2022**

PWB – Evening Extravaganza with Dacor  
5:00 PM, ANVE Kitchen and Bath, Paramus

## **THURSDAY, FEBRUARY 17, 2022**

Economic Forecast with Kai Sesaki  
General Membership Meeting  
6:00 PM, The Hanover Manor

## **THURSDAY, MARCH 24, 2022**

Lobsterfest / General Membership Meeting  
6:00 PM

## **THURSDAY, APRIL 21, 2022**

Home Show / General Membership Meeting  
1:00 – 5:00 PM, The Hanover Manor

## **THURSDAY, MAY 19, 2022**

General Membership Meeting  
6:00 PM

## **THURSDAY, JUNE 9, 2022**

Awards of Excellence  
6:00 PM, The Hanover Manor

## **THURSDAY, JULY 21, 2022**

General Membership Meeting  
6:00 PM

## **THURSDAY, SEPTEMBER 15, 2022**

Grillin N' Chillin  
5:00 PM, The Raritan Valley Inn, Califon

## **THURSDAY, OCTOBER 6, 2022**

6th Annual Metro Cup  
10:45 AM Registration  
Royce Brook Golf Club, Hillsborough

## **THURSDAY, NOVEMBER 17, 2022**

General Membership Meeting  
& Election of Officers  
6:00 PM, Location - TBD

## **FRIDAY, DECEMBER 9, 2022**

Installation of Officers & Holiday Party  
6:00 PM, Location - TBD



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# 2021 HERO: TODD SMITH



Todd Smith of Royce Joseph Capital LLC, has been chosen by Congresswoman Sherrill to be a 2021 Hero. The Congresswoman launched this program to recognize members of the community who have made a difference in NJ-11 over the past year. This was an opportunity to remind our

everyday heroes - teachers, healthcare providers, first responders, family members, volunteers or others who have impacted another person's life in a positive way - that the community is incredibly grateful for all of their work.

Todd Smith of Boonton serves as a Business Consultant with the New Jersey Small Business Development Center (NJSBDC) at Ramapo College. The NJSBDC is a federal-state-education partnership, primarily funded by the U.S. Small Business Administration, that provides small businesses with no-cost business management counseling and information services. In his role, Mr. Smith has worked to counsel business owners in need of assistance starting, growing, and expanding their enterprises. Through his work with the NJSBDC at Ramapo College, Todd Smith has led a finance task force within the center's Economic Recovery Task Force Initiative to help small businesses in NJ recover in the aftermath of the COVID-19 pandemic. His finance task force, which includes student volunteers from Ramapo College, has provided crisis management assistance to small businesses throughout New Jersey. The team has aided businesses through providing help with gaining access to loans and grants, drafting business plans, and strategically planning out corporate recovery activities. He has helped business owners navigate the intricacies of emergency loans in order to keep their businesses afloat and their workers employed. He has also helped several veteran-owned businesses during the pandemic. His involvement within the NJSBDC Network has proven to his colleagues and clients that he is the model of professionalism and service. His leadership of the finance task force has shown that he has gone above and beyond the call of duty with regards to the state's economic recovery. It is for these reasons that he is deserving of this hero recognition. Todd Smith also joined the Board of Directors of Community Hope. Community Hope is the largest nonprofit in the State of New Jersey that works to address the homeless veteran crisis. The organization provides assistance by both housing former homeless veterans as well as assisting many other veterans and their families. The work of Community Hope has helped prevent veterans and their families from becoming homeless. Community Hope also assists people by housing those with mental illnesses.

Metro is excited to have one of 2021 Heroes in our midst. Congratulations on all you accomplished during this past year Todd!

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# METRO MEMBER SPOTLIGHT

## Meet Frank R. Coppola, III, Metro's 2022 President



**Name:** Frank R. Coppola, III

**Company:** Coppola Brothers, LLC

**Address:** 1630 State Route 31,  
Clinton, NJ 08809

**Phone # & e-mail:**  
(908) 391-8809  
F.Coppola@CoppolaBrothersLLC.com

### YEARS IN BUSINESS:

- **How did you get into this business?** I fell into it. I spent 10 years on Wall Street, had a panic attack, literally stressing me OUT of my job, and decided to renovate my house as therapy, while I looked for another job. I had worked for a plumber in college, and was always handy. I spent 6 months after Wall Street building a movie theatre and a wine cellar and a friend of the family saw the work I was doing. She asked me if I wanted to renovate her kitchen. My wife encouraged me to get out of the house. Three days into the new job she famously said "I got my husband back!" The rest is history.
- **What products and services does your company provide?** The center of the bullseye is a Marquee Residential Historic Restoration, but our primary motivation is the people we work for. We like working with Quality People and undertaking what others can't. We like a challenge!
- **What is the story behind Coppola Brothers, LLC?** The company is named after my two sons; Mitchell and Joseph. I wanted a constant reminder not to let business stress me out like Wall Street did, so naming the business after my kids kept things "real". The CBLLC culture is all about family. I wanted a company where people could have real job satisfaction and be part of a winning team. Earn a good living, feel valued, and produce a product that makes people happy.
- **Have you/your company performed any community service or charitable efforts within the last year?** **Please describe.** We have been heavily involved with the HBA Political Action Committees (PAC), to help promote the homebuilding industry at local, county, and state levels of government.
- **Any additional information you want to contribute?** CBLLC belongs to HBA's in NJ, FL, NC, TX and VT and every single employee is not only a member but is involved with a committee. The HBAs have been instrumental in the growth of our company and the education and empowerment of all employees.

