

July/August 2022

OnSite

METROPOLITAN BUILDERS & CONTRACTORS ASSOCIATION OF NJ MAGAZINE



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BY ROBERT B. NUSSBAUM, ESQ.

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Sixth Annual Metro Cup

Thursday, October 6th

Royce Brook Golf Club - West Course (Private)

201 Hamilton Road Hillsborough, NJ 08844

18-Hole Shot Gun at 12:30 pm - Scramble Format

Lunch/Registration - 10:45 am

Cocktails / Dinner / Awards 5:30 pm



Metropolitan Builders & Contractors
Association of New Jersey



NEW THIS YEAR - Golf Clinic for those who cannot make the entire day
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___ **Corporate \$2000:** 4 golfers, premier signage @ registration and dinner, full page ad in OnSite Magazine

___ **Eagle \$1500:** 4 golfers, 1 tee sign, signage at dinner, 1/2 page ad in Onsite magazine

___ **Birdie \$900:** 2 golfers, 1 tee sign, signage at dinner, 1/4 page ad in OnSite magazine

___ **Bag Tag \$800:** 1 golfer, logo on bag tags (1 avail.)

___ **Dinner \$325:** 1 dinner, signage @lunch & dinner

___ **Score Card \$300:** logo on score cards (1 available)

___ **Games \$250 each:** sign at hole tee box

___ Closest to the Pin ___ Hit the Green (4)

___ Longest Ball ___ Pro-Hole ___

___ **Sign at Long Drive Pro - \$200** (4 available)

___ **Beverage Carts \$250 ea.** Sign on cart

___ **Range \$200:** 1 tee sign at the driving range

___ **Tee sign \$150**

___ **Clinic Sponsor - signage at clinic + dinner \$250**

Tickets

___ **"Early Bird" 18 Hole Golfer** (registered & paid by 8/26)
@ \$250 ea.

golfers _____ \$ _____

___ **18-Hole Golfer @ \$275 ea.** (after 8/25)

golfers _____ \$ _____

___ **Dinner Only @ \$75 ea.**

attending _____ \$ _____

___ **Golf Clinic** (3:00 - 5:00 PM) @ \$80 ea. # attending _____

___ **Golf Clinic and Dinner - \$150.00**

Please provide the name and email address of each golfer

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Name: _____

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Name: _____

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Payments can be made online at www.Metrobca.org (Events Page) or
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Metropolitan Builders & Contractors Association of NJ

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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 2022

Greetings Fellow Metro Members,

**“How can you wash the brain
if you don’t take it out of the skull?”**

– Urko, Planet of the Apes 1974

One of the best parts of my involvement with MetroBCA over the past seven years, has been how much my thinking has been challenged. As I reflect upon this, in search of points to make to support this proclamation, what comes to the top of mind is the people not the points pondered. With the diversity of job descriptions, different degree of business development amongst our members, comes a cornucopia of mindsets.

When I went to college for Business Management the professors taught business with the foundation being; grow your P&L to increase your balance sheet. It was a given. I attended a Real Estate Boot Camp by Bill Asdal (a Metro legend!) which blew my mind as he flipped the collegiate script I had learned. He literally built a generational real estate business empire on the bedrock principle of growing your balance sheet to create a P&L. I had to take the course five times for it to sink in. Conceptually I comprehended it the first time, but I had to address decades of habitual thinking. Repetition is the mother of all skills, so it certainly didn't hurt listening to the Asdal tune a few times over. He, and his family just think differently. It's not just a high intellect, but intelligence coupled with a unique perspective on problem solving. I speculate this stems from using matrix decision making tools in everyday life. They THINK, and they do it so very well. They all have challenged me to use my brain more and exposed me to thought processes I had never imagined previously.

I am an analogic thinker and am constantly using logic to think of one thing relates to another. Brian Maffia, (who is our Platinum Sponsor with General Plumbing Supply) and I have for years challenged each other in the board room, not with opposing views, but with just different ways of looking at problems and solutions. I would suspect the reason Brian and I challenge each other is because I suspect he is a digital thinker. By definition “Digital thinkers look outward first, thinking about people, their relationships with the business, their relationships with others, peers, social

PRESIDENT'S MESSAGE CONTINUED ON PAGE 11



Frank R. Coppola III
2022 Metro President



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 Bio: Builder

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2022 SPIKE CLUB MEMBERS COUNT

Frank R. Coppola III	15
Karen Adamsbaum	1
Michael Black	1
Steve Shaw	1

Membership in this prestigious Club is for any Metro member who has brought in a new Builder or Associate member during 2022. 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 Builder and Associate members.

