

# OnSite

METROPOLITAN BUILDERS & CONTRACTORS ASSOCIATION OF NJ MAGAZINE



## THANK YOU TO OUR 2022 OFFICERS AND DIRECTORS

Back row (L – R) Donald Dyrness, Greg Koryszewski, Bill Meller, Frank Belgiovine, Ken Fox, Michele Leppard, Frank Coppola, Linda Garvey, Tom Trautner, David Bernardino, Dominic Carlucci, Michael Black, Hasnain Nasar. Front Row (L – R) – Tammy Murray, Kristie Veri, Andrea LoMonaco, Geraldine Smith

*2022 Board and Committee Members missing from photo – Ronnie Glomb, Tony Cretella, Vernon Tatum, Franz Laki, Bill Asdal, Ernst Hofmann, Brian Maffia, and Eric Metzler*

### **NJBA PRESIDENT'S MESSAGE**

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### **6<sup>TH</sup> ANNUAL GOLF OUTING**

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### **2023 AWARDS OF EXCELLENCE CALL FOR ENTRIES**

SEE CENTER INSERT



Metropolitan Builders & Contractors Association of NJ

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# Metropolitan Builders & Contractors Association of NJ

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Website: www.MetroBCA.org

## OnSite / November/December 2022

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Layout: Gregory J. Del Deo

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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

## November/December 2022

Greetings Fellow MetroBCA Members and Potential Members,  
It was an honor to serve Metropolitan Builders and Contractors Association as President for 2022. My enthusiasm for all things related to NAHB Home Builders Associations is rooted in all the opportunities they provide. Years ago, I asked one of the “Big Wigs” in Metro; “Why do you put all the time and money into this? Do you get that many leads & referrals?” I was so naïve and just a small time thinker to understand his response; “Business development, personal growth and a chance to move our industry”. It went right over my head.

YOU have an opportunity as a member of Metro to put yourself in a position to make whatever impact you want on your business, your self, and our industry. In fact, YOU have much more of an opportunity than I ever did when I joined, for three reasons. First, on a macro level our industry is in a nexus of high demand and limited supply. Even with all the technology around us, the world still needs to be built and there are few people who have the ability to facilitate the reality of construction. Secondly, the talent accessible in Metro is some of the best and brightest in our industry. With the NJBA you can get access to the majority of top home builders, and captains of industry in support of home building. Simply put, the NAHB is full of figurative 900-pound gorillas in all things related to homebuilding. The third reason that there is so much more opportunity is the primary reason why I am so excited about Metro’s future; the culture of collaboration is now gaining traction in our association!

The real winners that I have collaborated with have a reputation for walking into a room or meeting and saying “What can I do to help?” Then actually doing something to make it happen. We’re not outnumbered by whiners and small thinkers. We have an organization full of people who want to be agents of change, in their own life, their business, and our industry. One challenge we will face in 2023 is due to the frenetic pace of business and the fact that high-functioning people are in such high demand that many are hitting their failure point. It is a known fact that if you want something done then ask a busy person to do it. I know YOU are busy. Nonetheless, I encourage you to get involved at whatever next-level there is for you. If you are a brand new member then join a committee. If you are a Past-President, think about what your next goal is. By climbing the leadership ladder it provides opportunities for you to put yourself literally next to those folks who are functioning at the next level. There is always a bigger fish; a person who can help you deal with whatever challenge you, your business, and our industry is facing. If you are too busy, put

PRESIDENT'S MESSAGE CONTINUED ON PAGE 11



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





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## *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.

**If you would like to know your current Spike Club Status visit [nahb.org](http://nahb.org) or call the Metro Office (973) 887-2888 ext 1**

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## MICHELE'S EO PERSPECTIVE



First and foremost, I would like to thank every one of our 2022 Officers and Directors for all of their hard work, time and dedication to not only Metro but the building industry. They have devoted many hours and extensive conversations to helping our members gain the most out of their membership. I especially want to thank our President, Frank Coppola for teaching me some valuable life lessons and

helping me navigate the waters of a home builders association. I will deeply miss him as President, but will now enjoy his input as immediate Past President in 2023.

2022 has been an incredible year at Metro, not only did we see our membership grow by 10% but we had over 25 events for our members to attend. Every committee was fully engaged this year and stepped it up with Metro's 'Journey to Excellence' that was presented in January of 2022. The Journey to Excellence is a blueprint for success that focused on the committee charges and aspiring goals. I am looking forward to working with the committee chairs and board of directors in 2023 to keep the momentum going.

Wow! It's hard to believe that the Awards of Excellence is approaching and the deadline for the early bird entries is only a few short weeks away - January 31st. So, start thinking about your projects and gathering your photos. We are excited to announce that this year, we are finally going digital for the entry applications which will make it easier for both our members and our judges. For

entry applications please visit [www.Metrobca.org/AOE-awards.com](http://www.Metrobca.org/AOE-awards.com). We also have included an insert in this OnSite Magazine for you to look over the categories and find the best fit for your projects. We have categories in New Construction, Remodeling and Renovations, Engineering, Architectural Design, Sales & Marketing, Events and so much more. Enter for an award this year, and make your company shine. You can enter as many categories as you choose. Have fun with this. Winners will be awarded at the Awards of Excellence Gala on June 14, 2023. **SAVE THE DATE!**

The NJBA also hosts their Sales & Marketing Awards Show at the Atlantic Builders Convention which is scheduled to run March 28 – 30th in Atlantic City This is a great time for you to enter your work and projects at both shows. Visit [www.abconvention.com](http://www.abconvention.com) to register for the SAM awards. The NJBA Atlantic Builders Convention is the place to be if you are in the industry. It is one of NJ's largest building 'Conference and Expo' Show's.

We all know 2022 had its ups and downs, but the NAHB and NJBA staff, officers and leadership continued to chip away at the constant flow of legislative, environmental and regulatory issues impacting our members this year.

I am looking forward to seeing you all at the Installation Dinner scheduled for December 15th and the upcoming events in 2023. Enjoy the many blessings this industry has to offer and continue your great work.

**Michele Leppard, EO**  
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# THE SAIBER CONSTRUCTION LAW COLUMN

By Robert B. Nussbaum, Esq.

In July 2022, the Supreme Court of New Jersey issued an opinion, *Crystal Point Condominium Association, Inc. v. Kinsale Insurance Co.*, which considered whether (1) a condominium association that had obtained default judgments against a structural engineering firm and a construction inspection company resulting from construction defects, could assert claims against those judgment debtors' insurance company under New Jersey's Direct Action Statute and (2) an arbitration provision in the insurance company's policy issued to its insureds applied to the lawsuit filed by the condo association.

The Direct Action Statute is a law that provides third-party claimants (i.e., the condo association) with the right to seek insurance benefits owed by an insurer to an insolvent policyholder (i.e., the engineering firm and the inspection company). The insurance company argued that the statute did not apply because the condominium association had failed to demonstrate that its insureds were, in fact, insolvent or bankrupt. The insurance company further argued that if the statute did apply, the condo association had to proceed with its claims in arbitration rather than with a court action because the policies issued to its insureds contained an arbitration provision.

