

March 2022

OnSite

METROPOLITAN BUILDERS & CONTRACTORS ASSOCIATION OF NJ MAGAZINE



METRO'S FEBRUARY GME — ECONOMIC FORECAST

INVESTMENT BANKING FROM THE PRIVATE SALES REFERRAL NETWORK

BY MAURICE LYLE

CONSTRUCTION RISK ADVISOR

BY KAREN ADAMSBAUM

WELLS FARGO SUPPORTS VETERANS

BY ANDREA LOMONACO

MARCH'S ASSOCIATE MEMBER BLUEPRINT: ANDREA LOMONACO



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Association of New Jersey

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Discover new ideas, trends, network with colleagues, gain business information about the building/home improvement industry and lots more!



To register - please go to www.Metrobca.org or email Memberservices@metrobca.org

Metropolitan Builders & Contractors Association of NJ

39 East Hanover Avenue • Suite C2

Morris Plains, NJ 07950

Phone: 973-887-2888

Fax: 973-887-2926

Website: www.MetroBCA.org

OnSite / March 2022

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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

March 2022

In my new role as President of MetroBCA, I find myself trying to teach anyone and everyone that I can, about how important it is for YOU to use Metro to help YOURSELF develop your business, grow as a person, and/or move our industry. When those words were spoken to me years ago, I really didn't understand them, which is one of the reasons why I'm so animated about empowering people to ask the questions "Who do I need to meet?", "What do I need help with?", "What can be done to fix a problem that you've seen in the industry." The obstacle that I am trying to overcome is that since most people don't know the answer to these questions, they are afraid to ask them. The BEST athletes I know, always think they could do a little better. The most successful business moguls I know, are more competitive than they are money motivated. One common denominator to winning is humility.

As some of you know, I've done a little bit of Martial Arts, continuously for the past 36 years. I founded the American Tae Kwon Do Academy in 1990, and have taught over 20,000 people how to make a fist. I love teaching, and have always said that I've learned more from my students than I think I have ever, or will ever be able to teach. In martial arts, I can be teaching 100 people and notice a few of them have their hands open. I'll make a comment to the entire class about how important it is to make a fist so tight that the skin on your knuckles stretches. Without fail, the people in class whose fists were the **tightest to begin with**, are the ones to come up to me after class to thank me for the reminder or apologize for not having their tightest fist. Yet, they weren't the ones I noticed! The students with their hands open, rarely think it's them.

As I do my best to empower people to get involved with Metro, to employ my colleagues to utilize Metro to solve their own business challenges, to encourage my friends to challenge themselves to do something different and better, I get the same answer from many. They rationalize the business problem as being an unsolvable consequence to being so busy. They blame not having time to work on their business since they are too caught up in working FOR their business. They think that they have no ability to shape/move our industry.

My challenge to you is to seek out some new people to be on the board of directors of your life. Find people to inspire you in different ways, be it communication skills, business acumen, or simply a different way of thinking. Be inquisitive and ASK the question "how do you do this?". If the answer doesn't impress you, then perhaps you can help them. If not, then you're on your way. When you get to the point that you realize that there is ALWAYS something to learn, then you will have that ah-ha moment and will realize that there is so much to offer in MetroBCA that you will want to attend EVERY event. There is so much talent in this group that it is the best real-world education that money can buy, thanks to the amazing culture that pervades the organization. You are surrounded by business Black Belts and Grandmasters of Life Experience.

The humbling part is **not** to realize that your fist might be open, it's that your fist can always be tighter. Read that again. The humbling part is not to realize that your fist might be open, it's that your fist can **always** be tighter.

Frank R. Coppola III
2022 Metro President



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Metropolitan Builders & Contractors
Association of New Jersey

Welcome New Members!

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

2022 SPIKE CLUB/ MEMBERSHIP SPONSORS COUNT

Dominic Carlucci	1
Frank R. Coppola III	7
Caroline Gosselin	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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Wall, NJ 07719

Phone: (848) 220-9520

Email: jbattagl@ryanhomes.com

Sponsor: Frank Coppola

Bio: Division Manager

ASSOCIATE

William Harris

Park Union Lumber Company, LLC

243 South Salem Street

Randolph, NJ 07869

Phone: (973) 366-0345

Email: bharris@parkunionlumber.com

Sponsor: Frank Coppola

Bio: Account Manager, Multi Family Specialist,
Painting, Kitchen and Property Maintenance Division

AFFILIATES

Amy Sodowhich

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485 Route 1 South

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Phone: (908) 884-8670

Email: amy.sodowhich@homebridge.com

Sponsor: Dominic Carlucci

Bio: Financial, Mortgage Loan Officer

Nicole Prato

The EXperience NJ Team of EXP Realty

28 Valley Street

Suite 1

Montclair, NJ 07042

Phone: (631) 943-8907

Email: nicole@experiencenjteam.com

Sponsor: Caroline Gosselin

Bio: Real Estate Agent, Instagram Extraordinaire

KIM'S CORNER

March already? 2022 is already flying by! I don't even know how or where to begin – Metro has so many fun events and activities in the works for our members.