Join the Metropolitan Builders and Contractors Association of New Jersey's Remodelers Council for our Annual



SEPTEMBER 15, 2022

Time

5:00 PM to 9:00 PM

Place

Raritan Inn - 526 County Road 513
Califon, NJ 07830

Pricing

*Member Ticket (21+) - \$75

*Non-Member Ticket (21+) - \$85

Young Adult Ticket (Ages 13-20) - \$45

Child Ticket (Ages 12 & Under) - FREE

*Alcoholic drinks are included

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Bar Sponsor - \$750: includes special signage recognition and a ¼ page Ad in OnSite

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Corn Hole Sponsor (Already Owned) - \$400: you and/or your company already own one and will be bringing it with you to the G&C Event to be used.

Bocci Ball Sponsor - \$350

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All Sponsors will receive signage in addition to some table top space to display any swag or other marketing materials they would like to provide to those attending.



Metropolitan Builders & Contractors
Association of New Jersey

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MICHELE'S EO PERSPECTIVE



We are more than halfway through the year and already planning for 2023 to keep the momentum rolling. There has been so much excitement circulating this year at Metro, NJBA and NAHB. We are all focusing on increasing our membership through more membership drives and consistent engagement to help us further strengthen the Association's culture of membership. The 2022 Membership drive not

only helps reward Metro, but it also rewards our members by offering them Bonus Spike Credits for referrals. When members recruit and retain members, they are not only giving back to the industry, they will also be recognized and rewarded through NAHB's Spike Club. To become a Spike, you must earn at least six credits. The best way to earn credits is to recruit a new member to the Association. You can also earn credits for renewals and recruiting new NAHB Council members!

- 1 credit for each new builder or associate member you recruit
- 1 credit on the first anniversary of each new member you recruited
- ½ of a credit for each anniversary that follows for each of those members
- ½ of a credit for recruiting council members to their local association

Become a Spike Club member and watch your status rise. Receive free tickets to the closing concert at the International Builders Show. Recruit more and receive an invitation to the Spike VIP section at the concert. Be a super-recruiting Spike and receive a chance to win an all-inclusive trip to Napa Valley. Being a Spike Club member is a Big Deal!

We held our July Membership Meeting at Four Sisters Winery, and enjoyed delectable wines and a delicious meal on the picturesque fields of green. The July Membership Event was hosted by the Retention Committee, chaired by Tammy Murray of Andersen Windows & Doors and Brian Maffia of General Plumbing Supply. We recognized the value of becoming a Spike Member at the meeting, and we will be bringing the Spike Club 'hoorah' back to Metro. Remember, if your referral joins, they must include your name on their new member application, as a sponsoring member. If you have any questions, about the Spike Club please reach out.

Lastly, we have two FUN events coming up! Grillin N' Chillin will be held at the Raritan Inn at Middle Valley (Bill Asdal's place) on September 15th and the Annual Metro Golf Cup will be held at the Royce Brook Gold Club on October 6th. This year, we added a Golf Clinic for those who want to learn the game of golf. Come out and support the industry, and build relationships with your fellow members. Metro is a big supporter of members doing business with members. So let's get to business.

"Home is the most important place."

— Joanna Gaines, Fixer Upper

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PRESIDENT'S MESSAGE CONTINUED FROM PAGE 3

interactions, and their other needs and motivations". Analogical thinkers are characterized by extrapolations from the familiar to the unfamiliar, rather than using formal logic or consecutive reasoning. I love Brian and his beautiful brain, as he makes my brain hurt. I have learned so much from him over the years and truly value his intellect. It doesn't hurt that he's a great guy as well! He has given me the opportunity to practice working collaboratively with others that figuratively speak different languages.

I also am process driven not necessarily goal oriented. There is a well known phrase in another group that I have been involved with for decades; "As you practice, you will perform". I love the double meaning of this charge. It conveys the adage "What you do once you do always" and that you are performing while you practice. Recently, there was some vigorous debate in the boardroom over a couple items that I brought to the boardroom for consideration. By definition, this means "to consider". Some board members were quite upset about the idea proposed. I suspect because they assumed the outcome of the discussion would lead to a vote, and the vote wouldn't go their way. Others welcomed the discussion as they learned different sides of the issue and learned things they would never have considered. I learned a great deal from this meeting as I realized that some folks are intently focused on the outcome, and not in tune to the concept that the process can itself be the desired outcome. Process-oriented thinking and goal-oriented thinking both have value, and both can co-exist.

