

A **YEAR** IN REVIEW

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ANNUAL  
REPORT **2016**

# what's inside...

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## CAI-NJ Mission Statement

The New Jersey chapter of CAI (CAI-NJ) is dedicated to enhancing the quality of community association living, through education, legislative advocacy and professional development.

The New Jersey chapter of CAI is one of the largest in the United States, with over 1,600 members. We provide continuous education and resources to help our members stay abreast of the current news, laws and issues affecting community associations in the State of New Jersey.

## CAI-NJ Staff Directory

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### **Facebook**

[facebook.com/CAINJCHAPTER](https://facebook.com/CAINJCHAPTER)

### **Twitter**

[@CAINJCHAPTER](https://twitter.com/CAINJCHAPTER)

### **Linkedin:**

Community Associations Institute-  
New Jersey Chapter



# a message from...

## 2016 CAI-NJ PRESIDENT

It takes a strong team of volunteers to build a great association. As I review the details of this report it is clear that the accomplishments outlined here are the result of extraordinary teamwork by the associations most important asset – its membership. As the 2016 Chapter President, I had the privilege of working with our Executive Committee, the Board of Directors, our chapter staff and most importantly our membership, all of whom played a valued part in moving CAI-NJ forward in 2016.

The information in this report documents a year's worth of progress during a critical time for CAI-NJ. I am exceptionally proud to announce that our membership grew by seventy-one (71) members and we were able to continue to provide enhancements and improvements to our already-stellar educational programs and networking events.

We have positioned ourselves to continue to be attractive to new members. And just as paramount to our overall success is to retain our current associates. We have a professional chapter staff that has demonstrated a true passion and interest in our mission and goals. The Board of Directors was always supportive of their tasks and assignments and all our decisions were based on the best interest for our members.

In closing, I would like to thank the 2016 Board of Directors, Committees, the Chairs and Vice Chairs and all of our volunteer members who have contributed to our successes in 2016. It has truly been a privilege and an honor to lead our chapter into the next phase of our journey.

Sincerely,

Larry Sauer  
2016 CAI-NJ President



# thank you...

## 2016 CAI-NJ PARTNERS



Ansell Grimm & Aaron, PC  
Association Advisors  
Belfor Property Restoration  
Brown & Brown Insurance Services  
C & L Sweeper Service  
DW Smith Associates, LLC  
FWH Associates  
G & C Electronics  
GAF

Kipcon Inc.  
McGovern Legal Services, LLC  
mem property management co., inc.  
Painting by Pearce  
Rezkom Enterprises, Inc.  
Taylor Management Company, AAMC, AMO  
The Falcon Group - Engineering, Architecture  
& Energy Consultants  
Wilkin & Guttenplan, PC



Accent Group  
ADP Barlow Insurance  
Altura Construction Company, Inc.  
Amco Pest Services, Inc.  
Associa Mid-Atlantic, AAMC  
Becht Engineering, BT, Inc.  
Becker & Poliakoff, LLP  
Berman & Wright Architecture Engineering &  
Planning, LLC  
Buckalew Frizzell & Crevina LLP  
Capital One Bank  
Cowley's Termite & Pest Control Services  
The Curchin Group LLC  
Cutolo Mandel LLC

Davison Eastman & Munoz, P.A.  
Down to Earth Landscaping, Inc.  
Environmental Designers Irrigation, Inc.  
Greenbaum, Rowe, Smith & Davis, LLP  
Griffin Alexander, P.C.  
Hill Wallack, LLP  
Hillcrest Paving & Excavating, Inc.  
Homestead Management Services, Inc.  
JGS Insurance  
KPI 2 Contractors, Inc.  
L.N. Rothberg & Son, Inc.  
LAN Exteriors  
Landscape Maintenance Services, Inc.  
Mackoul & Associates, Inc.

Morris Engineering, LLC  
National Contractors  
O & S Associates, Inc  
Popular Association Banking  
Quality 1st Contracting  
R M Termite & Pest Control  
Radom & Wetter Attorneys at Law  
Rainbow G & J Painting  
Republic Services  
Stark & Stark  
Supreme-Metro Corp.  
USI Insurance  
Valcourt Building Services  
Wilkin Management Group, Inc.