First off, I hope everyone got their AOE entries submitted into the office by the deadline. The next step in the process will be for our three judges. However, I would like to extend a big congratulations to our Early Bird Winner – Phil Calinda of Millenium Custom Homes! I know everyone will be excited to see you grace the cover of our OnSite Magazine. And to everyone else who submitted entries for our 38th Annual Awards of Excellence – Good Luck!

This month Metro is excited to finally bring back its famous LOBSTERFEST on Thursday, March 24th after being on a hiatus due to Covid-19. Nothing like a delicious steak or lobster to bring everyone together again. If you haven't purchased your ticket yet – I recommend doing it sooner rather than later. Come April, Metro's Professional Women in Building Council, will be hosting Metro's 2022 Home Show. There are only a limited number of spots available so make sure your



company grabs one before they are all gone! You can contact Linda Garvey of Coppola Brothers, LLC and the PWB Chair for more information by email at L.Garvey@coppolabrothersllc.com

Finally, I want to put it out there that if you are trying to figure out a way to get more involved with Metro BCA but not exactly sure where to start – please seek me out. I am more than happy to help you out and introduce you around. I know that sometimes joining an association and going to events where it looks like everyone knows everyone can be intimidating, trust me – I am as shy as they make them, but Metro is made up of some of the friendliest people you will ever meet. And they want to meet you too. There are so many different ways and opportunities for you to get involved from being an Event Sponsor to writing an article for OnSite or sharing a photo with Metro on Facebook or Instagram. No matter how big or how small – there is always a way. I know the saying usually is “when one door closes another one opens” but in this case when you are in a room full of contractors, architects, builders, etc. – I say you take a chance and start building your own damn door to open – maybe make it an archway instead – don't wait for the opportunity, make the opportunity.

Kimberly Nordstrom, Office Manager
knordstrom@metrobc.org

METRO'S MONTHLY QUOTE

*You have to
learn the rules
of the game.
And then you
have to play
better than
anyone else.”*

– **Albert Einstein**

FUN FACTOID

Did you know that between 1990 and today, US productivity grew by 40%, while building industry productivity only grew by 10% during the same period? (source - NAHB). Clearly, there's an opportunity for productivity innovation in the industry, which could help solve things like the skilled labor crisis, for example. According to McKinsey, about 40% of the skilled trades will exit the industry by the end of this decade, meaning the time to address this is NOW!!

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Metro is excited to announce a new member of our Executive Board, **Tom Trautner** of Chiesa Shahinian & Giantomasi PC, he is now Metro's 1st Associate Vice President.

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MICHELE'S EO PERSPECTIVE



Wow, we are already in March 2022. It seems that only two short weeks ago, we were installing our new board. Working with the new board has been wonderful! The motivation, determination, and forward-thinking initiatives are proving to be a real asset to Metro, as we work toward building a better association for our members.

If you are not aware of this all of our BUILDER members are eligible for some great rebates. If you register your business at <https://hbarebates.com/njba/> you will begin earning your rewards. HBA Rebates has partnered with over 50 of the industry's leading manufacturers. Visit their website to find information about the next quarterly filing submission date. Claim forms are there to download, as well as, a "text app" to remind you not to forget to file. Follow the instructions; it doesn't get any easier. For questions or anything customized contact, Kim Klein at Kim@HBArebates.com.

NJBA has been working tirelessly to provide our members with a great retirement plan. By joining the NJBA Program, you benefit from the economies of scale enjoyed by large businesses. Pooling client assets can create cost savings, which are passed on to you and your employees. Visit <https://njba.org/401k/> for more information. Contact Grant Lucking of NJBA to get started at (609) 570-2157 or grant@njba.org.

Last but not least, let's talk about events. We have many events going on over the next several months from our annual Lobsterfest to our SMC Breakfasts, April Home Show, and our Awards of Excellence. If you are looking to connect with your peers, meet new people or just support the work we are doing to build affordable housing in NJ, then join us.