One could view MetroBCA as an operation where you can feed your brain all sorts of information. The procedure can be used to absorb as much as you can from those who you value. A side effect is exposure to those who perhaps don't value you, but you can still learn from this/them. I think our own personal bureaucracy gets in way of changing our mind. The key take away is to be open minded enough to realize that there is more than one way to wash a brain.



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FUN FACTOID

Why are Housewarming parties called "Housewarming Parties"? This is a tradition that started when friends, family and neighbors of a new homeowner would bring actual firewood with them and light fires throughout the home. This would literally heat up the space hence giving it the name Housewarming Party. In addition to warming up the house people also believed this was the best way to purify a home and protect it against any evil spirits that might have made themselves feel at home while the house was unoccupied. According to legend – unoccupied houses attracted evil spirits and the best way to ward off any negative energy was to a light fire.

METRO'S MONTHLY QUOTE

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– Winston Churchill

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THE SAIBER CONSTRUCTION LAW COLUMN

By Robert B. Nussbaum, Esq.

The June 2022 edition of *OnSite Magazine* discussed the case of *J&M Interiors v. Centerton Square Owners*, which addressed a subcontractor's right to be paid under New Jersey's Prompt Payment Act ("PPA"). Several months after issuing its *J&M Interiors* decision, the Appellate Division handed down another decision which similarly demonstrated that the PPA is a powerful tool contractors and subcontractors can use not only to get paid but also to recover attorneys fees.

* * * * *

In *Jhc Indus. Servs., LLC v. Centurion Cos., Inc.*, the trial court ruled in favor of Jhc, a subcontractor, after it sued the general contractor for failing to pay Jhc in full even though the general contractor had been paid for the work done by Jhc. After prevailing on its claim against the general contractor, Jhc sought attorneys fees in the amount of \$104,670.51 pursuant to the fee-shifting provision of the PPA. However, the trial judge only awarded Jhc fees and costs of \$16,375.73 because the judge believed the amount of fees sought by Jhc was disproportionate to the \$30,500 judgment it recovered against the general contractor.

The Appellate Division reversed, rejecting the trial court's conclusion that the amount of fees awarded had to be proportionate to the amount of damages won. The appellate court noted that the Supreme Court of New Jersey held in 1995 that New Jersey's fee-shifting statutes did not "require proportionality between damages recovered and counsel-fee awards even if the litigation . . . vindicates no rights other than those of the plaintiff."

The Appellate Division succinctly summed up its decision as follows: "Statutory fee-shifting provisions are intended both to punish and deter the conduct the statute interdicts, here failure to promptly pay a subcontractor the full amount owed; let the non-paying contractor beware." The appellate court sent the matter back to the trial

court with clear instructions as to how Jhc's award of legal fees should be determined, including consideration of how the general contractor ran up Jhc's legal fees by its own legal maneuverings and stubborn approach to the action. In so holding, the Appellate Division put real teeth in the PPA and gave Jhc an actual rather than a hollow victory.

* * * * *

Each issue's Legal Construction Column will discuss a recent decision by New Jersey courts or courts from other states which may be of interest to people in the construction industry.

The information in each article is not intended to be legal advice and may not be used as legal advice. Legal advice must be tailored to the specific circumstances of each case. Every effort has been made to assure this information is up-to-date. The article is not intended to be a full and exhaustive explanation of the law in any area, nor should it be used to replace the advice of your own legal counsel.

For any question relating to this article, please contact Robert B. Nussbaum, Esq. at Saiber LLC at RNussbaum@saiber.com.

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AWARDS OF EXCELLENCE 2022 WINNERS LIST

This year the Metropolitan Builders and Contractors Association was thrilled to give out 66 Awards on Thursday, June 9th at our 38th Annual Awards of Excellence. Awards included Home of the Year, Rental Community of the Year and Metro's Partnership Award one of our most prestigious Awards a member can win. This year's Metro Partnership Award went to Kenneth Fox of Fox Architectural Design, P.C. New Metro member, Larken Associates won in 13 categories including Best Rental Community of the Year while WA Construct won 9 awards including the coveted Home of the Year Award for 149 Hodge Road in Princeton, New Jersey. We cannot forget about Metro's Earlybird Winner – Phil Calinda of Millennium Custom Homes who swept every category he entered.

