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October 2016

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In This Issue

- Legislative Update
- Management Trends
- Conference & Expo Schedule, Map & More!

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ANGELA@CAINJ.ORG

JACLYN OLSZEWSKI
DIRECTOR, EVENTS & EDITORIAL
JACLYN@CAINJ.ORG

LAURA O'CONNOR
DIRECTOR, MEMBERSHIP & MARKETING
LAURA@CAINJ.ORG

MARLA SERAFINO
OFFICE ADMIN & GRAPHIC DESIGNER
MARLA@CAINJ.ORG

Contact CAI-NJ

ADDRESS
CAI-NJ
500 HARDING ROAD
FREEHOLD, NJ 07728

PHONE
609-588-0030

FAX
609-588-0040

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CONTENTS

Conference & Expo Items on Pages 18-25

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18 **Conference & Expo Schedule**

21 **Conference & Expo Attendee Registration**

22 **Conference & Expo Map**

23 **Expo Exhibitors (alphabetical)**

24 **Expo Exhibitors (by booth number)**

25 **Conference & Expo Sponsors**

26 **Management Trends —**
Conference! Conference! Conference! A Guide to Getting the Most Out of the Experience!
By Elaine Warga-Murray, AMS, CMCA, PCAM, CEO
RMG, Regency Management Group, Inc., AAMC

EXTRAS

President's Corner 5

Looking Forward 6

Legislative Update 8

CAI-NJ Committees Roster 9

Inside Connection 10

Pre-Conference Networking Reception Information & Registration 11

CAI-NJ Upcoming Events 13

CAI-NJ Committee Sign-Up Information 30

Community Trends® Author Guidelines 49

2016 Beach Party Wrap-up & Photos 64

2016 PCAM Reception Information & Registration 74

CAI Membership Application 75

Q&A 94

Managers Best Practices Roundtable Information & Registration 96

Business Partners Best Practices Roundtable Information & Registration 97

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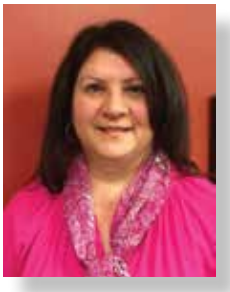

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CAI-NJ 2016 PRESIDENT | ASSOCIATION ADVISORS

Welcome to the 2016 CAI-NJ Annual Conference and Exposition, which is our chapters' largest educational event of the year. I would like to extend my appreciation to the Conference and Exposition Committee for all of their energy and time devoted to make this year's Conference & Expo such an overwhelming success.

This year's theme is "Marvel at the Opportunities with CAI-NJ." The educational session topics are on matters of current interest and I guarantee that you will learn something new and something to assist you in your community association business endeavors, be it as a board member, homeowner, community manager, or business partner. For the first time ever, the chapter will be giving away $5,000 in cash prizes throughout the day. Everyone is eligible, but you must be present to win. Good Luck!

"The educational session topics are on matters of current interest and I guarantee that you will learn something new..."

Please take the time to visit the exhibitor booths. For those who have attended our past conferences, this is an opportunity to reconnect with old friends and attend the educational seminars which include timely, pertinent and informative material. For any newcomers to this conference, this an excellent opportunity to make new contacts and meet future vendors for any upcoming projects within your community.

We will also be hosting a Pre-Conference Networking Reception at the Garden State Exhibit Center, the evening prior to the Conference & Expo. If you would like to come out and network with other members of our chapter in a relaxed and casual environment, this event will take place on Tuesday, October 25th from 6:30 pm - 8:30 pm, followed by the Live Band After Party from 8:30 pm to 10:30 pm. Both events are included in your registration and will take place on the tradeshow floor. It will be sponsored by Hill Wallack LLP.

I look forward to seeing old friends and meeting new ones at both events.

Lawrence N. Sauer, CPM, CMCA, PCAM
2016 NJ-CAI Chapter President

LOOKING FORWARD

LARRY THOMAS, PCAM | CAI-NJ CHAPTER EXECUTIVE DIRECTOR

The CAI-NJ Annual Conference and Expo is our flagship event of the year and we are especially excited about this year's show. The Conference and Expo Committee along with Angela Kavanaugh from my office have spent hours and hours planning out the day. This year's theme "Marvel at the Opportunities with CAI-NJ" is very aptly titled. With over 165 industry exhibitors and 3 membership educational seminars (plus a legislative update session), we are sure that you will find that the time spent attending was well worth the effort. I would like to proclaim October 26th as "CAI Community Association Day." I'm asking that all of our communities declare this day as an "all hands" community association awareness day. This means sending as many board members, committee members and staff as you can to the conference. As I stated in last month's article, there is something here for every type of CAI member, whether it be your resident leaders, management team or your maintenance crew. Our exhibitors cover every aspect of HOA and condo-specific areas and are available to speak and meet with all of our attendees and discuss any questions that they may have. At the present you may not be in the market for any of their services, but when the time and day come, you will be prepared to move forward and make an educated decision for your community.