The Supreme Court applied the Direct Action Statute to the specific facts of the *Crystal Point* case and held that the statute was applicable because, although the condo association initially failed to satisfy its burden of demonstrating that the judgment debtors were bankrupt or insolvent, it had supplemented the record with sufficient evidence of their insolvency or bankruptcy. Accordingly, the Supreme Court held that the condominium association could proceed with its lawsuit against the insurance company pursuant to the Direct Action Statute.

The Supreme Court then turned to the arbitration provision argument raised by the insurance company. The Court looked at the language of the statute, which, among other things, defined a judgment creditor's claim against an insolvent or bankrupt judgment debtor to be a claim "under the terms of the policy for the amount of the judgment in the action not exceeding the amount of the policy." Based on this language, the Supreme Court held that the condominium association essentially "stepped into the shoes" of the engineering firm and inspection company which, if they had claims against their insurance company, would have had to resolve those claims in arbitration, not litigation. Accordingly, the Court held that the condo association's claims against Kinsale Insurance

Company had to be submitted to arbitration.

*Crystal Point* is a case of importance in New Jersey because it is so far the only case decided by the New Jersey Supreme Court which construes the applicability of the Direct Action Statute. Insurance companies, agents and brokers should be aware of this decision, but contractors, inspectors, engineering and architectural firms should also familiarize themselves with the decision and the statute, particularly if they are considering bankruptcy or insolvency and have any lawsuits or claims filed against them.

\* \* \* \* \*

Each issue's Legal Construction Column will discuss a recent decision by New Jersey courts or, like here, 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](mailto:rnussbaum@saiber.com).

**SAVE THE DATE**



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## **NAHB Remodelers Council Membership**

NAHB Remodelers is America's home for professional remodelers, representing the nearly 50,000 members of NAHB who are involved in the remodeling industry.

NAHB Remodelers members enjoy a wide variety of benefits and resources, including exclusive professional development, industry-specific education, networking opportunities, and awards and recognition programs that help you strengthen and protect your business. Members also get access to the information they need to stay on top of the latest legislative and regulatory issues.

## **Join NAHB Remodelers Council**

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

**Cost: \$75 per year**

Contact: Michele Leppard,  
Metro Executive Officer  
(973) 887-2888 Ext. 1  
[mleppard@metrobc.org](mailto:mleppard@metrobc.org)



# GPS PLUMBING SUPPLY AND MR. STEAM HOSTED METRO'S PROFESSIONAL WOMEN IN BUILDING TO A DAY OF LEARNING AND PAMPERING!



**By Linda Garvey, Coppola Brothers LLC & Metro PWB Chair**

Many members of Metro's PWB Council, Metro members and GPS Plumbing Supply staff were treated to a day of learning and pampering from as GPS Plumbing Supply and Mr. Steam

(manufacturers of steam shower equipment and more). Coordinators were Brian Maffia, of GPS Plumbing Supply and Joe Bisignano, Northeast Regional Sales Manager for Mr. Steam.

PWB was treated to a limo ride, breakfast over to Mr. Steam's Long Island City, NY location where they watched a presentation about their products then to a tour of their plant and lunch. From there, a ferry took the PWB



team to QCny Spa on Governors Island. Once we arrived, members got their white robes and proceeded to enjoy the massages and all the different experiences you can have while there. In particular, the ladies enjoyed experiencing Mr. Steam's products first hand. **Please consider discussing products like Mr. Steam with your clients, there are medical benefits as well as simply a relaxation experience; GPS can help you get the product you need.** FYI, there are over 40 Benefits to Steam, here are just a few of the many benefits to steam: 1.) Helps relieve stress encouraging relaxation; 2.) Help with allergy symptoms; 3.) Promotes deep, restful sleep; 4.) Cleanses skin; 5.) Improves Performance by loosening muscles; 6.) Improves circulation; 7.) Even enhances your metabolism by assisting to burn calories. Please see Mr. Steam's and GPS Plumbing Supply website for more details.

Big **THANK YOU** to GPS Plumbing Supply and Mr. Steam for this wonderful day!

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## PWB – Construction Fact:

Construction Jobs are not only for men anymore! With **half of the US construction workforce over 40**, the entrance of **workers has declined by 30%**. This drop enables women to gain access to what was once a male dominated field. Today, female presence in construction is quickly growing, and not just in the office, many are on the front line performing tasks that were traditionally done by men.

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## PRESIDENT'S MESSAGE CONTINUED FROM PAGE 3

yourself next to a person who is doing ten times the amount of stuff you are doing and **LEARN** from them.

Where do you see yourself a year from now? If you are happy with everything in your life, then you probably don't need to be here. If you have an itch to learn, a desire to grow, and a hunger to be part of something bigger than yourself, then raise your hand and ask the next person you meet at Metro, the NJBA, or the NAHB this question; "How can I help you?". Once you routinely move your thoughts and actions from self to service, the rewards will compound. Along the way, you will make new relationships both personally and professionally that literally can change the course of your life. My challenge to you is not just to think of where you will be a year from now, but to ask yourself how **YOU** can help someone else be in a much better place a year from now. The fruit of this toil is the sweetest of pleasures.

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# 2023 AWARDS OF EXCELLENCE



Metropolitan Builders & Contractors  
Association of New Jersey

**Early Bird Deadline - Tuesday January 31, 2023**  
**Entry Deadline - Tuesday, March 15, 2023**

***Save the Date!***  
**Awards Dinner**

**Wednesday, June 14, 2023**  
**The Hanover Manor**

**[www.metrobca.org/AOE-awards](http://www.metrobca.org/AOE-awards)**

# 2023 AWARDS OF EXCELLENCE

The Awards of Excellence are presented annually to outstanding builders, planners, architects, developers, designers, merchandisers, advertising, and other housing-related professionals. We also award Special Categories in the area of Professional Development and Sales. Residential and Commercial construction professionals actively involved in projects located in New Jersey and its neighboring states are eligible to participate.

Featuring multiple categories, the Awards of Excellence (AOE) encompasses all facets of the residential, commercial and remodeling industries. From overall design to sustainability, the awards program offers categories for each participant in the construction industry.

The Awards of Excellence program is affiliated with Metropolitan Builders and Contractors Association of NJ (METRO), the local chapter of the New Jersey Builders Association (NJBA) and the National Association of Home Builders (NAHB).

## **ELIGIBLE ENTRIES**

Entries will be accepted by builder, remodeler and associate members in good standing with NJBA. Builder entries for new home construction and remodeling projects must be built in New Jersey or neighboring states are eligible to participate during the period of January 1, 2022 and December 31, 2022.

Projects for which the architect or builder is a member of the 2023 panel of judges are not eligible for the 2023 AOE competition.

## **EXCLUSIONS**

Previous AOE Project Winners are not eligible in the same category for the same project, unless there have been distinct changes to the previously submitted project or entry. Projects having previously won will however be considered for another category.

## **HOW TO ENTER**

To enter your projects for the 2023 Awards of Excellence, select the number of entries you plan to submit per category and submit payment through the online portal located at [www.metrobca.org/AOE-awards](http://www.metrobca.org/AOE-awards)

Once payment has been processed, you will be assigned an entry number for each paid submission.

Members may submit as many entries as they wish in each category, and each entry requires an additional fee. Pay by VISA/MasterCard/AMEX. (Credit cards are the preferred payment for all entries).