BUILDERS – NEW CONSTRUCTION

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Best Color Ad for a Community – **Larken Associates**
Autumn Ridge at Lopatcong, NJ

Best Digital Display Ad – **Larken Associates**
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Best Radio Commercial – **Your Town Realty**

Best Community Sales Presentation Video
Larken Associates – Autumn Ridge at Lopatcong, NJ

Best Community Brochure – **Larken Associates**
Autumn Ridge at Lopatcong, NJ

Best Digital Direct Mail Piece – **Larken Associates**
Autumn Ridge at Lopatcong, NJ

Best Use of Social Media – **Balassone Builders**

Best Logo for a Company – **Balassone Builders**

Best Logo for a Community – **Larken Associates**
Autumn Ridge at Lopatcong, NJ

Best Website for a Company – **Cross River Design**
www.crossriverdesign.com

Builder Special Event – **Woodmont Properties**
Woodmont Way – “Virtual” VIP Event

Best Sales Office for a Community – **Larken Associates**
Autumn Ridge at Lopatcong, NJ

Best Landscaping for a Single-Family Home Residence
Cross River Design – Raziano Stone Courtyard

Best Signage for a Community – **Larken Associates**
Autumn Ridge at Lopatcong, NJ

Best Model Home Under \$2,500 Per Month
Larken Associates – Autumn Ridge at Lopatcong, NJ

Best Community Clubhouse - **Larken Associates**
Autumn Ridge at Lopatcong, NJ

Best Accessory Building
Millennium Custom Homes – Hartshorn Drive, Short Hills, NJ

Best Specialty Internal Feature Room
Balassone Builders – Keyes Street

Best Affordable Mt. Laurel Home – **Morris Habitat for Humanity** – 4123 Spruce Street, Township of Plainfield, NJ

Best Rental Community Under \$2,500
Larken Associates – Autumn Ridge at Lopatcong, NJ

Best Mid-Rise Multi-Family Housing Over \$500K
or Over \$2,500 per month – **Belmont Construction**
New Darlington - Summit, NJ

Best Single-Family Home-\$500,000-\$750,000
Fallone Group – Claridge Lane

Best Single-Family Home-\$750,000-\$1,000,000
Fallone Group – Sophie Street – Somerville, NJ

Best Custom Single-Family Home-\$500,000 - \$750,000
Main Street Custom Homes & Remodeling – Collins Lake House

Best Custom Single-Family Home
\$1,000,000-\$2,000,000 – **Balassone Builders**
Lalka Residence – Florham Park, NJ

BUILDERS – REMODELING/RENOVATION PROJECTS

Best Historic Commercial Renovation
Coppola Brothers, LLC – Red Mill Inn

Best Historic Residential Renovation – Cross River Design –
Preservation Project – **Barr Residence** – Milburn, NJ

Best Commercial Renovation - \$500,000-\$1,000,000
Coppola Brothers, LLC – Quantum Float

Best Outdoor Living Space – **All Inclusive Construction**
Plantar-Boxed Benches

Best Accessory Building Renovation – **Cross River Design**
Martin Rooftop Pool

Best Interior Special Feature Room Renovation
Millennium Custom Homes – Laurel Avenue – Bar Room

Best Remodeled Kitchen Under \$50,000
Your Town Realty – With A Hint of Mint

Best Remodeled Kitchen \$50,000-\$100,000
WA Construct – Melbourne, NJ

Best Remodeled Kitchen Over \$100,000
Millennium Custom Homes – Laurel Avenue – Livingston, NJ

Best Remodeled Bathroom Under \$25,000
WA Construct – Modernized Victorian Master Bath

Best Remodeled Bathroom Over \$25,000
WA Construct – Soak by the Fireplace – Princeton, NJ

Best Residential Addition or Alternation \$50,000-\$150,000
WA Construct – Plainfield Road

Best Residential Addition or Alteration \$150,000-\$250,000
WA Construct – Seminary Street – Second Level

Best Residential Addition or Alteration \$250,000-\$500,000
Millennium Custom Homes – Hartshorn Drove-Short Hills, NJ

Best Residential Addition or Alteration Over \$750,000
WA Construct – Hodge Road – Princeton, NJ

ASSOCIATE MEMBER CATEGORIES

Best Company Black and White Ad
Wells Fargo Home Mortgage

Best Company Color Ad - **Saiber**

Best TV Commercial – **Reno's Appliance**

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

Best Use of Social Media
Karen Adamsbaum Valley Bank
The John Morgan McLachlan Agency, Inc.