We are currently looking for vendors and event sponsors for our Home Show on April 21st at the Hanover Manor. This year our event will be on the first floor in the Empire Room for easy access and a more spacious floor plan.

We hope you can join us for many of our 2022 events and bring a friend.

Michele Leppard, EO

mleppard@metrobc.org, Cell (201)463-5543

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METRO RETENTION

**By Co-Chairs: Brian Maffia of GPS
& Tammy Murray of Andersen Windows and Doors**

I'm already busy enough why do I need Metro BCA?

Being a member of this relationship and event driven local builders' association provides you with additional insight and benefits you can't acquire just anywhere! The commitment and professionalism of the members that are apart of Metro Builder's association are second to none. There are countless success stories that reside in the hearts and minds of members, on how others influenced the growth of their businesses. Metro is here to help you make your business more efficient, profitable, relevant,



and compliant. Metro works with local, state, and federal legislators to protect and prevent laws that could adversely affect your business. Metro is here to help all aspects of your projects. The wealth of knowledge within our membership spans from contract and consumer law, social media platforms, tax and real estate law, codes and regulations, and so much more. Metro is here to ensure your business remains steadfast in our continuously evolving industry. We encourage you to take another look at Metro, but from a different perspective. We encourage you to consider attending one of our upcoming membership meetings, either live and in person, or coming soon – live online general membership meetings due to our current environment. We assure you that if you take a step to connect with other members, you will be glad you did. So, what are you waiting for?! We look forward to seeing you soon!

"Change will not come if we wait for some other person or some other time. We are the ones we've been waiting for. We are the change that we seek."

– Barack Obama

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SPOTLIGHT ON AOE

**By AOE Co-Chairs: Tammy Murray
of Andersen Windows and Doors &
Kristie Veri of Cleanscape Construction**

Metro's BIGGEST EVENT OF THE YEAR is almost here! Do you know what the biggest event of the year is? It's the 2022 Awards of Excellence! Are you ready for it? Do you have June 9, 2022 blocked off on your calendar? Have you submitted your entries? If you have not done these, you need to keep reading!

The Awards of Excellence is a fabulous opportunity to receive a valuable acknowledgement, a special spotlight AND have the most valuable marketing tool at your fingertips. An AOE award is EPIC for your company. They look amazing on your office and showroom walls and act as showstoppers in the social media world.

Why is the Awards of Excellence our BIGGEST EVENT OF THE YEAR? Metro invests a large portion of their efforts to make this a special event for our members as it is believed to serve several purposes in the business world. It is believed that effective award programs help an organization, or business to be more competitive, retain key employees, and reduce turnover. Award systems are absolutely necessary as they can also enhance employee and business owner's motivation as well as reinforce the image of an organization among key stakeholders or future employees. Wow, right? Is that enough to get your application started? Do you realize



GTG Builders

how valuable this is for a small or a large business? You do? So, what are you waiting for?

Keep in mind, these awards are for ALL Metro members! We encourage our members to think outside the box and review all the categories (there are a ton). Let's get your hard work out there! We have categories for everyone including our Associates, Remodelers, Builders, Choice Awards, and the list goes on! Reach out, we are always available and ready to help.

In addition to the value, attending Metro's 2022 Awards of Excellence is a night of FUN! This year the Awards of Excellence is going to be extra special. We will have a variety of new sponsorships and some new highlights of the night to look forward to. We will be offering some of the well-loved favorites from last year, but turning it up with some new ones. Stay tuned and we will share those opportunities and highlights shortly. Keep in mind, sponsorships are great if you want to be front and center of Metro's BIGGEST EVENT OF THE YEAR!

Lastly, if you are a new member to Metro or this is your first time submitting an entry to the Awards of Excellence, the committee is holding educational zoom calls. A few were scheduled in February and we can schedule more if needed. The zoom calls will be dedicated to reviewing the process, answering application questions, and discussing the appropriate categories to use when submitting. We aim to be available and informative to assist in making an entry submission easy.



AOE Country Classics Team

PWB POINT OF INTEREST

Sent in by PWB Chair Linda Garvey
of Coppola Brothers, LLC

Who Was The First Female Architect?