*(If you must pay by check please mail payment to Metropolitan Builders and Contractors Association of NJ – 39 East Hanover Avenue Suite B4, Morris Plains, NJ 07950)*

Please review all information.  
If you have any questions, please feel free  
to contact our office at (973) 887-2888  
or email [memberservices@metrobca.org](mailto:memberservices@metrobca.org)

## **ENTRY FEES**

EARLY BIRD - Entries Must Be Received By January 31, 2023 -

**\$125 per entry**

Entries Submitted after January 31, 2023 -

**\$175 per entry**

Million Dollar Sales & Leasing Club Entry Fees Received by Jan. 31 -

**\$25 per entry**

Million Dollar Sales & Leasing Club Entry Fees Received after Jan. 31 -

**\$35 per entry**

All Entry Materials Due No Later Than March 15, 2023.

**No Exceptions.**

Submit your entry by January 31, 2023 and your company will be entered into a drawing. The winner of the drawing will be featured in our May or June OnSite Magazine.

To enter, visit: [www.metrobca.org/AOE-awards](http://www.metrobca.org/AOE-awards)

## **JUDGING**

Each entry will be judged on its merits by a panel of non-member judges, independent judges who are recognized for their expertise in the industry. All decisions of the judges are final.

## **CANCELLATION POLICY**

No refunds will be issued for entry fees or event tickets.

**No exceptions.**

## **IMPORTANT DATES**

**All Entry Materials Due No Later Than March 15, 2023.**

Announcement of Finalists -

**June 14, 2023**

at the Awards Of Excellence Gala.



## **STEPS TO ENTER**

- You must be a Member of NJBA with a valid membership in place both at time of entry and award presentation date. Nonmembers can join on [www.metrobca.org](http://www.metrobca.org) to become eligible to enter.
- Please complete Entry Application and pay entry fees no later than March 15, 2023. All entry materials are also due by March 15, 2023.
- Materials for all entries may differ by category. It is the responsibility of the entrant to ensure all required materials are submitted.
- All materials submitted become the property of METRO for use in advertising and promotion of the AOE Event and its winners.
- **NEW THIS YEAR** - All entry information is submitted electronically using the METRO designated website.
- Eligible entries include any project or development that was open for sale, lease, or rental at any time after January 1st, 2022.
- Eligible Builder entries for new home construction and remodeling projects must be built in NJ and neighboring states during the period of January 1, 2022 and December 31, 2022.
- Photos and Entry Forms are required for all entries.
- Entries must be in the state of NJ or surrounding states.
- Entries will be disqualified if materials are not uploaded by Midnight March 15th, 2023. NO REFUNDS will be issued.

## **CATEGORY INFORMATION**

There are over **150** categories available, they include: New Construction Awards – Remodeling Awards - Architectural Awards – Engineering Awards – Sales & Marketing Awards – Community of the Year – Home of the Year – Individual Achievement Awards and The Metro Partnership Award

## **GENERAL REQUIREMENTS/ ALL CATEGORIES**

- Identification of Materials – **MAKE SURE UPLOADED DOCUMENTS ARE NAMED WITH CORRECT ENTRY CATEGORY** and Model/Address/Site as required.
- Different categories have different requirements for submission. Make sure to carefully review the instructions and requirements for each category. Incomplete entries will not be judged or will be docked points for items incomplete.

Impact and Project statements will be required for each entry unless otherwise specified. The statements should address the unique challenges or elements of the project such as how the marketing/project objectives were met, any unique features of the entry and outstanding features.

- All entries shall be submitted digitally through file sharing services. No paper copies shall be accepted.
- All entries must include an entry form.
- All digital images shall be submitted in JPEG format at a minimum of 300 DPI. (800w x 600h pixels).
- All PDFs submitted shall be high resolution.

## **IMPORTANT ENTRY DETAILS**

- Eligible entries include any project or development that was open, for sale, lease, or rental at any time after January 1st, 2022.
- Projects that have previously won an Award of Excellence may not be entered into the same category for which they have won unless there have been distinct and obvious design changes. Projects having previously won will however be considered in another category.
- Projects for which the architect or builder is a member of the 2023 panel of judges are not eligible for the 2023 AOE competition.

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**ALL ENTRIES ARE NOW SUBMITTED ONLINE  
TO ENTER, VISIT:  
[WWW.METROBCA.ORG/AOE-AWARDS](http://WWW.METROBCA.ORG/AOE-AWARDS)**

# ENTRY CATEGORIES AND REQUIRED MATERIALS

## NEW CONSTRUCTION

**New Construction Judging Criteria:** Projects will be judged based on Project Details, Site Preparation, Construction, Materials and Project Management.

Entry will be judged on overall exterior and interior architecture, design appeal, functionality, innovative use of interior space & creative integration of the plan as it relates to the target market & sales success.

### ***New Construction Requirements:***

- Ensure your photos are high quality and represent the full scope of your entry.
- Multiple page PDFs for floor plans and drawings should be uploaded.
- Short statement describing project, technology used, goals and project challenges and successes. VIP TIP: This is your chance to talk about what is not obvious including unique or high-quality materials.
- No document or file can exceed 10 MB in size. All entries must include an entry form. All digital images shall be submitted in JPEG format at a minimum of 300 DPI. Images should be 1800 pixels wide. All PDFs submitted shall be high resolution.
- Please follow judging criteria and submission requirements for each entry.

### ***All New Construction Categories Require:***

1. Entry Form
2. Site Plan – This may be a single home “footprint” or part of the entire project site, or both. At least one drawing should show a typical home on a typical lot, with lot dimensions shown.
3. Floor Plan or Blue Print

## **BUILDERS NEW CONSTRUCTION**

- 101:** Builder Company Black & White Ad
- 102:** Builder Company Color Ad
- 103:** Builder Black and White Ad for a Community
- 104:** Builder Color Ad for a Community
- 105:** Builder Digital Display Ad

- 106:** Builder Billboard Advertising – Traditional
- 107:** Builder Billboard Advertising – Digital Display

**Judging Criteria:** Overall design, concept, information content-copy, layout, creativity and appropriateness for target market.

**Submission Requirements:** 1 photo of ad. All digital images shall be submitted in JPEG format at a minimum of 300 DPI. Images should be 1800 pixels wide. All PDFs submitted shall be high resolution.

- 108:** Builder TV or Radio Commercial
- 109:** Builder Community TV Commercial
- 110:** Builder Community Radio Commercial
- 111:** Builder Community Sales Presentation

**Judging Criteria:** Technical production, concept, script, creativity and appropriateness for target market.

**Submission Requirements:** Upload link or video/sound ad.

- 112:** Builder Company Brochure
- 113:** Builder Brochure for a Community

**Judging Criteria:** Overall design, jacket-cover design, concept, information, content-copy, layout and appropriateness for target market.

**Submission Requirements:** 4 photos of brochure.

- 114:** Builder Direct Mail Piece – New Media / Electronic (E-Newsletters, E-Blast, E-Brochure)
- 115:** Builder Direct Mail Piece – Traditional Media/Print

**Judging Criteria:** Concept/Theme, overall design, creativity, information, content-copy, clarity of message.

**Submission Requirements:** Written description (one page) explaining the campaign, target market, goals and results. 3 photos of the mailing or appropriate links.