Best Company Logo – **Custom Sign Source**

Best Special Events – **Ferguson** – Ferguson Salutes Our Troops

Best Special Promotion – **Caroline Gosselin - Experience NJ Team at EXP Realty** – Awards of Excellence Video

Best Creative Sales & Marketing Support – **Nicole Prato - Experience NJ Team at EXP Realty** – 8 Francesca Court

Best Company Showroom or Sales Display - **Ferguson**

Best Outdoor Space – **Bowman Consulting**
Molly Brook on Belmont – North Haledon, NJ

Best Architectural Design Single-Family New Construction
Under 3500 Sq. Ft. – **Fox Architectural Design**
Dacotah Avenue – Township of Parsippany-Troy Hills, NJ

Best Architectural Design Residential Single-Family Renovation
Fox Architectural Group – Spierer Residence
Paramus Borough, NJ

Best Architectural Design Multi-Family New Construction
Appel Design Group
The Dayton Apartments Garden Communities – Ridgewood, NJ

Best Architectural Design Commercial New Construction
Fox Architectural Design
Beverwyck Road – Township of Parsippany-Troy Hills, NJ

Best Architectural Design Commercial Renovation
Appel Design Group – Adoni Property Group – Westfield, NJ

Best Engineering Site Design-Multi-Family Housing
or Mixed-Use Building – **Bowman Consulting**
Molly Brook on Belmont – North Haledon, NJ

Best Engineering Site Design – Commercial Property
SESI Consulting Engineers – Clay Avenue – Lyndhurst, NJ

Best Engineering Site Design-Stormwater Management
SESI Consulting Engineers – BJ' – East Rutherford, NJ

INDIVIDUAL ACHIEVEMENT AWARDS

Leasing Consultant of the Year
Larken Associates – Susan Livingstone

Sales Manager of the Year
Your Town Realty – Ronnie Glomb

Project Manager of the Year
Millennium Custom Homes – Dan Taquinto

COMMUNITY OF THE YEAR

Best Rental Community of the Year
Larken Associates – Autumn Ridge at Lopatcong, NJ

Home of the Year
WA Construct – 149 Hodge Road - Princeton, NJ

Metro Partnership of the Year
Ken Fox



Andrea LoMonaco of Wells Fargo Home Mortgage
and Frank R. Coppola III



Caroline Gosselin of Experience NJ Team at EXP
Realty & Tony Berardo of Cross River Design



Chris Camy & Frank R. Coppola III



Cross River Design



Daniel Dyrness of Main Street Custom Homes
& Frank R. Coppola III



Eric Keller and Nicki Louloudis of Bowman
Consulting and Frank R. Coppola III



Ferris Alhomsi and Veronica of White House
Designs with President Frank R. Coppola III



Frank Belgiovine of Belmont Construction
& Frank R. Coppola III



Frank R. Coppola III & Larken Associates,
Melissa Nascimento and Jillian Dorell



Frank R. Coppola III and Jessica Glennon
& Phil Calinda of Millennium Custom Homes



Frank R. Coppola III & John Fallone
& Robert Fallone of the Fallone Group



Frank R. Coppola III & Steve Balassone
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Tony Cretella of Custom Sign Source
and Frank R. Coppola III



Frank R. Coppola III and Karen Skirka of Coppola
Brothers LLC and Past President Frank Belgiovine



WA Constructions, Diego Martinez and Adriana Wintermute
with Metro President Frank R. Coppola III



Frank R. Coppola III and Jillian Dorell
of Larken Associates



Frank R. Coppola III and Rhonda
& Phil Calinda of Millennium Custom Homes



Frank R. Coppola III, Eva Hajek
and John Cioletti of Reno's Appliance



Tony Berardo of Cross River Design
and Frank R. Coppola III



Franz Laki, SESI Consulting Engineers
and Frank R. Coppola III



Hasnain Nasar of WA Constructions
and Frank R. Coppola III



Jackie Geraldo of Ferguson
and Frank R. Coppola III



Karen Adamsbaum of John Morgan McLachlin
Group and Frank R. Coppola III



Larry Appel of Appel Design Group
and Metro President, Frank R. Coppola III



Metro President with Phil and Phil Calinda
of Millennium Custom Homes



Metro President, Frank R. Coppola III
with Ken Fox, of Fox Architectural Design



Robert Nussbaum, Esq. of Saiber
and Frank R. Coppola III



Past Metro President, Frank Belgiovine with Frank R. Coppola III,
Metro's current President and Tom Bovino, President of NJBA



Jersey City Council Woman Joyce Waterman, Janna Williams,
Jonni Clause of Dacor, Leslie Cook and Kristie Veri



Awards of Excellence Co-Chairs Tammy Murray and
Kristie Veri with Metro's President Frank R. Coppola III

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AWARDS OF EXCELLENCE 2022 JUDGES

Michael Neil Kaufman – Kaufman Advertising

Born and raised in the Philadelphia area, Michael Neil Kaufman is the principal owner of Kaufman Advertising and Wear It's At. A seasoned professional in the marketing and promotion field for over 49 years, he earned a B.S. degree in Radio-Television-Film from Temple University's School of Communications and Theatre in 1974.