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

- **How did you get involved with Metro initially?** One of my subcontractors, Tony Volpe from GE invited me for a beer at a Metro event; Grillin' and Chillin'.

- **Why did you join Metro?** The people I met at Grillin' and Chillin' all seemed very successful and happy. Across the board, from other builders to associates, it was a room that I wanted to be in.
- **What was/is your biggest accomplishment as a part of Metro?** When the pandemic hit Ronnie Glomb and I created the "Metro Crisis Education Zoom" series, and hosted over 125 video meetings to help real people, get real answers, to real questions. Through those meetings we helped our members get millions of dollars in PPP and EIDL funds, and empowered many businesses to not only survive but thrive.
- **What would you like to see more of in 2022 from Metro and it's members?** I'd like to see more people challenge themselves to think about win-win solutions to problems, and to step out of their comfort zone just a little bit. Too many people settle for "2nd place answers" and are just going through the motions. We have such a great family in Metro, and I KNOW if just a few people took initiative to be agents of change mutual empowerment will happen.
- **What is your feeling behind members helping members?** It starts with YOU. What can you do to help someone in the room? I can promise anyone reading this, that if you help someone without it being at someone else's expense, the reward will be bigger than your give.
- **How would you guide others to partner up more?** ASK HOW YOU CAN HELP or ASK FOR HELP. There is someone in Metro that you can mentor at one of your skill sets and another that can cover your blind spot. What you conceive and believe you can achieve!

### AWARDS OF EXCELLENCE RELATED

- **Has your company recently won any awards?** Yes, we've won a few.
- **What was your favorite part of AOE in 2021?** Hearing Tammy Murray's niece sing the National Anthem!
- **What are you looking forward to at the 2022 AOE's?** I'm looking forward to more friends, family and customers attending.
- **Are you submitting for the 2022 AOE's?** Most likely.
- **If so, for what categories?** Best employees ever! Is that a category? Most Favorite Wife? That should be a category!

### GETTING TO KNOW YOU:

**Favorite Color:** Blue

**Favorite Food:** Osso Buco

**Favorite Tool:** Bottle Opener

**Favorite Band:** Bruce Springsteen and the E Street Band.

**Favorite Project you have worked on:** Sunken Silo Brewery in Lebanon, NJ.

**What do you see/believe are the most important issues in the building industry today?** We need more Cow Bell.

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# **HAPPY HOLIDAY HAPPY HOUR – CHEERS TO THE END OF 2021!**

Professional Women in Building (PWB) held their last event of 2021, “Happy Holiday Happy Hour”. Our host location was at Coppola Brothers LLC, in Clinton. They are a Construction and Project Management firm specializing in residential, commercial and historic renovations doing business in 5 states. PWB’s generous sponsors were Blue Ridge Lumber, family owned and operated full service building and supply dealer to builders and homeowners with 5 locations; and GPS General Plumbing Supply, a third generation company, the largest distributor of plumbing and additional supplies on the East Coast with 19 locations. On behalf of the PWB, thank you for your generosity.

We had an evening of fun, food and conversation. We also gathered food to donate to the Food Bank Network of Somerset County. Thank you to everyone!

For those of you who don’t know Professional Women in Building or PWB as we tend to call it – is the voice of women in the building industry, dedicated to promoting industry professionalism and supporting members as the local, state and national levels. You can become a member of your local PWB through Metro. Most members would agree that they are more successful business professionals because they receive and have support from peer members. In addition to making friends they also get access to professional development



resources, forums that hone leadership skills and national recognition within the largest network of residential construction industry professionals – which will give you a big of a competitive edge.

Linda Garvey will be the Chair for PWB for 2022. PWB has been busy working on programs for next year. Their first meeting is January 27th and sponsored by Dacor Appliances. The

evening is called “Evening Extravaganza with Dacor!” It will be at ANVE Kitchen and Bath in Paramus, NJ from 5:00 to 7:00 PM, fee \$40. There will be a Chef, Food, Mixologist, Drinks, ability to learn more about Dacor and of course, **NETWORKING!**

We ask that you take a moment to **SAVE THE DATE** --- April 21st as we will be hosting our big event of the year, the PWB “Home Show”. More information will be coming in January. In the meantime, we are looking for vendors, sponsors and volunteers for the day. Please consider being part of our event, more details to follow!

If anyone is interested in becoming a member of PWB, interested in hosting/sponsoring one of our meetings, or assisting with our 2022 Home Show, please contact Linda Garvey at [L.Garvey@CoppolaBrothersLLC.com](mailto:L.Garvey@CoppolaBrothersLLC.com).

## **Join Metro for The Economic Forecast with Kei Sasaki**

**Thursday – February 17, 2022**

**Hanover Manor**

**16 Eagle Rock Ave**

**East Hanover, NJ 07936**

**Time - 6:00 PM**

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