- 116:** Best Use of Social Media for a Corporate or Community Presence.

**Note:** Facebook, Twitter, LinkedIn, YouTube, Pinterest, etc.

**Judging Criteria:** Concept or strategy, consistency, audience engagement, overall design, creativity, appropriateness for target market and results.

**Submission Requirements:** Written statement (one page) explaining concept or strategy. Include URL/link viewable by the Judges at their own computer.



- 117:** Builder Company Logo  
**118:** Builder Company Logo for a Community (for sale or rental)

**Judging Criteria:** Overall design, eye appeal, graphic concepts, and theme.

**Submission Requirements:** 1 photo of logo.

- 119:** Builder Company Website  
**120:** Builder Website for a Community

**Judging Criteria:** Technical production, concept, ease of site navigation, level of professionalism and overall creativity.

**Submission Requirements:** Provide Website Address.

- 121:** Builder Special Promotion / Event

**Judging Criteria:** Concept/theme, overall design, creativity of materials developed for a special promotion/event or a presale, grand opening, direct mail campaign, newsletter, or other limited marketing campaign and approach to target market.

**Submission Requirements:** Written description (one page) of the nature of the promotion/event, its goals, results and target market. Supporting materials may include flyers, mailers or other collateral material. 3 photos of the event.

- 122:** Builder Sales Office

**Judging Criteria:** Traffic flow, presentation of information, décor, theme of environment and curb appeal.

**Submission Requirements:** 4 photos including 1 exterior and 3 interior shots.

- 123:** Builder Landscaping Design for a Single-Family Home  
**124:** Builder Landscaping Design for a Community

**Judging Criteria:** Curb appeal, function, overall design and creativity.

**Submission Requirements:** 3 photos showing different landscaping areas.

- 125:** Builder Signage for a Community

**Judging Criteria:** Overall design, creativity, curb appeal, readability and appropriateness for the target market.

**Submission Requirements:** 3 photos showing the main sign and 2 other signs of your choice.

- 126:** Builder Model Home – Under \$500,000 (for sale)  
**127:** Builder Model Home - \$500,000 - \$750,000 (for sale)  
**128:** Builder Model Home – Over \$750,000 (for sale)  
**129:** Builder Model Home – Under \$2,500 per month (rental)  
**130:** Builder Model Home – Over \$2,500 per month (rental)

**Judging Criteria:** Approach to target market, overall design, use of space, interior floor plan, flow and exterior design.

**Submission Requirements:** 4 photos including 1 exterior and 3 interior photos. 1 floor plan and list price. Identify Model on plan submitted with Model Name.

- 131:** Builder Community Clubhouse

**Judging Criteria:** Exterior design, interior floor plan, traffic flow and use of space.

**Submission Requirements:** 4 photos including 1 exterior and 3 interior photos. 1 floor plan.

- 132:** Builder Accessory Building  
*Examples: Garage, Guest Cottage, Barn, Gazebo, Pool Cabana, Solar Installation, Outdoor Living Space/ Amenities etc.*

**Judging Criteria:** Exterior design, interior floor plan, flow, use of space and overall design.

**Submission Requirements:** 4 photos including 1 exterior and 3 interior photos. 1 floor plan or full set of blueprints.

- 133:** Builder Specialty Feature Room (internal)  
*Examples: Billiard, Game Room, Media, Wine Cellar, Pool, Library, Home Theatre, Kitchen & Bath etc.*

**Judging Criteria:** Overall design, interior floor plan, flow, and use of space.

**Submission Requirements:** 3 photos of your choice. 1 floor plan or full set of blueprints.

- 134:** Builder Accessibility Design

*This award was created to recognize new construction projects for clients with special needs or disabilities that maximized their accessibility for multi-family and single-family homes.*

**Judging Criteria:** Overall design, creative use of space, interior floor plan, flow and special feature needs.

**Submission Requirements:** Submit a 250 word statement describing the noteworthy aspects of the project and how you met the specific challenges associated with the project. 4 photos (interior and exterior as applicable). 1 floor plan or full set of blueprints.

**135:** “Green” Building Construction

**Judging Criteria:** Exterior design, landscaping, building components/materials, interior floor plan, and “green / recyclable and sustainable features” as indicated in the Marketing Statement.

**Submission Requirements:** One page marketing statement from the builder explaining how the project qualifies as “green/sustainable” construction, including support materials, certifications, awards etc. 4 photos including 1 exterior and 3 interior views. Photos should identify “green/recyclable and sustainable” features. 1 floor plan or 1 full set of architectural plans, including site plan.

## **NEW CONSTRUCTION PRODUCT DESIGN**

**Judging Criteria:** Overall design, exterior design, interior floor plan, flow and use of space.

**Submission Requirements:** 4 photos including 1 exterior and 3 interior photos. 1 brochure floor plan or 1 full set of blueprints. Submit only the required number of photos - extra photos will not be considered.

- 136:** Affordable (Mount Laurel) Home
- 137:** Commercial Building – Retail Use
- 138:** Commercial Building – Office Building
- 139:** Commercial Building – Institutional / Educational
- 140:** Commercial Building – Mixed Use (residential and commercial)
- 141:** Assisted Living Facility
- 142:** Rental Community – Under \$2,500 per month
- 143:** Rental Community – Over \$2,500 per month
- 144:** Attached Home (townhouse) – Under \$500,000 (sale) or Under \$2,500 per month (rental)
- 145:** Attached Home (townhouse) – Over \$500,000 (sale) or Over \$2,500 per month (rental)
- 146:** Multi-Family Housing (mid/high rise) – Under \$500,000 (sale) or Under \$2,500 per month (rental)
- 147:** Multi-Family Housing (mid/high rise) – Over \$500,000 (sale) or Over \$2,500 per month (rental)
- 148:** Mixed Use Community/Project (for sale or rental)  
*Note: Includes redevelopment sites.*

**Note:** For categories 149 – 159 Single Family and Custom Home Entries should be based on the market value of the house/land package.

- 149:** Modular Home
- 150:** Single Family Home – Under \$500,000
- 151:** Single Family Home - \$500,000 - \$750,000
- 152:** Single Family Home - \$750,000 - \$1,000,000
- 153:** Single Family Home - \$1,000,000 - \$2,000,000
- 154:** Single Family Home – Over \$2,000,000
- 155:** Custom Single Family Home – Under \$500,000
- 156:** Custom Single Family Home - \$500,000 - \$750,000
- 157:** Custom Single Family Home - \$750,000 - \$1,000,000
- 158:** Custom Single Family Home - \$1,000,000 - \$2,000,000

**159:** Custom Single Family Home – Over \$2,000,000

**Note:** Custom Home: A unique, one-of-a-kind home designed for a specific client.

## **HOME OF THE YEAR**

### **160: HOME OF THE YEAR**

Another prestigious award is the Home of the Year Award. Recipients demonstrate quality craftsmanship in construction, design and curb appeal. Builder entry categories for each home of the year award: Submit a minimum of 4 categories. (No fee required for this entry)

Categories:

- Kitchen: **133, 221, 222, 223**
- Bathroom: **133, 224, 225**
- Feature Room of Your Choice: **133**
- Outdoor Living Space: **135, 218**
- Finished Basement: **133**
- Social Media / Website: **116, 119**

**Submission Requirements:** All photos submitted must be 800 w x 600h pixels at a minimum of 300dpi. Preferred format – a high resolution jpg. Photos should include comprehensive view of the home including product design, streetscape and outdoor space.