Marion Mahony-Griffin was likely the first female licensed architect in the U.S. She graduated from the *Massachusetts Institute of Technology* (M.I.T.) in 1894 (she was the second woman to do so). In 1895, Mahony was the first employee hired by *Frank Lloyd Wright* designing buildings, furniture, stained glass windows and decorative panels. Her watercolor renderings of buildings and landscapes became known as the “*staple*” of Wright’s style (though she never received credit by the famous architect). Over a century later she would be known as one of the greatest delineators of the architecture field, but during her life her talent was seen as only an extension of the work done by male architects. She was associated with Wright’s studio for almost fifteen years and was an important contributor to his reputation, particularly for the influential *Wasmuth Portfolio*, for which Mahony created more than half of the numerous renderings.

Today, women account for half of graduates from architecture programs in this country, but they make up about **20 percent** of licensed architects and **17 percent** of partners or principals in architecture firms.

*Happy
Women’s
Month to
all those
who work
in this
industry!*



Congratulations to the New Jersey Builders Association 69th President and Tom’s Cabinet of Jr. Officers:

President: Thomas P. Bovino - Jackson Development Corp

Vice Present: Frank Belgiovine – Belmont Construction Corp.

Treasurer: Debra J. Tantleff – Tantum Real Estate

Associate Vice President: Suzzane Kronenfeld – realtor.com

Second Associate Vice President: John R. Cioletti – Reno’s Appliance

NAHB PROFESSIONAL WOMEN IN BUILDING MEMBERSHIP

According to recent studies, company earnings of PWB members are 22% higher than those who are not members.

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: \$75 per year

*Contact Kimberly Nordstrom,
Metro Office Manager, for an
application. 973-887-2888 Ext. 302
knordstrom@metrobc.org*

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Investment banker review and selection

Through the Private Sales Referral Network, a consultant familiar with your industry will work with you to understand your business, ultimately presenting you with choices for an investment banker from the member network. Once selected, your member investment banker will serve as your lead advisor who can work with you to analyze your company's inherent worth.

Advice to guide your business decision

With keen insights into industry drivers and metrics, member firms can provide critical advice about how to effectively engage prospective investors or buyers.

Exit strategy analysis and advice

Serving as an advisor, your member investment banker can help you to decide whether — and when — a sale or recapitalization may be a choice for your company. As a specialist in your industry, your member investment banker also can provide critical advice on how to position your business ahead of any transaction, working proactively with you to help achieve your financial objectives. We believe it's never too early to engage your advisor in your succession planning — even three to five years before you envision a potential sale or recapitalization.

Submitted by Maurice Lyle
of Merrill Lynch Wealth Management



METRO'S 2022 ECONOMIC FORECAST

Our “Economic Forecast” was held at the Hanover Manor last Thursday, February 17th. Our Event Sponsor and Guest Speaker, Kei Sasaki of Northern Trust presented the 2022 Outlook – A Transition Year - a world beyond COVID-19. He spoke about Inflation trends, interest rates, risks, economic recovery, government stimulus, US consumer spending, and markets were discussed providing the attendees with a broad view of the future.

Thank you to our evening's sponsors Northern Trust and Wells Fargo and a huge shout out to our amazing Hammer Sponsors of 2022!!!

About Kei Sasaki:

Kei Sasaki is a Senior Vice President with Northern Trust and serves as a Senior Investment Portfolio Manager for its Wealth Management business. Working in partnership with Northern Trust's thought leaders and specialist teams, Kei provides actionable insights into the global economy and capital markets and manages personalized, goals-based investment portfolios for high-net worth individuals, wealthy families and foundations.

Kei has over 25 years of global industry experience, specializing in economic and capital markets research, investment strategy and wealth management.

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Prior to joining Northern Trust, he was a Managing Director with Wells Fargo Private Wealth Management serving as Regional Chief Investment Officer and led a team of investment professionals who delivered client- centric, multi-asset class portfolios for high-net worth clients. He was the investment thought leader of the Eastern Region and frequently shared his perspectives at client and industry events, with the media and through written commentary. Before joining Wells Fargo, Kei was a Managing Director with PineBridge Investments, where he held the roles of Head of Equity Research and Client Portfolio Manager representing the firm's fundamental, quantitative and ESG equity strategies. Earlier in his career, he held positions at

Credit Suisse Asset Management and Yasuda Bank and Trust Company.

Kei received a Bachelor of Science in International Business and Finance from New York University and a Master of Business Administration from Fordham University with honorary distinction.

He is a CFA® charterholder and member of the CFA Institute and the CFA Society of New York.