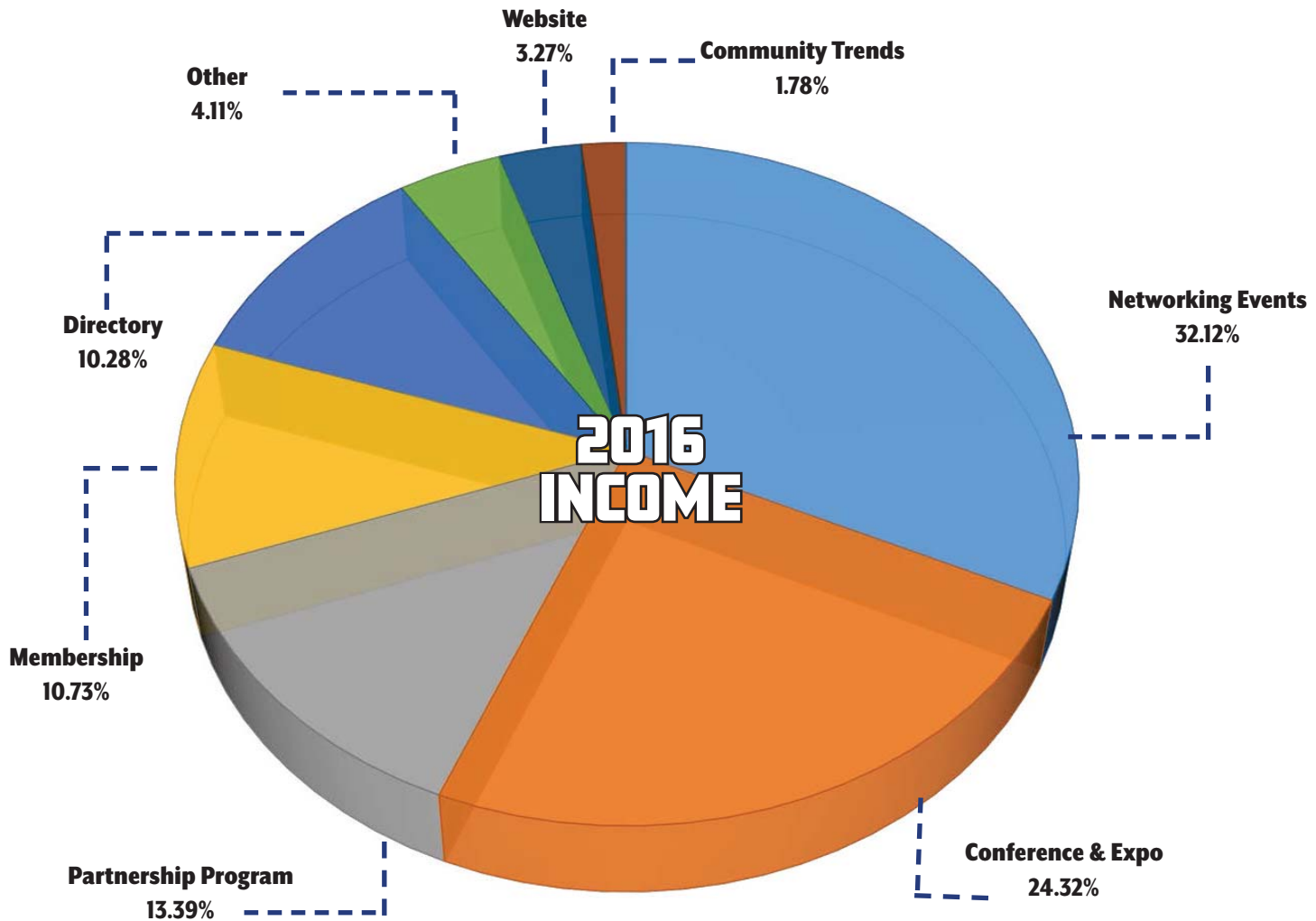
Accurate Reconstruction  
CertaPro Painters, Ltd.  
CertaPro Painters of Central New Jersey  
Dan Swayze & Son, Inc. Complete Parking Lot  
Maintenance  
Denali Property Management, Inc.  
Eosso Brothers Paving  
Felsen Insurance Services

Giordano, Halleran & Ciesla, P.C.  
Lemus Construction, Inc.  
M. Miller & Son, LLC  
Mirra & Associates CPAs, LLC  
Pardini R. Construction Corporation  
Pepper Hamilton LLP  
Peter Waldor & Associates, Inc.  
Recon Services, LLC

Regency Management Group, LLC.  
Renda Roads, Inc.  
Servpro of Freehold, Middletown, So. Jersey City/  
Bayonne, Greater Hunterdon County  
South Shore Construction, LLC  
Suburban Consulting Engineers, Inc.  
Towne & Country Management, Inc.  
Union Bank HOA Services  
Young and Associates Inc.