**Judging Criteria:** The award will be presented to the builder that earns the highest total number of points for each category as determined by the judges.

Complete both the entry form (for required individual submissions) and the Home of the Year Form.

## **COMMUNITY OF THE YEAR**

One of the most prestigious awards is the Community of the Year Award. Recipients demonstrate excellence in a wide variety of sales, marketing and product design. Please Choose (One)

- 170:** Attached Home Community of the Year
- 171:** Multi-Family Mid/High Rise Housing Community of the Year
- 172:** Rental Community of the Year
- 173:** Adult Community of the Year
- 174:** Single Family Home Community of the Year - less than 25 homes
- 175:** Single Family Home Community of the Year - more than 25 homes
- 176:** Mixed Use Community of the Year (residential and commercial combined)

**Submission Requirements:** Complete both the entry form (for required individual submissions) and the Community of the Year Form. All photos submitted must be 800 w x 600h

pixels at a minimum of 300dpi. Preferred format – a high resolution jpg. Completed Community of the Year Entry Form plus one entry in Product Design along with a minimum of 5 other categories. Submit an Impact/Marketing Statement (no more than one page) describing the marketing plan, sales success/results, any challenges or constraints overcome, unique approach to specific target market design used and how the Community was positioned to gain the competitive edge. Photos should include comprehensive views of the Community including product design, streetscape, clubhouse, outdoor spaces and common interior and exterior spaces.

### **Builder Entry Categories for Each Community of the Year Award:**

**Categories:** \*Product Design Required, plus 5 other categories.

Product Design: (Choose from categories #142 – 159)

Ad: **103,104**

Billboard: **106,107**

TV Commercial: **109**

Radio Commercial: **110**

Sales Presentation Video: **111**

Brochure: **113**

Direct Mail Piece: **114,115**

Social Media: **116**

Logo: **118**

Website: **120**

Special Promotion / Event: **121**

Sales Office: **122**

Landscaping Design: **124**

Signage: **125**

Model Home: **126, 127, 128, 129, 130**

Clubhouse: **131**

Accessory Building: **132**

Specialty Feature Room: **133**

Builder Accessibility Design: **134**

Green Building Construction: **135**

**Judging Criteria:** The Award will be presented to the Community that earns the highest total number of points for each category entered as determined by the judges.

## **BUILDER – REMODELING/ RENOVATION PROJECTS**

**Note:** For marketing submissions – use Builder Categories

**210:** Accessibility Renovation

*This award was created to recognize renovation projects for clients with special needs or disabilities that maximized their accessibility for multi-family and single family homes.*

**Judging Criteria:** Overall design, creative use of space, interior floor plan, flow and special needs feature.

**Submission Requirements:** Submit a 250 word statement describing the noteworthy aspects of the project and how you met the specific challenges associated with the project. 8 photos including 4 Before and 4 After views (including applicable exterior or interior views). 1 floor plan or full set of blueprints.

**211:** “Green” Building Renovation

**Judging Criteria:** Exterior design, landscaping, sensitivity to existing structures, creative approach, building components/materials, interior floor plan and “green/recyclable and sustainable features” as indicated in Marketing Statement.

**Submission Requirements:** Submit a Marketing Statement (one page) from the builder explaining how the project qualifies as “Green/Sustainable” construction, including support materials, certifications, awards etc. 8 photos including 4 Before and 4 After views (including applicable exterior or interior views). Photos should identify “green/recyclable and sustainable” features used. 1 floor plan or full set of blueprints including the site plan.

## **ADDITIONS, ALTERATIONS AND RENOVATIONS**

**Judging Criteria:** Creative approach, exterior design, interior floor plan, sensitivity to existing structure, use of existing elements and use of space.

**Submission Requirements:** Include a brief description (one page) about the goals and objectives of the project. 8 photos including 4 Before and 4 After (including exterior or interior views) and 1 floor plan or one full set of blueprints of finished product.

**Note:** Before and after photos must be taken of the same view as best possible. Submit **ONLY** the required number of photos – extra photos will not be considered by the judges.

**212:** Affordable (Mount Laurel) Housing Renovation

**213:** Historic Renovation – Commercial

**214:** Historic Renovation- Residential

*Note: Must be 75 years old or more to be considered Historic. The renovation must preserve the original integrity of the house or building.*

**215:** Commercial Renovation – Under \$500,000

**216:** Commercial Renovation - \$500,000 - \$1,000,000

**217:** Commercial Renovation – Over \$1,000,000

**218:** Outdoor Living Space

**219:** Accessory Building Renovation

*Examples: Garage, Guest Cottage, Barn, Gazebo, Pool, Cabana, Solar Installation, etc.*

**220:** Specialty Feature Room Renovation (Interior)

*Examples: Billiard, Game Room, Media, Wine Cellar, Pool, Library, Home Theatre, Finished Basement, etc.*

**221:** Remodeled Kitchen – Under \$50,000

**222:** Remodeled Kitchen - \$50,000 - \$100,000

**223:** Remodeled Kitchen – Over \$100,000

**224:** Remodeled Bathroom – Under \$25,000



- 225:** Remodeled Bathroom – Over \$25,000
- 226:** Residential Addition or Alteration Under \$50,000
- 227:** Residential Addition or Alteration  
\$50,000 - \$150,000
- 228:** Residential Addition or Alteration  
\$150,000 - \$250,000
- 229:** Residential Addition or Alteration  
\$250,000 - \$500,000
- 230:** Residential Addition or Alteration  
\$500,000 - \$750,000
- 231:** Residential Addition or Alteration Over \$750,000

## ASSOCIATES

- 301:** Associate Member Company Black & White Ad
- 302:** Associate Member Company Color Ad
- 303:** Associate Member Company "OnSite" Newsletter Ad
- 304:** Associate Member Digital Display Ad

**Judging Criteria:** Overall design, concept, information content-copy, layout and appropriateness for target market.  
**Submission Requirements:** 1 photo of ad.

- 305:** Associate Member Billboard Advertising – Traditional
- 306:** Associate Member Billboard Advertising –  
Digital Display

**Judging Criteria:** Overall design, creativity, concept, readability and appropriateness for target market.  
**Submission Requirements:** 1 photo of the billboard ad.

- 307:** Associate Member TV Commercial
- 308:** Associate Member Radio Commercial
- 309:** Associate Member Sales Presentation Video

**Judging Criteria:** Technical production, concept, script, creativity and appropriateness for target market.  
**Submission Requirements:** commercial, video or link.

- 310:** Associate Member Company Brochure

**Judging Criteria:** Overall design, jacket cover design, concept, information, content-copy, layout and appropriateness for target market.  
**Submission Requirements:** 4 photos of brochure (your choice)

- 311:** Associate Member Direct Mail Piece – New Media (electronic) E-Newsletters, E-Blasts, E-Brochure, etc.
- 312:** Associate Member Direct Mail Piece – Traditional Media (Print)

**Judging Criteria:** Concept/theme, overall design, creativity, information, content-copy, clarity of message.

**Submission Requirements:** A written description (one page) explaining the campaign, target market, goals and results. 3 photos of the mailing piece or appropriate links.