*Early Bird AOE Winner - Phil Calinda
with AOE Co-Chairs Kristie Veri
and Tammy Murray*



*Metro President Frank R. Coppola III,
Geraldine Smith and Guest Speaker and
Event Sponsor Kei Sasaki of Northern Trust*



*President, Frank R. Coppola III with some
of our Professional Women in Building
Council and Metro Members*



*Office Staff - Kimberly Nordstrom
and Michele Leppard*



*Executive Board
with Kei Sasaki*



*Kei Sasaki of Northern Trust
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*Tom Trautner - Speaking
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2022 CALENDAR OF EVENTS

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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WELLS FARGO SUPPORTS VETERANS

By Andrea LoMonaco of Wells Fargo

Wells Fargo is strongly invested in supporting our nation's veterans, including a commitment to assist them in completing postsecondary education programs to help them return to, and succeed in, a competitive job market. We offer both a Wells Fargo Veterans Emergency Grant Program (Program is open until funds have been distributed) and a Wells Fargo Veterans Scholarship Program (Deadline to apply: March 11, 2022 11:59 pm CT)

Web address for the full details of both programs, their requirements, and to apply is; <https://wellsfargovets.scholarsapply.org/>

A highlight of the who and what are below.

Applicants to the Wells Fargo Veterans Scholarship Program and/or the Veterans Emergency Grant Program must:

- Have served in the United States military, this includes the Reserves and National Guard.
- Be honorably-discharged (no longer drilling or serving) veterans who have received a Certificate of Eligibility from the Department of Veterans Affairs or DD214 or another document of service stating "Honorable Discharged" by the program application deadline date. Spouses or widow of disabled veterans meeting the above criteria may also apply.
- Be high school or GED graduates, current undergraduate or graduate level students enrolled in full-time undergraduate (first Associates or Bachelor's) or graduate (first Master's degree) study at an accredited two-year or four-year college, university, or vocational-technical school* for the entire upcoming academic year. Doctorate study is not eligible. **College must not be on warning or probationary status with the federal government, or must not be in litigation with the federal government or a state.*
- Have completed the FAFSA to ensure full discovery of actual unmet need.
- Use any military education benefits for which they are eligible in the upcoming academic year.
- Have a minimum cumulative grade point average of 2.0 on a 4.0 scale, or its equivalent.

Scholarship Award Amounts

Awards of \$5,000 per year will be granted. Awards may be renewed for up to three additional years or until

an associate's, bachelor's or master's degree is earned, whichever occurs first. Renewal is contingent upon satisfactory academic performance in a full-time course of study.

Emergency Grants

Emergency grants are available to eligible veterans who are enrolled full-time in postsecondary education and experience unexpected financial difficulties that might cause them to drop out from school. Grants are available for a one-time distribution with a suggested maximum of up to \$1,000 based on the cost of the emergency need.

Identify one emergency need for consideration. Grants can be used for expenses such as:

- Housing/Rent, Utilities, Medical/Dental expenses, Personal automobile repair expenses, Public transportation/Bus pass, Childcare

I am honored to work for an institution that focuses on and invests in our Veterans.

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Company: Wells Fargo

Address: 190 River Rd, 2nd Floor,
Summit NJ 07901

Phone # & e-mail:
201-602-1679
andrea.lomonaco@wellsfargo.com

YEARS IN THIS BUSINESS: 16

- **How did you get into this business?** Had a friend who started working as a loan officer and said I should come check it out. The rest is history...
- **What products and services does your company provide?** Residential mortgages- purchase, refinance, cash out refinance, long term rate locks for new construction, spec locks for builders
- **What is the story behind Wells Fargo?** Wells Fargo & Company is an American multinational financial services company with corporate headquarters in San Francisco, California, operational headquarters in Manhattan,[4] and managerial offices throughout the United States and internationally.[3] The company has operations in 35 countries with over 70 million customers globally.[3] It is considered a systemically important financial institution by the Financial Stability Board.
- **Have you/your company performed any community service or charitable efforts within the last year?** Each year, I receive 16 hours of paid volunteer time to give back to local communities where they live and work. Wells Fargo provides an innovative and comprehensive portfolio of volunteer opportunities that allows for employees across the globe to engage where and how they want. We have direct payroll opportunities to donate to St. Jude's which I take advantage of as well.

YEARS IN THE METROPOLITAN BUILDERS AND CONTRACTORS ASSOCIATION: 8

- **How did you get involved with Metro initially?** My builder manager at Wells Fargo was a member and invited me to come.
- **Why did you join Metro?** I saw the value of surrounding myself with people who have raised the bar about taking action rather than lip service about supporting the housing industry.