# a recap of...

## THE 2016 FINANCIALS (INCOME)

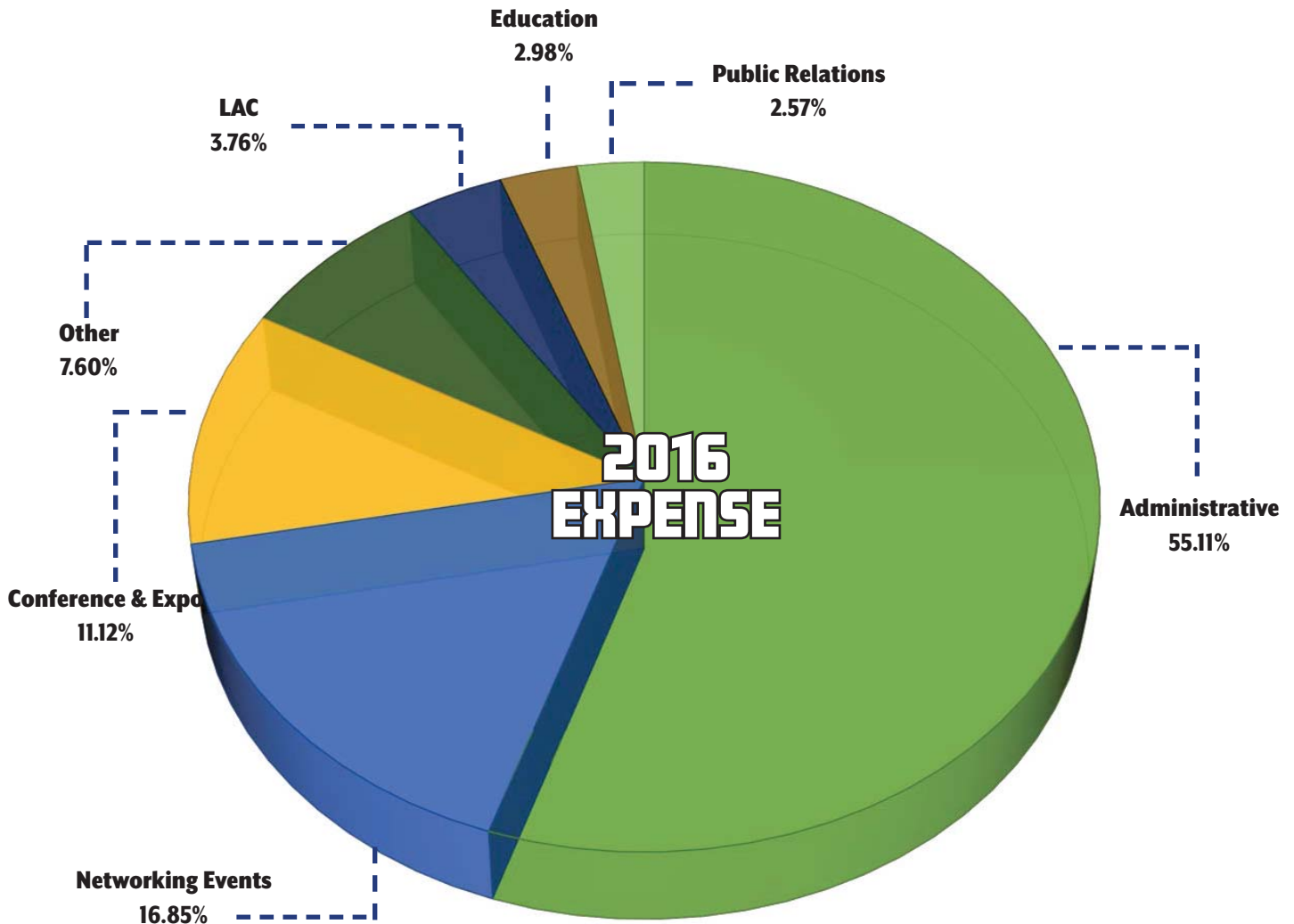


The charts above are a brief snapshot of our 2016 income and expenses. These are unaudited percentages taken from our December 31, 2016 financial statements and may vary slightly from the final audited statements.

CAI-NJ does an annual audit (the 2016 audit will be starting shortly). CAI-NJ's 2015 audited financial statements received an un-qualified ("clean") opinion by CAI's independent auditors.

# a recap of...

## THE 2016 FINANCIALS (EXPENSE)



In 2016 CAI-NJ continued its trend of financial success. All of our networking events, as well as conference and membership have continued to grow both financially and in attendance.

Total revenue of \$1,073,596 was about \$68,000 higher than the prior year, and the highest ever since our inception in 1978. Total expenses of \$1,053,875 resulted in a surplus of approximately \$20,000.





# a recap of... COMMUNITY TRENDS® MAGAZINE

Community Trends® is the monthly magazine published by the New Jersey chapter of Community Associations Institute (CAI-NJ) and is distributed to roughly 1,600 members. Each month, this publication provides members of CAI-NJ with updates on current legislation, monthly messages from the Chapter President and Executive Director, informative articles written by professionals and service providers and a large forum for advertising. Covering an array of topics, Community Trends® gives members the tools needed to keep informed on community association issues.

In 2016, the editorial committee raised the bar in the quality of the publication. Community Trends® received a much needed update, which included a new look and design as well as new features to create and even better publication. Also in 2016, the E-Issue of the magazine was launched. Each issue of Community Trends® is now available in a flip book version on the CAI-NJ website, it is also emailed to the entire membership at the beginning of each month.

The editorial committee is continuing to work towards making Community Trends® an even better, more relevant publication. Keep an eye out for bigger and better things in 2017!



**SHOOT THE COVER CONTEST WINNER**  
Westlake Country Club, Jackson, NJ  
Shot by Edward S. Frank, CMCA, AMS, PCAM,  
Premier Management Associates





# COMMUNITY ASSOCIATIONS INSTITUTE NEW JERSEY CHAPTER

BY THE NUMBERS

**1,600+** MEMBERS of the  
NEW JERSEY  
CHAPTER



**800**

Homeowner  
Members



**400**

Business  
Partner  
Members

**80**

Management  
Company  
Members

**4**

Large  
Scale  
Managers  
(LSM)

**320**

Individual Manager Members

**12**



Volunteer Committees

**127**

Professional  
Community  
Association  
Managers  
(PCAM)

**20**

Community  
Insurance  
and Risk  
Management Specialists  
(CIRMS)



**12**

College of  
Community  
Association Lawyers  
(CCAL)

**140**

Committee  
Members

**50+**

Events & Educational  
Programs



**19**

Reserve  
Specialists (RS)

**11**

Accredited  
Association  
Management  
Companies  
(AAMC)

**21**

Counties  
Represented



**210**

Certified Manager  
of Community  
Associations  
(CMCA)

**22**

Educated  
Business  
Partners



**25**

Educated  
Community  
Association  
Leaders

**127**

Association  
Management  
Specialists (AMS)

NEW JERSEY CHAPTER

community  
ASSOCIATIONS INSTITUTE

Want to more know?