An award-winning, full-service marketing/communications agency, established in 1983, Kaufman Advertising provides complete creative/production/printing services as well as media research, buying and coordination for a diversity of small business clients including home builders and property management companies in and around the Delaware Valley area and nationwide. The company was just awarded one of the Top Advertising & Marketing Agencies in 2022 by DesignRush.com. Kaufman Advertising's Wear It's At division was launched in 1998, and offers custom imprinted wearables and promotional products.

A music aficionado and lyricist, Michael has personally written jingles for radio & TV ads as well as performed as a voiceover talent for both commercials and narrations. An avid writer, Michael has authored numerous print articles and internet blogs on advertising and promotional products topics. His passions are professional and college sports of every stripe, music, especially Doo Wop and classic rock, as well as politics and history. He also collects die-cast cars and scale models as a hobby. Michael resides in the Huntingdon Valley section of Abington, PA with his wife of over 43 years, Brenda, and has 2 grown sons and a daughter-in-law. Hopes to become a grandfather for the first time in the late summer.

Mark Richards – Stock Custom Homes

Born in Metro Detroit, Mark is a third-generation home builder and has over 15 years of leadership experience in homebuilding operations, including custom luxury homes, new product design, accounting and finance, construction, purchasing, and development. Mark has extensive experience working with some of the nation's largest home builders and developers.

Mark has spent his career developing expertise in the Michigan and Florida custom home markets. He worked his way up from Project manager to Director of Construction in his previous position, managing a \$300 million community with over 2,000 new homes in the Palm Beach area. Mark brings his expertise to Stock Custom Homes division as Director of Operations for the East Coast division where he hopes to provide the highest quality and customer experience, for which Stock Custom Homes is known, to the Palm Beach community.

As the Director of Operations with STOCK Custom Homes, Mark works hand in hand with both the President and his team to provide the most seamless customer experience at the highest levels in quality to provide each customer with their dream home. Mark is not only focused on the construction experiences, but is also working on developing new business and providing new clients with an opportunity to build their dream home. Mark is an active member of the Florida Gold Coast Builder's association and Florida Home Building Association. When Mark is not working, you can find him renovating his own home or exploring the outdoors with his two young kids. Mark is an avid sports fan and a retired CrossFit athlete, who lives with his wife and children in Boca Raton, FL.

Roland Nairnsey – New Homes Sales Plus

Roland Nairnsey is a celebrated author, coach, and new home sales trainer. He just completed "The Master of Selling for New Homes", now available on Amazon. He is also the Host of the Annual Tropical Retreat every Fall, partnered with Probuilder Magazine, for Sales, OSC's and Leadership.

He has three decades of hands on experience and has successfully sold homes for numerous builders as both a salesperson, selling Sales Manager and Director of Sales, and is personally responsible for almost one billion dollars' worth of new home sales. He has trained literally thousands of salespeople and managers all across North America to replicate his sales success. His clients love his refreshing "Real World" approach, teaching processes honed from his own experience, that are proven to increase sales. They call him the "The Stuff Guy", and find it easy to connect with his easygoing, caring manner, and offbeat British humor. The feedback is they laugh while they learn.

Taking a sabbatical from training, Roland was recently Director of Sales for a luxury home builder in South West Florida for three and half years. This allowed him to understand today's buyers as well as update his approach and training material to suit this new contemporary market. Roland formed his own training company New Home Sales Plus, a few years ago and has very quickly gained a loyal following of clients all over North America, with combined monthly sales in the billions. He delivers his training and consulting both in person, and via interactive live Video Conferencing which he conducts daily.

Roland lives in Miami with his wife Svitlana and son Maxim. In his spare time he likes to travel with his family, garden and watch his beloved English football team, Tottenham Hotspur.