Also, please plan on attending the seminars during your visit to the conference. This year we eliminated the keynote speaker to allow for more of our attendees to visit with our exhibitors and also, just as important, attend our seminars. Our committees and board members discussed several topics and selected the subjects based on the current relevance and overall appeal to the majority of the membership groups. I am sure that you will walk away with a lot of information that will assist you in your role as a board member, manager or business partner.

Every CAI-NJ participant involved in the preparation and planning of this year's conference and expo has dedicated dozens of hours to ensure that this is the best industry event of the year. In addition to all of the expert exhibitors and presenters, we are providing breakfast and lunch to all attendees as well as $1,000 cash giveaways to five lucky attendees (for a total of $5,000)!

"In addition to all of the expert exhibitors and presenters, we are providing breakfast and lunch to all attendees as well as $1,000 cash giveaways to five lucky attendees..."

So, in closing, to again quote this year's conference theme "Marvel at the Opportunities with CAI-NJ," and be the best board member, community volunteer, association manager, service vendor or professional provider you can be and attend the CAI-NJ 2016 Annual Conference and Expo!!! ■

LIVE IN A CONDO OR HOA?

YEAH? WELL THEN DON'T MISS THIS EVENT!

CAI-NJ 2016 CONFERENCE & EXPO

MARVEL

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10-3pm
Wednesday, October 26, 2016

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50 Atrium Drive
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FREE Admission with Promo code "Marvel"

LEGISLATIVE UPDATE

CHRISTINE F. LI, ESQ., CCAL
PARTNER, GREENBAUM, ROWE, SMITH & DAVIS LLP.
LEGISLATIVE ACTION COMMITTEE CHAIR

I write this article in anticipation that it will appear in the Expo issue of *Community Trends®*. I know I will not have the opportunity to see each of you at the Expo but, as is the case every month, I appreciate the opportunity to reach out to you through this column.

The concept of an "expo," short for "exposition," is the theme of this column. By definition, an expo is a public exhibition or a collection of things for public display. An exposition also sometimes referred to an "explanation." So, in context, this article introduces you to the public exhibition that the LAC will deliver to you at Expo.

My first goal is to acquaint you with the names and faces of the LAC that the Expo will bring to life at the Expo. Throughout the year and throughout the State, different groups of LAC members assembled, traveled the State, and presented legislative update programs which consistently received accolades. At the Expo, George Greatrex, Esq., Mike Pesce, PCAM, Tim Martin of MBI GluckShaw and I will be presenting a legislative update session discussing many of the issues which the LAC has dealt with over the past year. Key will be the Municipal Services Act, mortgage foreclosure reform, manager licensing/certification, and election reform. The repeated use of the word "reform" in developing these topics, and the agenda for action by the LAC in the coming year, stresses the need for new legislation to resolve ongoing problems in association operations. The LAC will continue to muster its resources and energy to achieve these objectives.

Expo also means to lay things out and explain. In this vein, the LAC has much to restate as its accomplishments this past year on behalf of CAI. At the same time, we acknowledge that much remains to be done. Our meetings sometimes feel like that Bill Murray comedy "Groundhog Day", where we find ourselves in a time loop, repeating the same discussion and setting the same priorities month after month, again and again. But that's not true.

When I began to mentally list some of the achievements (and achievements-in-progress) of the LAC, the list was lengthy. The LAC advocated that municipalities adopt ordinances compelling lenders to maintain the exterior of abandoned residential properties; drafted bills to allow common interest communities to petition the court to expedite the foreclosure of abandoned properties; with David Ramsey, Esq. leading the charge, engaged with the New Jersey Law Revision Commission to advance CAI's interests and to prevent CAI's interests from being overridden by other interest groups; critiqued and clarified multiple bills that were introduced purporting to bring transparency and fair dealing to association operations and elections; pursued (and will continue to pursue) manager certification as an alternative; concentrated on the specific aspects of the Municipal Services Act that are problematic; committed to amicus efforts, by the efforts of Gene Markin, Esq. and John Randy Sawyer, Esq. in *The Palisades at Fort Lee Condominium Association, Inc., v. 100 Old Palisade, LLC,* and Timothy P. Duggan, Esq. in *In re: Rones;* on a federal level, advocated against the challenges to the super-lien priority mounted by the Federal Housing Finance Agency, and federal legislation proposed to prohibit community associations from imposing a blanket prohibition on the installation of ham radio installations; disseminated to CAI's membership information arising out of case law granting immunity under the Landowners' Liability Act, and in the standardization of condominium project questionnaires by Fannie Mae and Freddie Mac; opposed proposed legislation which would have obligated managers to notify the next-of-kin upon a resident's death; brought to the attention of CAI readers ordinances proposed in Jersey City intending to regulate service employees, well aware that similar ordinances might be introduced in other municipalities; reconciled and commented on bills intended to provide greater protections to community associations than currently