Call 609.588.0030

Visit [www.cainj.org](http://www.cainj.org)

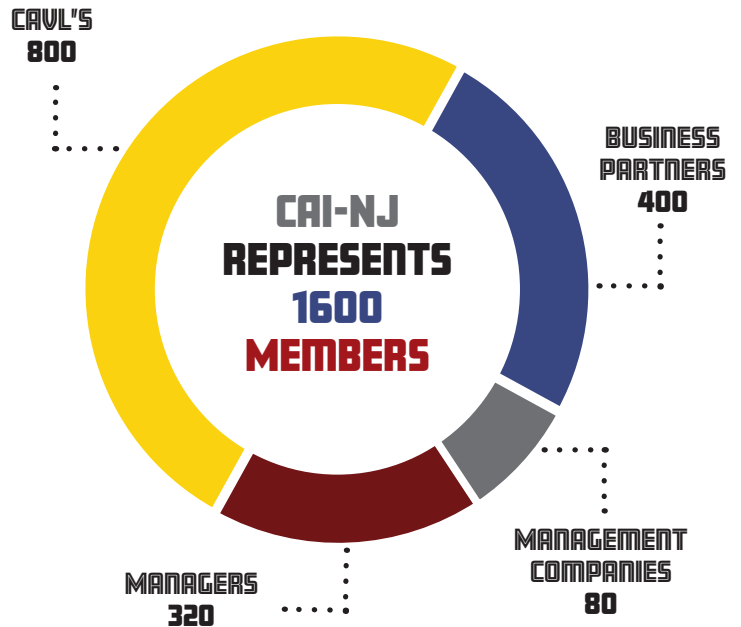
# a review of...

## 2016 CAI-NJ MEMBERSHIP

The New Jersey chapter of Community Associations Institute represents community association board members and homeowners, community managers, management companies and industry service providers. CAI-NJ is one of 60 worldwide chapters of Community Associations Institute and is the third largest.

The 2016 Membership Committee worked hard to recruit and retain members and successfully grew the chapter's membership by 71 members in 2016. Membership increased nearly every month in 2016 thanks to the committees focus on retention and engagement.

In an effort to increase awareness of CAI-NJ membership we developed the Frank & Mary white-board series. These two short explainer videos take Frank & Mary on a journey from joining their homeowner association's board to becoming members of CAI-NJ. Visit [www.cainj.org](http://www.cainj.org) to view the videos.



### 2016 Partnership Program

**CAI-NJ 2016 PARTNERS**

**17 Ultimate Partners**

**41 Elite Partners**

**23 Premier Partners**



## 2016 RECRUITERS CLUB

Thank you to the CAI-NJ members who helped grow our chapter in 2016 by recruiting new members.



### One New Member

Mary Barrett, Esq.  
Tracy Blair, CMCA, AMS, PCAM  
Mary Caporaso, CMCA, PCAM  
Wayne Cappadona  
Diane Cody, PCAM  
Barbara Drummond, CMCA, PCAM  
Robert C. Griffin, Esq.  
Tony Nardone, CMCA, AMS  
Kevin Oliver  
Erin O'Reilly, CMCA, AMS, PCAM  
Kelly Chris Peters  
Cynthia Pirrera, CMCA, AMS, PCAM  
H. James Polos, CMCA  
Kari Prout  
Daniel Rush, RS  
Paul Santoriello, PCAM  
Elizabeth Saunders, AMS  
Ray Sheppard  
Mario Spoleti  
Kerri Stimpson, CMCA, AMS  
Lisa Vitiello, CPA  
Graceanne Welsh, AMS  
Gary D. Wilkin