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AWARDS OF EXCELLENCE

2022 INDIVIDUAL ACHIEVEMENT AWARDS



Sales Manager of the Year – **Ronnie Glomb**

Ronnie Glomb owner of Your Town Realty and Your Town Services in Morristown, New Jersey has been in the new construction business for over 20 years. As a developer, builder and broker he has experience in all aspects of the new construction industry. He is the creator of various market strategies that has earned him as one of the most influential Real Estate Executives In the nation for his sales.



Project Manager of the Year – **Dan Taquinto**

Dan's tenure in the building industry is a short one year. For the past year, he has held the position of Project Manager of onsite construction for Millennium Custom Homes where he oversees the day-to-day operations of projects ensuring Millennium's high standards are met and held. We set completion dates for all our projects, but before we start a project, we have a pre-construction meeting and set up a new time-line for our tradesman. He has never missed the date we set for the three projects he has managed. Dan is always a week plus ahead of the date set. He has, to date, brought his projects in under budget. He has a perfect safety record due to his weekly safety meetings and holds all the trades to our standards. As for call back's/service calls, he has a near perfect record in that area. Dan oversees projects that are as small as a powder room remodel to 100-foot underground tunnel and indoor pool, religious institutions, steel structures, and site improvements.

Dan holds a number of Licenses from the career he retired from.

Dan has never shied from community service: As a member of the Chester Volunteer Fire company for over 25 years, Dan has served one term as the company's fire chief, and is on the ladder for the second term now (which takes a minimum of Six years). He is certified at the highest levels of fire-fighter training and has proven himself, time and time again as a dedicated leader. If there is one thing anyone who knows Dan will tell you, it is that he is ready to provide a helping hand no matter what.

The Best for last: Dan is the epitome of a family man. He is a loving husband of 22 years to his wife Doriane and a dedicated father to his sons, Daniel and John. Awards Millennium Custom Homes has received since Dan started with MCH: State: Best Custom Home 202, Local/Metropolitan Builders: Best Custom Home 2021



Leasing Consultant of the Year – **Susan Livingstone**

During the specified time frame (1/1/21 through 12/31/21), Susan Livingston was tasked with leasing two new construction projects simultaneously. Susan executed 39 leases at Hillsborough Village Center*, and 161 leases at Autumn Ridge at Lopatcong**.

In addition to leasing Autumn Ridge at Lopatcong, Susan took the initiative to put in place many safety procedures and protocols to follow that exceeded state regulated COVID-19 mandates. This entailed making sure common areas were safe (i.e., installing self-check contactless thermometers and hygiene sanitation stations). Branded LarkenLiving masks were ordered at her request and left throughout the community. Susan also worked with Larken's design firm to create signs with safety guidelines for residents to follow whether they were working out in the gym or enjoying the lounge/game room in the clubhouse. She also coordinated with cleaning crews and porters to ensure high contact areas were cleaned multiple times a day. Every community amenity that could be opened safely was done so under Susan's supervision. The health, safety and wellbeing of residents is always her top priority.

To engage the community even further, Susan reached out to residents and fellow employees to have them participate in community milestones and marketing efforts. She created a video for Autumn Ridge's pet spa that featured real residents and their dog, Charlie. She also coordinated with staff members to have them included in marketing videos for our fitness centers to distribute across our social media platforms. Check out the videos here: Fitness Center: <https://youtu.be/rkUs73lqqP0>, Bark n' Living: https://youtu.be/pnOgF_M9oms

Additionally, Autumn Ridge at Lopatcong was leased in phases before construction was completed. This often-required Susan to deal with unique resident concerns, like construction noise levels, that would not occur in an established community. During COVID-19, Autumn Ridge experienced supply chain issues that delayed occupancy for some apartments. Susan was constantly in contact with future residents, notifying them of any delays or adjustments in the schedule and monitored all make-ready and certificate of occupancy dates. Once apartments were completed, she worked closely with the maintenance team on punch-list items to make sure they were move-in ready.

Susan's dedication to responding to all leads and extreme tenacity to lease the property as quickly as possible makes her the ideal candidate for Leasing Consultant of the Year. In many cases, Susan leased units using only virtual/digital marketing tools with many residents not actually physically walking their units before their move-in dates. A large percentage of leases occurred solely based on her ability to sell the product virtually. In fact, it only took six months to lease out and stabilize Autumn Ridge and the community was fully leased by the end of the first quarter of 2021.

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METRO'S PROFESSIONAL WOMEN IN BUILDING (PWB)

"BALANCING BUSINESS GOALS WITH PERSONAL PRIORITIES" – MEETING SUCCESS!