- **What was/is your biggest accomplishment as a part of Metro?** Being on the board and now the executive board. I'm honored to be seen as someone whom you've entrusted with Metro's future
- **What would you like to see more of in 2022 from Metro and its members?** More engagement with the General Meetings and committees
- **What is your feeling behind members helping members?** You've got to give to receive. If I want Metro members to bring opportunities to me, I have to think of the Directory as my go to reference guide
- **How would you guide others to partner up more?** Join a committee first and foremost. That is where you get to know people better. Have one on one meetings. We work with people we like, trust, and know. This isn't achieved by stuffing business cards in hands once a month at a General Membership Meeting.

AWARDS OF EXCELLENCE RELATED:

- **Has your company recently won any awards?** Yes, for brochure and TV ad.
- **What was your favorite part of AOE in 2021 if you were able to attend?** Celebrating my friend's accomplishments.
- **What are you looking forward to at the 2022 AOE's?** Seeing the amazing work done by my colleagues.
- **Are you submitting for the 2022 AOE's?** If so, for what categories? Yes, for best brochure and TV ad.

GETTING TO KNOW YOU:

Favorite Color: Green

Favorite Food: Lamb

Favorite Band: Dave Matthews Band

- **Any Favorite Project you have worked on?** I helped do mock interviews in NYC for Project Comeback which empowers homeless individuals with the skills they need to successfully obtain full-time employment and achieve economic independence.
- **What do you see/believe are the most important issues in the building industry today?** Workforce development, we need to find our next generation of builders. Being able to build affordable homes – supply chain issues

**METROPOLITAN BUILDERS &
CONTRACTORS ASSOCIATION OF NJ**

Hosted by the Membership & Golf Committees



APRIL 27
4:00 - 7:00 PM
\$35

INCLUDES CHIPS & DIPS, SANDWICHES & ONE BEER

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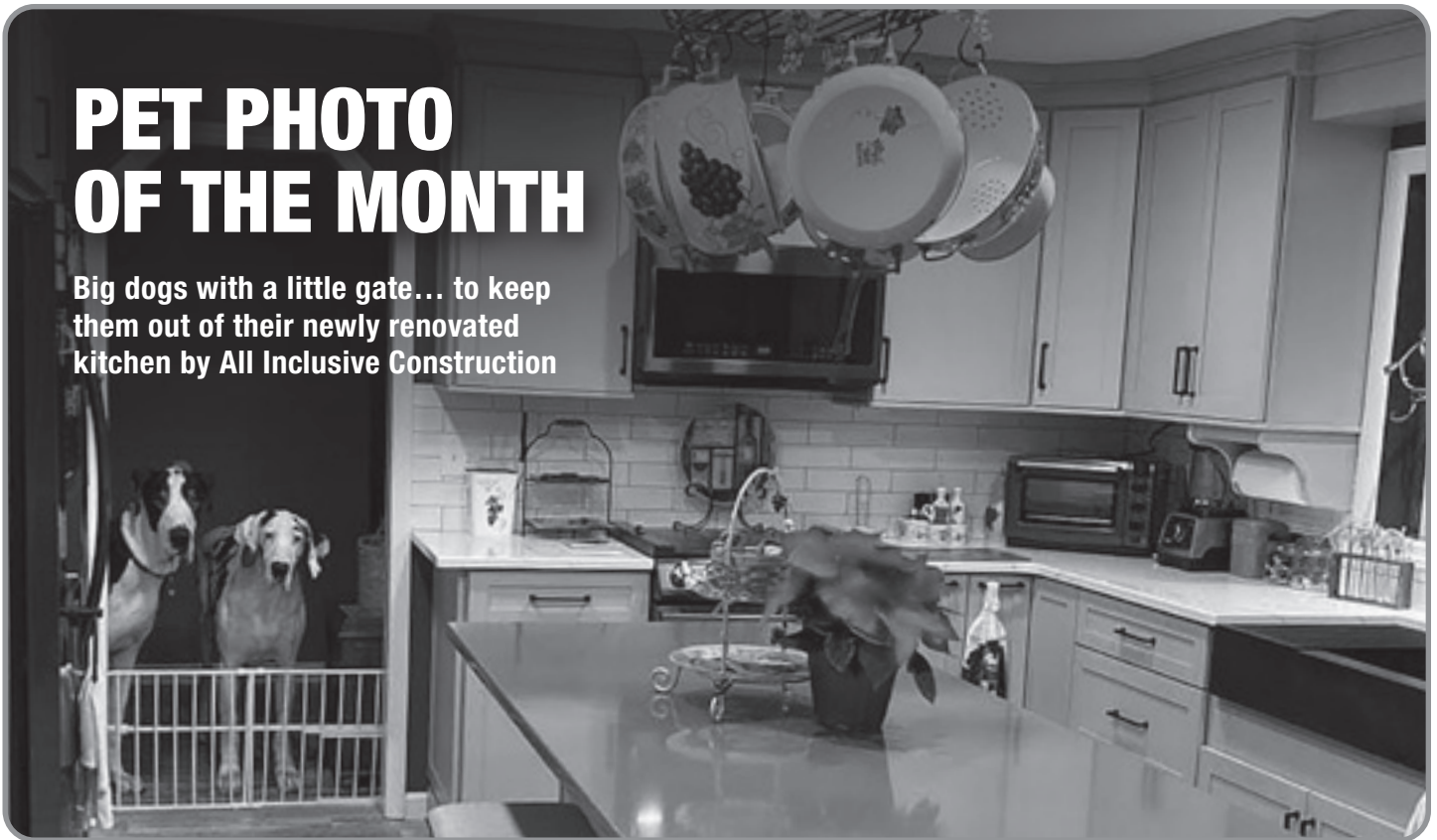