### Two New Members

Lysa Bergenfeld, Esq.  
Scott Dalley, CMCA, AMS, PCAM

### Three New Members

Denise Becker, CMCA, AMS, PCAM  
Jeffrey M. Logan

### Four New Members

Steve Kroll  
Caesar Mistretta

### Six New Members

Joanne Granozio, CMCA, AMS, PCAM

### Eight New Members

Mary Faith Nugiel, AMS, PCAM

### Ten New Members

Lawrence N. Sauer, CMCA, PCAM

### Nineteen New Members

**Donna M. Belkot, CMCA, AMS**

1,625 Members

1,547 Members



2014

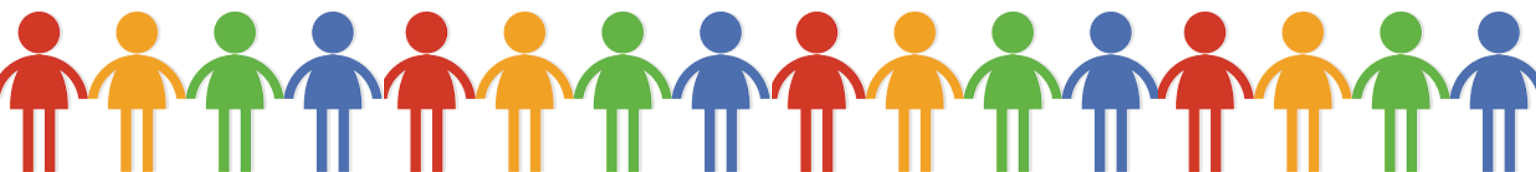
1,554 Members



2015



2016



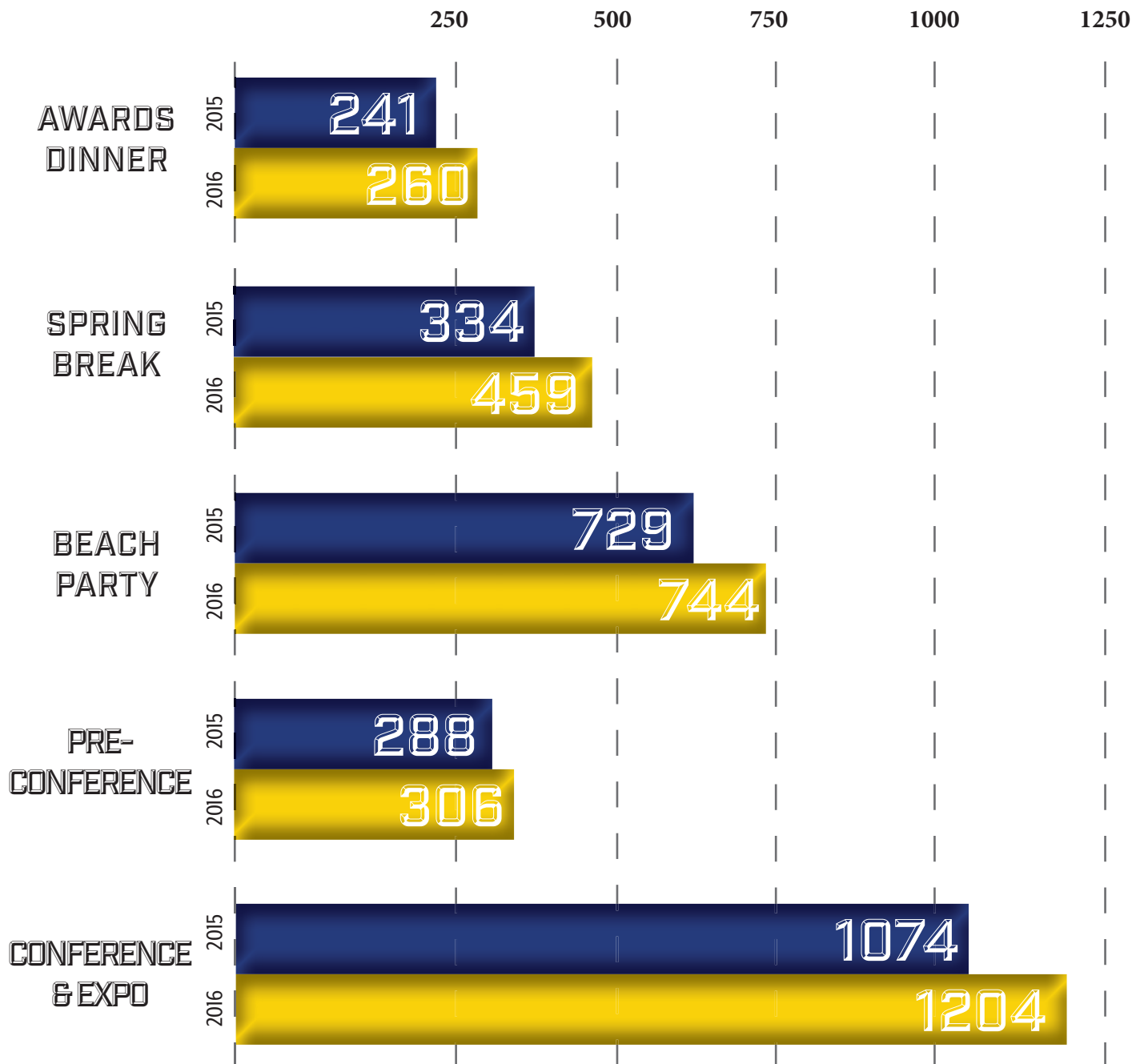
**MEMBERSHIP GROWTH OVER THE YEARS**



# a review of...

## EVENT ATTENDANCE 2015 VS. 2016

The chart below represents the growth of registered attendees in hundreds from 2015 versus 2016. Each event experience a growth from the previous year with an average overall growth of 10%.



# a review of...

## THE 2016 CONFERENCE & EXPO

Over 1,100 people “Marveled at the Opportunities” as they walked the floor of the 2016 CAI-NJ Conference & Expo. The annual tradeshow was at the Garden State Exhibit Center in Somerset, New Jersey on Wednesday, October 26, 2016 which was successfully held on a weekday. Resources were gathered from 167 exhibitors as attendees shopped for service providers and gained valuable information pertinent to their communities.

Adding to the energy were the hourly \$1,000 cash drawings. All attendees and exhibitors were eligible to participate as everyone joined in the excitement. The names were called throughout the day and five lucky winners each went home with \$1,000.

Education is always a major part of the Conference & Expo and as always a seminar for each of our member representation groups was presented. “The One Hour Board Meeting” seminar gave the community association board members tips on time management for having a productive meeting. “Batman vs. Superman” taught community association property managers how to best deal with issues regarding ethics and confidentiality. The Business Partners attended the session, “Be a Super Hero Vendor by Meeting your Client’s Expectations”, as they learned how to effectively work with management companies. All attendees were invited to attend the “Legislative Update”. Legislative and regulatory issues affecting common interest communities was discussed.