By **Linda Garvey, Coppola Brothers LLC,**
Council Chair of Metro's PWB Council

On *May 24th*, PWB hosted a meeting at *Blue Ridge Lumber* in Kenvil, with their "*Balancing Business Goals with Personal Priorities*" meeting with great success. The panel discussion designed to educate small business owners, entrepreneurs and employees on successfully managing the balance between their personal and business financial needs and goals. This high level discussion will address topics ranging from investment & insurance planning, retirement planning needs, tax planning strategies as well as estate and charitable planning. The event was very well presented and provided us with a great deal of information about planning for the future. Thank you to *Kristie Veri* of Cleanscape Construction, for working with the team to bring this program to us. Thank you to Metro's Executive Officer, Michele Leppard and Office Manager, Kimberly Nordstrom for your assistance as well. The panel team was:

- *Jennifer Polidori*, CRPC, CPFA, ADPA
Merrill Lynch, Senior Financial Advisor
- *Carrie Ryan* - Hanson & Ryan, CEO
- *Lauren Mechaly* - Counsel Schenck,
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2022 CALENDAR OF EVENTS

THURSDAY, SEPTEMBER 15, 2022

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

THURSDAY, SEPTEMBER 22, 2022

Celebrating Women in the Construction Industry
5:00 PM – IMC NJ Headquarters

THURSDAY, OCTOBER 6, 2022

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

TUESDAY, OCTOBER 18, 2022

Social Media and Law
8:30 AM – Park Avenue Club

THURSDAY, OCTOBER 20, 2022

Reno's Appliance Networking Mixer

THURSDAY, NOVEMBER 17, 2022

General Membership Event & Election of Officers
6:00 PM – Bridgewater Manor

FRIDAY, DECEMBER 9, 2022

Installation of Officers & Holiday Party
6:00 PM – Bridgewater Manor



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Social Media & Law

New Legal Concerns

Presented by
Robert Nussbaum, Esq.
& Metro's Membership Committee



This presentation explores the nature and growth of social media, how it has created new ways for people to communicate and, consequently, how it has created new legal concerns. Topics discussed include dos and don'ts of social media; legislation affecting social media; litigation considerations; jury duty concerns and issues; how to introduce social media into evidence at trial; the need to avoid destroying potential social media evidence; ethical concerns; and how the First Amendment has been applied to social media cases. 1 NJCLE credit will be made available to attorneys who attend.

October 18
8:30 – 10:00 am

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Metro Golf Clinic



Metropolitan Builders & Contractors
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NEW THIS YEAR

Thursday, October 6th

Royce Brook Golf Club

201 Hamilton Road Hillsborough, NJ 08844

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Can't make it to the entire golf outing?

Here is a way to sharpen up on your game and still participate in the evening festivities. Come get some tips from our golf pro by attending our new 2 hour clinic.

The Metro Clinic will include personal instruction by a PGA Professional in a variety of skills, putting, short game and time on the range. You will move around in smaller groups through various stations. This is the perfect way to spend your afternoon and sharpen up your game if you cannot make the Metro Cup or do not feel ready for a full 18-Holes.

Then join the rest of the group for dinner and mingle with other Metro members and those within the construction industry.

Sponsorship Opportunity

Clinic Sponsor \$250: 1/4 page ad in OnSite, signage at the clinic and dinner

Tickets

"Early Bird" Golf Clinic (registered & paid by 8/26) @ \$80 ea.
participants _____ \$ _____

Dinner Only @ \$75 ea.

attending _____ \$ _____

Golf Clinic + Dinner Combo (Save \$5) @ \$150 ea.

attending _____ \$ _____

Please provide the name and email address of each golfer.

Name _____

Email _____

Name _____

Email _____

Name _____

Email _____

Name _____

Email _____

**See Sixth Annual Metro Cup Form
for more Ticket & Sponsorship
Opportunities**

All sponsors will receive recognition at the event and in *OnSite* Magazine

Name _____ Company _____

Address _____ City _____ St _____ Zip _____

Phone _____ Email _____

My check for \$ _____ is enclosed (golfers \$ _____ and sponsorship \$ _____)

or charge my credit card \$ _____

Name on card _____

Billing Address _____ City _____ St _____ Zip _____

Card # _____

Exp Date _____ CVC _____

Mail to: Metropolitan B&C Assoc. 39 East Hanover, Suite C2 Morris Plains, NJ 07950

(973) 887-2888 - OR REGISTER ONLINE AT www.MetroBCA.org (Events Page)

Platinum Hammer Sponsor



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