Metropolitan Builders & Contractors
Association of New Jersey

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PET PHOTO OF THE MONTH

Big dogs with a little gate... to keep them out of their newly renovated kitchen by All Inclusive Construction



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2022 AWARDS OF EXCELLENCE

Thursday, June 9, 2022 – Hanover Manor – East Hanover, NJ

SPONSORSHIP OPPORTUNITIES

(Stay Tuned for New and Exciting Additional AOE Sponsorship Opportunities that will become available in the New Year)

EVENT SPONSOR - \$5,000 (LIMIT 1)

Emcee of the Night
Instagram - Take Over Week
Eight (8) Tickets to the Awards Dinner with Priority Seating and Table
90 Second Digital Advertising during Awards Ceremony
Name listed in the Awards Dinner program
Logo recognition during the Awards Ceremony
Full page Color Ad in the Dinner Program
Full page Back Cover Ad in OnSite Magazine

DIAMOND SPONSOR - \$2,500

Awards Presenter at Ceremony
Instagram – Take Over Tuesday
Six (6) Tickets to the Awards Dinner with Priority Seating
60 second Digital Advertising during Awards Ceremony
Name listed in the Awards Dinner program
Logo recognition during the Awards Ceremony
Full page B&W Ad in the Dinner Program
Full page B&W Ad in OnSite Magazine

COCKTAIL HOUR SPONSOR - \$2,000

Awards Presenter during Cocktail Hour
Six (6) Tickets to the Awards Dinner with Priority Seating
60 second Digital Advertising during Cocktail Hour
Name listed in the Awards Dinner program
Logo recognition during the Awards Ceremony
Full page B&W Ad in the Dinner Program
Full page B&W Ad in OnSite Magazine

EMERALD SPONSOR - \$1,500

Four (4) Tickets to the Awards Dinner with Priority Seating
30 second Digital Advertising during Awards Ceremony
Name listed in the Awards Dinner program

Logo recognition during the Awards Ceremony
Full page B&W Ad in the Dinner Program
Full page B&W Ad in OnSite Magazine

GOLD SPONSOR - \$1,000

Two (2) Tickets to the Awards Dinner with Priority Seating
15 second Digital Advertising during Awards Ceremony
Name listed in the Awards Dinner program
Logo recognition during the Awards Ceremony
Full page B&W Ad in the Dinner Program
Full page B&W Ad in OnSite Magazine

WINE PULL SPONSOR - \$750 (LIMIT 1)

Networking opportunity throughout the entire AOE event
Two (2) Tickets to the Awards Dinner with Priority Seating
Your Company Logo on all Wine Pull Bags
Name listed in the Awards Dinner program
Logo recognition during the Awards Ceremony
½ page B&W Ad in the Dinner Program
½ page B&W Ad in OnSite Magazine

SILVER SPONSOR - \$500

One (1) Ticket to the Awards Dinner with Priority Seating
Name listed in the Awards Dinner program
Logo recognition during the Awards Ceremony
½ page B&W Ad in the Dinner Program
¼ page B&W Ad in OnSite Magazine

BRONZE SPONSOR - \$350

Name listed in the Awards Dinner program
Logo recognition during the Awards Ceremony
½ page B&W Ad in the Dinner Program
Recognition as Sponsor in OnSite Magazine