"When I began to mentally list some of the achievements (and achievements-in-progress) of the LAC, the list was lengthy."

granted under the Planned Real Estate Development Full Disclosure Act; and populated last month's LAC edition of Community Trends, thanks to the writings of seven of our members, making it a huge success.

As I end the above paragraph above, I have convinced myself that any similarities between Groundhog Day and membership on the LAC this past year are completely unfounded. I encourage you to review issues of *Community Trends®* from this past year for my discussion of some of the topics the LAC tackled this past year, or to seek out members of the LAC if you have personal concerns. Copies of my monthly Legislative Update are posted on CAI-NJ's website at www.cainj.org. The LAC is also proud that it has brought current its bill chart, which is now posted on CAI-NJ's website under the "Legislative" tab. Tremendous thanks to Audrey Wisotsky, Esq. for successfully (and patiently) leading the LAC through this major undertaking.

I close by saying that the LAC has accomplished much and I hope you agree. I also hope you join us in moving forward. ■

SAVE THE DATE:
WEDNESDAY, OCTOBER 26, 2016

2016 CAI-NJ Annual Conference & Expo

at the Garden State Exhibit Center, Somerset, NJ

REGISTER NOW!

See the form on page 21 of this issue, or visit www.cainj.org.

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INSIDE CONNECTION

LAURA O'CONNOR | DIRECTOR, MEMBERSHIP & MARKETING

What's in it for me?

Community Associations Institute Membership

As the Director of Membership & Marketing for the New Jersey chapter of Community Associations Institute I answer the question "What's in it for me?" on a daily basis as I explain the benefits of membership to prospective members. As the third largest chapter of CAI with 1,600 members in New Jersey we have a lot to offer our members from networking opportunities, education and legislative advocacy.

There are networking opportunities throughout the year specifically created with each type of member in mind. The annual Conference & Expo taking place on Wednesday, October 26, 2016 is great for networking with our Manager members and our Community Association Volunteer Leader members. Earlier this year the Business Partner committee recognized the need for vendor to vendor networking and held its first Business Partner Meet Up event. We also held our annual Beach Party event with 800 attendees.

Educational programs are also a big part of what we do here at CAI-NJ. We have recently added an educational course geared to our Business Partner members the Business Partner Essentials. CAI-NJ is the second chapter to offer this course in person. For our Manager Members that were seeking their CMCA designation we held a CMCA Exam Study Group: Coffee & Cram session to help them prepare for their test. This year we sold out our Board Leadership Development Workshop course for our member CAVLs.

Many members are unaware of the work that the CAI-NJ LAC does reviewing proposed legislation. One of the issues that CAI-NJ weighed in on this year is foreclosure reform. Our efforts would provide relief for our homeowner members who are stuck with abandoned properties that are not being foreclosed. We continue to pursue manager certification in an effort to provide a level of professionalism for the Community Management industry.

As you can see there is something in everything CAI-NJ offers for our Manager, CAVL and Business Partner members. Providing networking opportunities, educational programs and legislative advocacy is critical to the success of the community association industry and CAI-NJ strives to provide our members programs and services that specifically address their needs. If you would like assistance determining "What's in it for you?" as a member or if you are considering membership, please feel free to reach out to me at (609) 588-0030 or laura@cainj.org. ■

"As you can see there is something in everything CAI-NJ offers for our Manager, CAVL and Business Partner members."

CAI-NJ PRE-CONFERENCE

NETWORKING RECEPTION

LIVE BAND AFTER PARTY

WHEN: **Tuesday, October 25, 2016**
Registration: 6:00 p.m.
Reception: 6:30 p.m. - 8:30 p.m.
Includes passed hors d'oeuvers, pasta and carving stations and open bar!

WHERE: **Garden State Exhibit Center, 50 Atrium Dr., Somerset, NJ 08873**

LIVE BAND AFTER PARTY: **same location**
8:30 p.m. - 10:30 P.M., cash bar!
(included with registration)

For more information and sponsorships contact jaclyn@cainj.org

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_____ Regular Tickets **TOTAL: $**_____

Note: Ultimate Partners receive 4 tickets. Elite Partners receive 2 tickets. Premier Partners receive 1 ticket. Each conference booth receives 1 discounted ticket for the reception and party ($50)

Register by:	10/14	After 10/14
CAI-NJ Members:	$105	$115
Non-Members:	$155	$175

Please list the name, company and designations of additional registrants. If necessary, please attach an additional sheet of paper (i.e.: John Smith, AMS, CMCA – ABC Company).