- 313:** Best Use of Social Media for a Business Presence (Facebook, Twitter, LinkedIn, Snapchat, YouTube, Instagram, Pinterest etc.)

**Judging Criteria:** Concept or strategy, consistency, audience engagement, overall design, creativity, appropriateness for target market and results.

**Submission Requirements:** Written Statement (one page) explaining concept or strategy. Include link or URL visible to the judges.

- 314:** Associate Member Company Logo

**Judging Criteria:** Overall design, eye appeal, graphic concepts, and theme.

**Submission Requirements:** 1 photo of logo.

- 315:** Associate Member Company Website

**Judging Criteria:** Technical production, concept, ease of site navigation, level of professionalism and overall creativity.

**Submission Requirements:** Provide website address.

- 316:** Associate Member Special Promotion / Event

**Judging Criteria:** Concept/theme, overall design, creativity of materials developed for a special promotion/event or a presale, grand opening, direct mail campaign, newsletter, or other limited marketing campaign and approach to target market.

**Submission Requirements:** Written description (one page) of the nature of the promotion/event, its goals, results and target market. Supporting materials may include flyers, mailers or other collateral material. 3 photos of the event.

- 317:** Associate Member Creative Sales & Marketing Support

**Note:** Development & implementation of creative sales & marketing support or promotion for a client including advertising, website design, logo design, graphic design, brochure design, merchandising, public relations, photography, special promotion or event, special creative financing, etc. Note: Special consideration for other types of creative support will be considered. Contact the Metro office to discuss.

**Judging Criteria:** Overall design, information content-copy, creativity, concept/theme, and appropriateness to target market.

**Submission Requirements:** Submit one photo of ads, brochure jacket cover, logo etc. Submit up to 3 photos of

special event/promotion, direct mail piece etc. Include related materials, brochure jacket cover, logo, direct mail piece, link to website or commercials. Include a brief statement (one page) about the event.

**318:** Associate Member Company Showroom or Sales Display

**Judging Criteria:** Traffic flow, presentation of information and selections décor and theme of environment.

**Submission Requirements:** 3 photos and a floor plan (if applicable).

**319:** Associate Member Kitchen Design

**320:** Associate Member Bathroom Design

**321:** Associate Member Closet Design

**322:** Associate Member Special Feature Room  
*Examples: Billiard, Game Room, Media, Wine Cellar, Library, Home Theatre etc)*

**Judging Criteria:** Overall design, interior floor plan, use of space, flow and creativity.

**Submission Requirements:** 3 photos of finished product and a floor plan.

**323:** Associate Member Landscaping Design

**Judging Criteria:** Curb appeal, function, overall design and creativity.

**Submission Requirements:** 3 photos showing different landscaping areas.

**324:** Associate Member Outdoor Space

**Judging Criteria:** Overall design, creativity, special features, exterior landscaping or interior decorations and visual appeal.

**Submission Requirements:** 3 photos of project.

**325:** Associate Member Residential Lighting – Interior Design

**326:** Associate Member Residential Lighting – Exterior Design

**Judging Criteria:** Overall design, visual appeal, functional use, highlight of elements of space and creativity.

**Submission Requirements:** 3 photos of design showing applicable views of the project.

**327:** Associate Member Interior Merchandising Design (sale or rental)

**Judging Criteria:** Approach for target market, creativity, use of space, use of color, impact of furniture and accessories.

**Submission Requirements:** 3 photos of design showing applicable views of project. Floor plan and current list price.

**328:** Associate Member Creative Use of Tile, Marble, Stone or Brick Interior or Exterior.

**Judging Criteria:** Overall design, visual appeal, functional use, creativity, special features.

**Submission Requirements:** 3 photos of design showing applicable views of project.

**329:** Associate Member Aging-in-Place/Universal Design

**Judging Criteria:** Approach to target market, creativity, use of space, aesthetics and significant modifications based on client's needs.

**Submission Requirements:** 3 photos of design showing applicable views of the project, floor plan and brief statement explaining the objectives and goals of the project. Include mention in the statement if entrant is \*CAPS certified (Certified Aging-in Place Specialist). *\*not required for entry.*

**330:** Associate Member Home Automation / Smart Home Design

**Judging Criteria:** Overall design, visual appeal, functionality, creativity, system integration and special features.

**Submission Requirements:** 3 photos of design showing applicable views of the project. 1 floor plan and a brief statement explaining the goals and objectives of the project.

**331:** Associate Member "Green" Theme Promotion

**Judging Criteria:** Concept/theme, overall design, creativity of materials developed with focus on 'green' marketing and approach to target market.

**Submission Requirements:** One-page written description of the nature of the 'green' promotion, its goals, results and target market. Include 3 photos. Supporting materials may include flyers, mailers or other collateral material.

## **ASSOCIATE MEMBER – ARCHITECTURAL DESIGN**

**332:** Residential – Single Family New Construction – Under 3500 Sq. Ft

**333:** Residential – Single Family New Construction – Over 3,500 Sq. Ft

**334:** Residential – Single Family Renovation

**335:** Residential – Multi-Family New Construction

**336:** Residential – Accessory Building

**337:** Commercial – New Construction

**338:** Commercial – Renovation

**Judging Criteria:** Exterior design, interior floor plan, flow, use of space. Where applicable show observance of sustainable design practices.

**Submission Requirements:** For new construction submit 4 photos including 1 exterior view and 3 photos of your choice. Include plans or blueprints including exterior elevations and optional building sections. Include a one-page brief statement about the goals and objectives of the project.

## **ASSOCIATE MEMBER – ENGINEERING DESIGN**

- 339:** Site Design – Single Family Home
- 340:** Site Design – Single Family Home Subdivision
- 341:** Site Design – Multi-Family Housing or Mixed Use Building
- 342:** Site Design – Commercial Property
- 343:** Site Design – Brownfield Redevelopment
- 344:** Site Design – Stormwater Management
- 345:** Site Design – Waterfront Engineering
- 346:** Site Design – Historic Building Preservation
- 347:** Site Design - Adaptive Reuse
- 348:** Site Design – Habitat Restoration
- 349:** Site Design – Sustainability Project (geothermal, solar or recycling)

**Judging Criteria:** Curb appeal, overall design, creative use of property, sensitivity to surrounding area.

**Submission Requirements:** Submit 4 photos. Include pertinent plans or blueprints, as well as a one-page brief statement about the goals and objectives of the project.

## **INDIVIDUAL ACHIEVEMENT**

**Note:** *The following categories are open to all members.*

- 401:** New Home Sales Person of the Year
- 402:** New Home Sales Team of the Year

**Judging Criteria:** Achievement of highest total dollar volume (minimum \$2.5 million required) of contracted new home sales from January 1, 2022 to December 31, 2022, as well as other areas of responsibility (marketing, training, processing, management etc.). Dollar volume of contracted sales are based on the final selling price and only on sales of products built by a member in good standing of NJBA.

**Submission Requirements:** Address, date and final sales price of each new home sale from January 1, 2022 to December 31, 2022. Submit a one-page description explaining how nominee qualifies by meeting judging criteria. Include a picture.