**Mark your calendars and join us for the excitement at the 2017 Conference & Expo which is set for Wednesday, October 18, 2017 at the New Jersey Convention and Exposition Center in Edison, NJ.**





**2016 was a record breaking year for the events at the New Jersey chapter of Community Associations Institute. With nearly all the events selling out, or being moved to accommodate the number of registrations, 2016 has set a new standard for participation at CAI-NJ backed events.**



### **Annual Awards Dinner**

The Annual Awards Dinner recognizes excellence in the community association industry. On February 22, 2016, the dinner was held at the Palace at Somerset Park with more than 260 CAI-NJ members in attendance for the “Winter Wonderland” theme. Guests enjoyed a sprawling cocktail hour, exquisite dinner and an evening of honoring our top industry leaders.



Awards nominations were solicited for Committee the Year, Committee Chair of the Year, as well as the Candice Bladt Community Manager of The Year, and were presented to the most deserving candidates. Other awards included the Outgoing Presidents Recognition, President's Award, Friend of the Chapter, Business Partner of The Year, Hall of Fame, Jerry Fein Distinguished Service Award, Author of The Year, Speaker of The Year, and The Recruiter of The Year.



### **Spring Break Party**

Setting the highest record in attendance for this event, the 2016 Spring Break Party was an overwhelming success with more than 460 members in attendance, an increase of 160 attendees from 2015.

The event was set to be held at McLoones Pier House, in Long Branch, on April 23, 2016, however in a successful attempt to accommodate more guests, the event was moved less than one week prior to a new location, Windows on the Water, in Sea Bright.



The new location boasts breathtaking views of the Atlantic, and space that can accommodate our group and its growth for years to come.



## Dennis R. Casale Memorial Golf Outing

Each year, more than 200 golfers come out to Forsgate Country Club in honor of the late Dennis R. Casale. The CAI-NJ golf outing continues to grow in participation each year, this year selling out well ahead of the event.

The June 28, 2016 outing was nothing short of a great day, with beautiful weather throughout. Guests were able to register for a day of golf or the awards and dinner. New this year, the Hole Sponsorship gave sponsors the option to stay at one of the holes on the course for the day and interact with the golfers. They gave out drinks and italian ice and even cupcakes to the golfers as they came around.

We have even booked the outing to be held at Forsgate for 2017!

## 2nd Annual Olympics

The CAI-NJ F.A.S.T. hosted the Annual Olympics event on July 23, 2016 at Thompson Park in Monroe Twp. For the 2nd year in a row, teams worked together to complete various challenges and obstacles, all while raising funds for the Make- A- Wish Foundation of New Jersey. We are pleased that the event raised \$3,702.90.

Some games included water balloon throwing, pie eating, and jump rope relays. This year, the team from Associa Community Management Corporation took home the gold.

Following the games, participants enjoyed a BBQ picnic, as well as beer and wine as they waited for the winners to be announced.

## Annual Beach Party

This yearly event, held at Martell's Tiki Bar in Point Pleasant stands as CAI-NJ's largest networking event with nearly 800 attendees annually. 2016 was no different with record breaking attendance.

The beach party committee sponsored a fantastic event, with a grand buffet of food, including the traditional raw bar as well as exciting drink specials. This year, guests enjoyed mingling with fellow members, building new contacts and reconnecting with old.



# continuation of...

## THE 2016 EVENTS



### Pre-Conference Reception & Live Band After Party

The Pre-Conference Networking Reception kicks off the Annual Conference and Expo each year. Its purpose is to not only serve as another outlet of networking, but to build excitement for the tradeshow the following day and is only open to exhibitors and managers, providing an exclusive benefit for our conference supporters.

Held on the tradeshow floor the evening prior to the conference, this event featured open bar, passed hors d'oeuvres, a live band of CAI-NJ members, and our newest feature, the Treasure Chest Contest. Attendees each received a key with a chance to unlock the chest and win up to \$500 in cash prizes.



### Annual PCAM Reception

The Annual PCAM Reception serves as a celebration and congratulations to the CAI-NJ members who have worked to advance their knowledge by participating in the PCAM, CMCA and AMS courses. This event was held at Ocean Place Resort & Spa, located in Long Branch, NJ.

CAI-NJ is proud to have more than 70 PCAM members since the program began. This year we also honored 23 members who received their CMCA and AMS designations in 2016.

Congratulations to all PMDP designates on your accomplishments!



### CA-PAC Day at the Races

The PAC Day at the Races broke records in 2016! Held annually at Monmouth Park in Oceanport, more than 100 registered for the event. The group relocated to a new section of the park to allow for the increase in attendees for this sold out event. Funds raised for CA-PAC continue to be used for bipartisan support of New Jersey Legislators.







The newest addition to the CAI-NJ family is the Future All Star Team (F.A.S.T.), a young professional group within the community association industry. In its inaugural year, F.A.S.T. has already made a big name for itself.

In 2016, the group was responsible for countless initiatives ranging from education & events to charitable fundraising.

The groups mission is to provide opportunities for CAI-NJ future leaders to engage and become immersed in our industry through professional development, civic outreach and social/business networking activities. This allows our future leaders to make measurable and significant impacts in both their personal and professional lives as well as in our communities.

F.A.S.T. raised money and supplies in support of multiple charities and groups. In July, the group hosted The Annual Olympics, donating more than \$3,700 to the Make a Wish Foundation of New Jersey. They also supported the Food Bank of Monmouth and Ocean County through a Food Drive and Trenton Public School District through a School Supply Drive. Nearly \$1,000 was raised for "Red Nose Day" which is a campaign supporting children in poverty stricken communities. Roses were sold during the Conference & Expo to raise \$760 for the American Cancer Society, Making Strides Against Breast Cancer. F.A.S.T. also initiated the Movember Challenge raising \$4,115 for men's health initiatives. Rounding out the year, F.A.S.T. adopted three families for the Holidays.