AWARDS OF EXCELLENCE DINNER PROGRAM ADS

FULL PAGE – 4.5" x 7.5" – \$275 • HALF PAGE – 4.5" x 3.5" – \$175

Deadline: Friday, May 20, 2022

Black & White Ads

300 DPI Resolution

JPG Preferred

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CONSTRUCTION RISK ADVISOR



**By Karen Adamsbaum of
The John Morgan McLachlan Agency**

Most Costly OSHA Violations for the Construction Industry

OSHA keeps records not only of the most frequently cited standards overall but also within particular industries. An analysis of the most recent statistics from OSHA revealed the top standards cited in the fiscal year 2021 for the construction industry. Here are some of the sector's most common (and expensive) violations from this past year as well as best practices for preventing related health and safety concerns at your construction site:

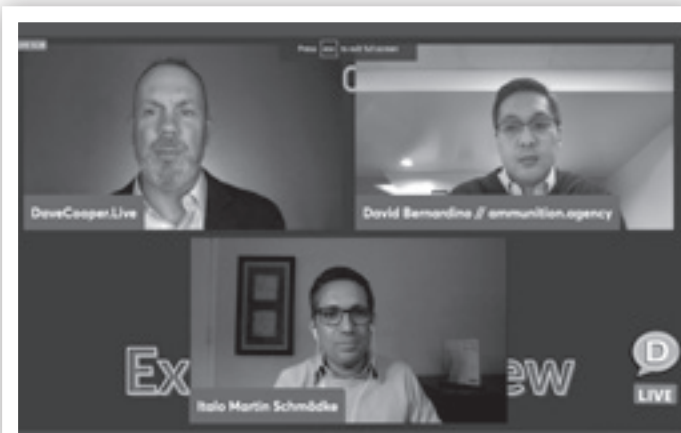
- **General duty clause (5A0001)**—This standard, which had an average cost per violation (ACV) totaling \$7,942.24 and was cited 108 times this past year, requires employers to provide a safe work environment. It is often used when a hazard is not already covered by an existing standard. As such, it's possible that this standard may have been cited for hazards related to COVID-19. Considering the ongoing pandemic, it's crucial to continue prioritizing proper COVID-19 prevention measures at your worksite.
- **Requirements for protective systems (29 CFR 1926.652)**—This standard, which had an ACV totaling \$6,733.30 and was cited 400 times this past year, refers to trench safety. Trenches at your construction site that are more than 5 feet deep and not made entirely of solid rock must implement one of the following protective systems to prevent cave-ins:
 - **Sloping**—This process reduces the risk of cave-ins by sloping the soil of the trench back from the trench bottom. Slope angles will vary depending on the type

of soil around the trench.

- **Shoring**—This process involves installing aluminum, hydraulic or other supports to prevent soil movement and cave-ins. Shoring systems typically consist of posts, wales, struts and sheeting.
- **Shielding**—This process refers to the use of trench boxes or other types of supports to avoid soil cave-ins. These shields and supports are typically designed or approved by a registered professional.
- **Safety training and education (29 CFR 1926.21)**—This standard, which had an ACV totaling \$6,036.58 and was cited 352 times this past year, requires employers to establish employee education programs to help their workers prevent unsafe conditions. That being said, make sure to have your employees participate in routine safety training related to key job site hazards.
- **Duty to have fall protection (29 CFR 1926.501)**—This standard had an ACV totaling \$5,263.54 and was cited 5,162 times this past year (making it the most frequently cited standard). It refers to identifying fall hazards and providing protections from them when needed. With this in mind, be sure to provide several forms of fall protection for your employees—including guardrails, safety nets, fall arrest systems and protective equipment—whenever they must work at heights of 6 feet or more.

Don't let your organization suffer the costly consequences of an OSHA violation. Contact us today for additional, industry-specific guidance on OSHA compliance and keeping your workforce safe.

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This is a shot of Metro's Vice President and COO of Ammunition, Dave Bernardino on his recent appearance on the Dave Cooper Live! Show talking about modular building with a recent NAHB Global Innovation Award Winner, John Martin.



*From Left to Right:
Jillian Pritchard-Cooke – Wellness Within Your Walls
Jeff Wilson – LoomView
Giuliana Nava-Cord – NAHB
Steve Kleber – Kleber & Associates
Dave Bernardino – Ammunition and Metro's Vice President
Lita Dirks – Lita Dirks & Co
Erin Hurley – Lita Dirks & Co*

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