- 403:** Special Achievement in New Home Sales

**Judging Criteria:** Achievement of set goals for number of sales, volume of sales, and closing ratios, Achievement in other areas of responsibility (marketing, training, processing, management, etc.) in addition to sales, special personal qualities that enhance professionalism and difficulties encountered in selling the product with a definition of how they were overcome.

**Submission Requirements:** Submit a one-page description explaining how nominee qualifies by meeting judging criteria plus any pertinent additional comments. Include 1 photo of nominee.

- 404:** Leasing Consultant of the Year

**Judging Criteria:** Achievement of highest number of executed leases, volume of leases and closing ratios during January 1, 2022 to December 31, 2022. Other areas of responsibility (marketing, training, processing, management, etc.) in addition to renting. Special personal qualities which enhance professionalism. Difficulties encountered in renting the product and how they were overcome. No nominee may be entered in more than one Individual Achievement category except as part of a team.

**Submission Requirements:** Submit a one page description explaining how nominee qualifies by meeting judging criteria plus any pertinent additional comments. Include 1 photo of nominee.

- 405:** Leasing Consultant Team of the Year

**Judging Criteria:** Achievement of highest number of executed leases, volume of leases and closing ratios during January 1, 2022 to December 31, 2022. Other areas of responsibility (marketing, training, processing, management, etc.) in addition to renting. Special personal qualities which enhance professionalism. Difficulties encountered in renting the product and how they were overcome. No nominee may be entered in more than one Individual Achievement category except as part of a team.

**Submission Requirements:** Submit a one-page description explaining how the team qualifies by meeting judging criteria plus any pertinent additional comments. Include 1 photo of team.

- 406:** Sales Manager of the Year (General)

**Judging Criteria:** Nominee must directly manage and train on-site sales personnel, personal qualities that enhance professionalism, and difficulties encountered selling the project or product/service and how they were overcome.

**Submission Requirements:** Submit a one page description outlining nominee's sales training program and sales objectives including nominee's techniques for successful sales management and training. Include 1 photo of nominee.



**407:** Rookie of the Year (General)  
*Nominees must be in their first year of sales hired after December 31, 2021.*

**Judging Criteria:** Achievement of set goals for number of sales, volume of sales and closing ratios, other areas of responsibility (marketing, training, processing, management, etc.) in addition to sales, special personal qualities that enhance professionalism, and difficulties encountered in selling the product/service with a definition of how they were overcome and the level of growth achieved during first year.  
**Submission Requirements:** Submit a one-page statement describing how nominee qualifies by meeting judging criteria plus any other pertinent comments. Include 1 photo of nominee.

**408:** Marketing Executive of the Year (General)

**Judging Criteria:** Development and implementation of marketing policy including market research, product development, marketing plan, merchandising and advertising, special personal qualities that enhance professionalism, and difficulties encountered in marketing the product/service and how they were overcome.  
**Submission Requirements:** Submit a one page description outlining nominee's marketing plan for the year and how the nominee accomplished the goals and objectives. Include 1 photo of nominee.

**409:** Project Manager of the Year

**Judging Criteria:** Ability to manage and coordinate the overall job and meet construction deadlines, support of sales effort by handling requests for changes and custom features efficiently, problems encountered during completion of project and how they were overcome, and special personal qualities that enhance professionalism.  
**Submission Requirements:** Submit a one page description outlining the project and the construction schedule, and how the construction goals were achieved. Describe how nominee qualifies by meeting the judging criteria plus any pertinent additional comments and problems encountered during completion of project and how they were overcome. Include special personal qualities that enhance professionalism should be noted. Include 1 photo of nominee.

**410:** Sub-Contractor of the Year

**Note:** *Must be nominated by a Builder. Nominee must be a member in good standing of Metro or NJBA.*

**Judging Criteria:** Ease of partnership with the nominated subcontractor, subcontractor's expertise in their field, and how the subcontractor provided excellent service or advisement/consulting services that led to a positive result for the job (i.e. saving time or money, going above expectations on service, etc.).  
**Submission Requirements:** Submit no more than a one page description from a builder member, explaining how the

nominee qualifies by meeting judging criteria, plus any other pertinent comments. Include 1 photo of nominee.

**411:** The Give Back Award (Community Involvement)

**Judging Criteria:** Nominee has showcased his/her philanthropic ways by supporting a community or organization close to their heart.  
**Submission Requirements:** Submit no more than a one page description from a member, explaining how the nominee qualifies by meeting judging criteria, plus any other pertinent comments. Include 1 photo of nominee.

**412:** Metro's Partnership Award

*This award is given to a member of Metro who consistently finds ways to work with members. This member lives by our motto of 'Members Doing Business with Members'.*

**Submission Requirements:** Submit names of Metro members that you have worked with from January 1, 2022 through December 31, 2022.

## MILLION DOLLAR CLUB & LEASING EXCELLENCE CLUB

**501:** Million Dollar Club

The Million Dollar Club Awards will be presented to those new home sales representatives who achieved \$1 Million or more in new home sales. Any sale where a contract/agreement of sale was fully executed during the period from January 1, 2022 to December 31, 2022 is eligible. Only sales of products built in NJ and its neighboring states by builder in good standing with NJBA will be considered. Please note: submission in any other category will not automatically mean recognition in the Million Dollar Club.

Platinum: **Over \$10 million**  
Gold: **\$5 million to \$9.99 million**  
Silver: **\$2 million to \$4.99 million**  
Bronze: **\$1 million to \$1.99 million**

**502:** Leasing Excellence Club

Awards will be presented to leasing consultants who executed 25 leases or more from January 1, 2022 to December 31, 2022. Please note: submission in any other category will not automatically mean recognition in the Leasing Excellence Club.

Platinum: **Over 150 leases**  
Gold: **100 to 150 leases**  
Silver: **50 – 99 leases**  
Bronze: **25 – 49 leases**

# 2023 AWARDS OF EXCELLENCE

Wednesday, June 14, 2023 – Hanover Manor – East Hanover, NJ

## SPONSORSHIP OPPORTUNITIES

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

- Emcee of the Night
- Instagram Take Over Monday
- 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

### SAPPHIRE SPONSOR - \$2,500

- Raffle Prize Presenter at Ceremony
- Instagram Take Over Wednesday
- 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 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

### 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" - \$300 HALF PAGE 4.5" X 3.5" - \$200 BLACK AND WHITE ADS - 300 DPI RESOLUTION

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Tel # \_\_\_\_\_ Fax # \_\_\_\_\_ E-Mail \_\_\_\_\_

Sponsor Category \_\_\_\_\_ Amount Enclosed \_\_\_\_\_

Sponsor Category \_\_\_\_\_ Amount Enclosed \_\_\_\_\_

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Please register for all sponsorships online: [www.metrobca.org](http://www.metrobca.org) - Events Page

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# 2022/2023 CALENDAR OF EVENTS