Thank you to all the supporters of the Future All-Star Team initiatives from 2016!





# a review of...

## THE 2016 PROGRAMS & EDUCATION



### Roundtables

Community association property managers and business partners came together for two joint Best Practices Roundtable Discussion and Networking Reception events. The first was held on April 7, 2016 in central New Jersey at the Forsgate County Club in Monroe Township and the second was later during the year on November 17, 2016 in northern New Jersey at the Chart House in Weehawken. Both were offered as complimentary for member community association property managers thanks to the program sponsors. Almost 100 attended each event, as they networked and discussed the hot topics relevant to their industries.



Similar sessions are being planned for 2017 as we will be bringing a third session to the southern part of our state. In addition, we will be offering a similar program to Community Association Volunteer Leaders.



### Board Leadership Development Workshop

New Jersey member community association board members attended a complimentary full day workshop at the CAI-NJ headquarters in Freehold on June 8, 2016. They were given the tools and techniques on how to be a successful board member, the limits and expectations of their roles as board members and how to effectively work with community association property managers and service providers. An early 2017 session is planned.



### Cyber Security Workshop

The Cyber Threat Awareness seminar was presented on May 19, 2016 at the Stonebridge Community in Monroe Township, New Jersey. Over 100 attendees learned how to identify and safeguard themselves and their community associations against cyber theft. This program was offered complimentary to our members.

### Professional Manager Development Program

The New Jersey chapter held two Professional Management Development Program courses in 2016, the M-206 Financial Management in June and the M-350 Managers and the Law in October.



## Senior Summit

All community association board members were invited to attend the Senior Summit at the Renaissance at Manchester in Manchester, New Jersey on July 14, 2016. Thanks to the generosity of the program sponsors, admission was complimentary. Over 100 attendees had their questions answered by the panel of experts during an interactive discussion on current issues effecting their communities. A 2017 session is planned for mid-July.

## Managers Leadership Workshop

The second session of the Managers Leadership Workshop series was presented on September 7, 2016 at the Rossmoor Community Association in Monroe Township, New Jersey. This workshop series was created to provide information and tools to community association property managers to achieve their full potential as leaders in the industry. The third session in the series has been planned for 2017.

## 2016 Lecture Series

New for this year, CAI-NJ offered the 2016 Community Academic Lecture Series. These six short breakfast sessions included, Housing Discrimination and Reasonable Accommodations; Don't Accept Status Quo – Don't Leave Money on the Table; Community Security – What you Don't and Should Know; Insurance – Looking Ahead to 2017; An Update on the Fair Labor Standards Act (FLSA) and LinkedIn – Rock Your Presence. All sessions were offered complimentary to our members.

## Educated Business Partner

Our chapter also held its first in person Business Partner Essentials course. This half day interactive session provided tips for working with community associations and helps these businesses and professionals differentiate themselves in the competitive community association marketplace. Thirty Business Partner members received the Educated Business Partner Distinction. Visit <http://www.cainj.org/education/educated-business-partner> to view the complete list of NJ chapter members.

## Managers Education Assistant Program

The Jules C. Frankel Manager Education Assistance Program (MAP) was developed in 2016 to assist New Jersey Managers in the common interest community industry in furthering their educational and professional development goals. The MAP provides the opportunity to CAI-NJ credentialed manager members in good standing to apply for a scholarship and was awarded to five recipients in 2016.





### **Foreclosure Reform**

New Jersey's communities have been held hostage by banks that start, but won't finish, foreclosures. New Jersey leads the nation with nearly 4,000 so-called "zombie foreclosures" in which properties are abandoned by their former owners but banks don't finalize the action, leaving our communities-and our neighbors-left paying tens of thousands of dollars in delinquent maintenance fees. In 2016 we pushed to make lenders responsible for the unpaid fees with new laws that force banks to act responsibly or allow rent receiverships.

### **Municipal Services Reform**

In 2016 LAC revisited the New Jersey's Municipal Services Act to make sure our communities are getting their fair share back for their property taxes. Issues like fee parity for fire hydrants and fair treatment from utility authorities are at the top of our list. We are also worked with CAI National to bring about common sense disaster relief law so our communities can seek the same relief as our neighbors.

### **Fixing Planned Real Estate Law**

New Jersey's patchwork of condo and homeowner association laws remains in need of a 21st Century makeover. LAC has prepared a nine bill package that tackles everything from simply defining a common interest community to reforming the governance of elections and bylaws.

### **Manager Licensing**

LAC remains committed to recognizing the professionalism of our community managers through state licensure. Proposals under consideration include both licensure and registration. We remain committed to a final product that establishes a meaningful certification standard without creating an unnecessary burden.

### **In 2016**

LAC held four Regional LAC Updates (March & April) – North, North Central, South Central and South early in the year and one LAC Update at the Annual Conference & Expo (October)

They also held their first Lobby Day in Trenton October 20, 2016 – members of LAC, CAI-NJ Staff and our public affairs council met with our state legislators on issues of importance to NJ's community associations.



CA-PAC has a record of supporting candidates in a **BIPARTISAN** manner.

In 2016 CA-PAC sent CAI-NJ members to events for legislators supporting **ELECTION REFORM** such as, Senators Robert Gordon and Jeff Van Drew, supporters of foreclosure reform like, Assembly Speaker Vincent Prieto and Senator Ronald Rice, and supporters of municipal services reform like, Senator Jim Whelan.

**CA-PAC**



**Your Voice  
in Trenton**



**2016 GOAL \$30,000**

**\$31,871**

**OVER  
\$21,000  
RAISED  
IN 2015**

**OVER  
\$30,000  
RAISED  
IN 2016  
TO  
ACHIEVE  
GOAL**



## THANK YOU 2016 CA-PAC Contributors

### **INDIVIDUALS**

Raymond T. Barnes, CMCA, AMS, PCAM  
Denise Becker, CMCA, AMS, PCAM  
Eugenia Bestafka  
Stephen H. Block  
Jeffrey Cirkus, CMCA, AMS, PCAM  
George Greatrex, Esq.  
Sheila Green-Barnhill, CMCA  
Sandra Kaufman  
Carol Koransky, CPA  
Steve Kroll  
James Magid, CMCA, PCAM, LSM  
Marie Mirra, CPA  
John W. McGrath Sr.  
Jennifer Nevins  
Kevin Oliver  
Deborah J. Pasquariello, CIRMS

Mohammed Salyani, CPA  
Larry Sauer, CPM, CMCA, PCAM  
Peter Shine

### **COMMUNITY ASSOCIATIONS**

77 Hudson Condominium Association  
Cheesequake Village Association  
Claridge House One  
Clearbook Community Association  
Gardens Plaza Association of Owners  
Horizons at Woods Landing Homeowners Association  
Kimberwyck II Condominium Association  
Northbridge Park Co-Op Inc.  
Penny Layne Condo Association  
Renaissance at Monroe Recreation  
Renaissance at Raritan Valley

Society Hill at Bernards I  
Society Hill at Bernards II  
Society Hill at Jersey City II  
Summit at Neptune Condominium Association  
Townsquare Village Homeowners Association  
Union Gap Village Community Association  
Wildflower Village Condominium Association  
Whispering Woods Community Association  
Wyckham Manor Association, Inc.

### **FIRMS**

ADP Barlow Insurance  
Comet Management, LLC, AAMC  
Community Management Corporation  
Denali Property Management  
Executive Property Management, AAMC

The Falcon Group-Engineering,  
Architecture & Energy Consultants  
FWH Associates, Inc  
G&C Electronics  
Griffin Alexander, P.C.  
Homestead Management Services, Inc., AAMC  
Integra Management Corp., AAMC  
JGS Insurance  
McGovern Legal Services  
Planned Building Services, Inc.  
Planned Lifestyle Services, Inc.  
Planned Security Services, Inc.  
Rezkom Enterprises, Inc.  
Stark and Stark  
Taylor Management Company, AAMC, AMO  
Wilkin & Guttenplan, P.C.

# a message from...

## CHAPTER EXECUTIVE DIRECTOR OF CAI-NJ

2016 was a very exciting year for the CAI-NJ chapter. This was the first full year in our new headquarters in Freehold, in which our new building allowed us to make several exciting changes to our chapter.

First, the new facility enabled us to host all of our committee meetings here as opposed to traveling around the state. From meetings to education and events, this new office building has provided the chapter with some of the tools we were missing.

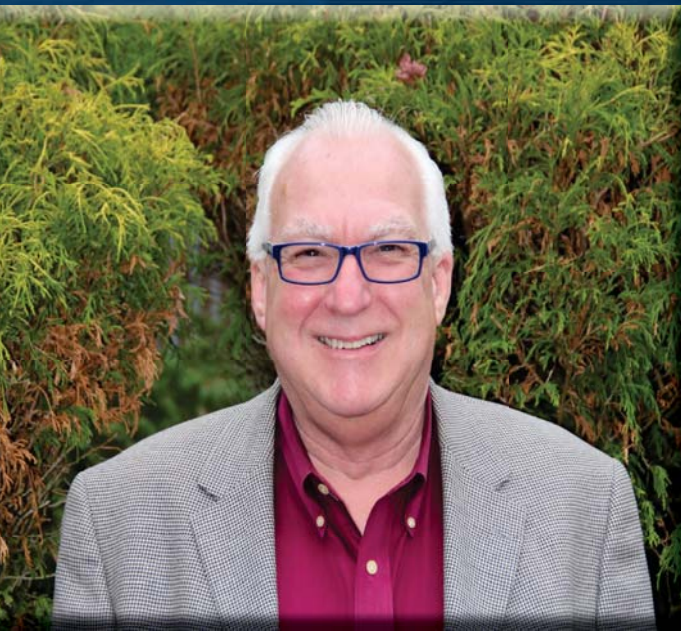
The relocation to our new location also allowed us to introduce our “Lecture Series” which was very successful. We held several sold out sessions in our upstairs classroom and provided our members with another great resource.

Another major contribution to our successes during 2016 was due to the fact that we had continuity with the office team. The chapter’s staff was unchanged during the year which provided for a much more productive and cohesive operation.

I am excited to see what the new year holds for CAI-NJ. We are all ready to leap into the new year and are confident that we can raise the bar even higher in 2017.

I look forward to seeing you all at the 2017 CAI-NJ programs and events. I hope you are happy with your membership here at CAI-NJ, and as always my door is open to discuss what we can do to make your experience with CAI-NJ a more successful.

Larry P. Thomas, PCAM  
Chapter Executive Director



## 2016 Executive Committee

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