**FRIDAY, DECEMBER 15, 2022**  
Installation of Officers & Holiday Party  
6:00 PM Bridgewater Manor

## 2023 EVENTS

**THURSDAY, JANUARY 19, 2023**  
General Membership Meeting  
6:00 PM – General Plumbing Supply

**TUESDAY, JAN. 31ST – FEB 2ND**  
NAHB – International Builders Show  
Las Vegas Convention Center

**WEDNESDAY, FEB 15, 2023**  
Economic Forecast with Dr. Dietz  
6:00 PM - The Hanover Manor

**THURSDAY, MARCH 16, 2023**  
Lobsterfest  
6:00 PM – Pub 199

**TUESDAY, MARCH 28 -30TH**  
NJBA – Atlantic Builders Show  
Atlantic City

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# 2022 METRO'S SIXTH ANNUAL GOLF OUTING

October 6, 2022 Royce Brook Golf Club

## 1ST PLACE TEAM

Scott VanCleaf  
Russ Verducci  
Scott Rodgers  
Dom Battista

## 2ND PLACE TEAM

John Nelson  
Joe Saldutti  
Mark Saldutti  
John Lewindowski

## 3RD PLACE TEAM

Craig Kmiecik  
Joe Damanti  
John Cioletti  
Mike Gableman

## Men's Long Drive

Michael Leach

## Women's Long Drive

Christina Curtis

## Closest to the Pin

Patti Fox

## Closest to the Pin

Bob Gill

## Thank You Golf Sponsors!

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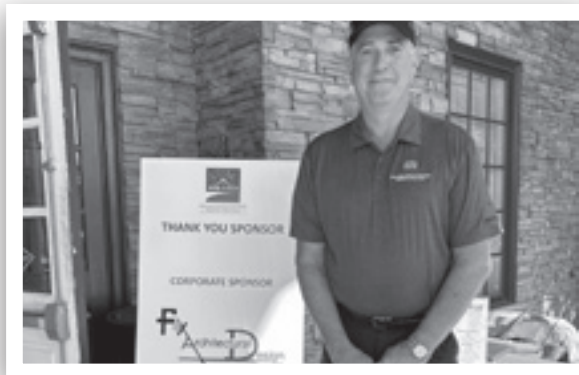
## Thank You to Our Volunteers!

### Golf Committee Chair - Ken Fox

Dominic Carlucci, Linda Garvey, Geraldine Smith, Tammy Murray, Karen Adamsbaum, Todd Smith, Anthony Vargas, Jonni Claus, Rich Boisch



*Geraldine Smith and Tammy Murray*



*Golf Committee Chair, Ken Fox*



*Jeremy Goldberg, Kieran Lynn  
and Domenick Malanga*



*Jessica Cuffari, Len Forsythe,  
Morgan McLachlin and Karen Adamsbaum*



*Linda Garvey and Michele Leppard  
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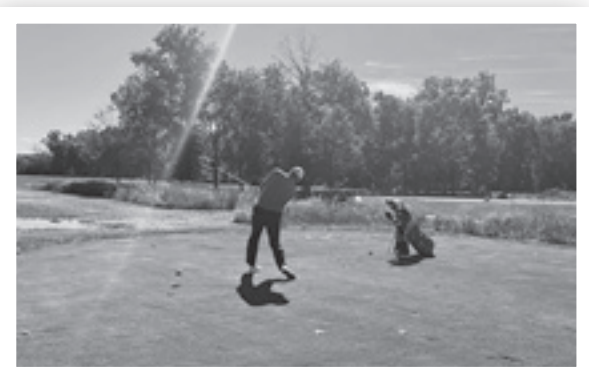




*Mike Black and Warren King*



*Mike Gableman, Joe Damanti,  
John Cioletti and Craig Kmiecik*



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**Dear NJBA Members,**

We continue to remain very busy in pursuit of accomplishing our goals for the current year.

The last time I addressed you, we were approaching the always unpredictable budget season in Trenton. Since then, we held a number of events and educational programs and swore in two new NJBA Officers. Congratulations to Nate Russo of Russo Homes and Chris Amato of CMM!

In late May, NJBA was informed that the Department of Environmental Protection (DEP) was taking the dramatic step of adopting a portion of the Protecting Against Climate Threats (PACT) rules under its emergency rulemaking powers. Emergency rules are effective the date they are filed, and DEP indicated this would occur in mid-June. The emergency rules would have immediately jeopardized countless projects in both urban and suburban areas resulting in immediate and dire economic consequences throughout New Jersey.

Our government affairs team, with the assistance of many of our expert members joined together to form a strategy that led to an immediate and successful lobbying campaign. In June, DEP announced that it was pausing its emergency rulemaking.

However, there is more to be done. DEP announced in October that it was proposing the rules under the normal rulemaking process. NJBA will be advocating that grandfathering provisions be increased or that a delayed effective date is provided. It is still crucial that our members get complete applications into DEP and other authorities to secure grandfathering as soon as possible as we expect the rule to be adopted this Spring.

We also had one of the busiest policy related summers in recent memory. NJBA was extremely successful in advancing its government affairs agenda as budget season saw the housing industry receive significant attention. NJBA's advocacy continued to focus on housing affordability and significant sums were ultimately targeted towards our industry. The current state budget includes an unprecedented \$305 million for a new Affordable Housing Production Fund. An additional \$25 million was allocated for HMFA's down payment assistance program and direct property tax relief was provided in the form of rebates to median and lower income households.

Governor Murphy also signed the NJBA supported Dirty Dirt clean-up legislation into law which provided additional time for businesses to register with DEP while requiring clear rules are published identifying which parties will need to obtain a full license to handle or transport "dirty" dirt.

After summer recess, the Legislature immediately starting hearing issues of importance to the homebuilding industry. On September 15th, the Assembly Consumer Affairs Committee amended and released A2138 (Moriarty), which would establish a board to establish the rules and procedures for home improvement and home elevation contractors to obtain and maintain licensure in New Jersey.

I was pleased to testify on behalf of NJBA and support this bill. But, not before NJBA formed a committee consisting of members from all four locals. From this committee, a host of changes and recommendations were provided to the sponsor and his staff who welcomed our input.

I am happy to report that we were able to obtain significant amendments that addressed many of NJBA's concerns like a mandatory continuing education requirement and the creation of a tiered system which respects the diversity of the project sizes and expertise levels of those performing the work. Our government affairs team will continue to push for one more change as this bill works its way forward. This legislation will provide significant and potential game changing opportunities for our associations.

Additionally, NJBA is meeting monthly with the Governor's Office and former DCA Commissioner Chuck Richmond on improving the third-party building inspection legislation that is currently working its way through the Legislature. If we succeed, I truly believe that we will see the derived benefits and substantial improvements to the existing inspection system which will lead us to even more legislative victories on this issue down the road.

Our work in Trenton could not be accomplished without the expertise and financial support of you, our members. A special "thank you" to Josh Mann and Deb Tantleff for their leadership in organizing the Builders Political Action Committee Summer Soiree held on September 8th which celebrated Carl Goldberg's term as BPAC Chairperson. We had an amazing 27 sponsors and impressive attendance. Even more noteworthy is that this success came on the heels of a BPAC fundraiser to support Senate President Nicholas Scutari in May and a joint fundraiser with BLSJ to support Assembly Majority Leader Lou Greenwald in June. Our support of legislators who support the housing industry and our PAC is giving NJBA a well-respected voice in Trenton.

In closing, I ask that all NJBA Board Members take a moment to please save the date of November 22nd for our next Board Meeting which will be in person at Bell Works in Holmdel. I hope to see you all there.

**Tom Bovino**  
NJBA President



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