This event requires a cancellation notice of at least 72 hours in advance or a refund will not be provided.

2. _____

3. _____

4. _____

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1.) Pay by check, payable to CAI-NJ. Mail completed form and payment to:
CAI-NJ Attn: 2016 PreConference
500 Harding Road, Freehold, NJ 07728

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COMMUNITY ASSOCIATIONS INSTITUTE **NEW JERSEY CHAPTER**

2016 EVENTS & EDUCATION CALENDAR

WWW.CAINJ.ORG | FACEBOOK.COM/CAINJCHAPTER | TWITTER.COM/CAINJCHAPTER

THURS-FRI OCT 20-21	**M-350: MANAGERS AND THE LAW** Monroe, NJ
TUESDAY OCT 25	**PRE-CONFERENCE NETWORKING RECEPTION** Garden State Exhibit Center Somerset, NJ
WEDNESDAY OCT 26	**ANNUAL CONFERENCE & EXPO** Garden State Exhibit Center Somerset, NJ
WEDNESDAY NOV 9	**ANNUAL PCAM RECEPTION** Ocean Place Long Branch, NJ
THURSDAY NOV 17	**MANAGER & BUSINESS PARTNER ROUNDTABLE** Chart House Weehawken, NJ
THURSDAY DEC 8	**ANNUAL MEETING & CHAPTER RETREAT** Clearbrook Community Association Monroe, NJ

FOR MORE INFORMATION CONTACT EVENTS@CAINJ.ORG OR CALL 609.588.0030

EVENTS SUBJECT TO CHANGE

SAVE THE DATE

2017 Awards Dinner

Thursday, February 23, 2017

The Palace at Somerset Park
333 Davidson Avenue
Somerset, NJ 08873

Information regarding nominations coming soon!

NEW JERSEY CHAPTER
community
ASSOCIATIONS INSTITUTE

A Message from Kevin Oliver

2016 CAI-NJ Conference & Expo Committee Chair

"Many thanks goes out to the CAI-NJ Board and all of the other committees who contributed in our effort."

The 2016 Conference and Expo is scheduled for Wednesday October 26th, 2016 and is expected to be a great one! After the success of last year's expo, it will continue to be held at the Garden State Exhibit Center in Somerset, New Jersey. We sold out all of the 167 booths by August this year and are expecting over 1,000 attendees! The committee has worked hard this year at listening to all the key stakeholder's ideas and concerns for this event. Many thanks goes out to the CAI-NJ Board and all of the other committees who contributed in our effort.

With our theme being "Marvel at the Opportunities with CAI-NJ" the show is designed to create an informative learning environment while having a fun filled experience for our CAI Members. We will have real superheroes on location this year to help answer questions for your Associations, including the Wounded Warriors Association, Police Officers, Firemen, Emergency Management Professionals and others. Besides the prizes provided by the vendors there is $5,000.00 in cash prizes drawings throughout the day to be won by anyone attending the event. As always we will be providing breakfast and lunch to attendees.

If you have not registered for the event, it is not too late, but don't delay. Please visit www.cainj.org, *Community Trends®* magazine or call the CAI-NJ office at (609)588-0030 for your registration form. Walk-ins are always welcome.

Regards,
Kevin J. Oliver - President
G&C Electronics
2016 CAI-NJ Conference & Expo Committee Chair

THE 2016 CAI-NJ RECRUITER CLUB CHALLENGE...
RECRUIT YOUR WAY TO A FREE TRIP TO LAS VEGAS!
WELCOME
TO Fabulous
LAS VEGAS
NEVADA
Recruit at least five new CAI-NJ members and you qualify to win this year's CAI-NJ Recruiter Club Challenge. New members can be any combination of Business Partners, Managers, Community Association Volunteer Leaders, and Management Companies.
For contest details contact CAI-NJ:
609.588.0030 or membership@cainj.org
GRAND PRIZE:
A free trip* to the 2017 CAI National Conference in Las Vegas, NV
Second Place Prize: $250 Visa Gift Card
Third Place Prize: $100 Visa Gift Card
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Sponsored by:
Capital One Bank
Contest Rules:
1. To be eligible recruit at least 5 new members between December 1, 2015-November 30, 2016.
2. The member with the most new member recruits between December 1, 2015-November 30, 2016 will win.
3. Recruiters can only win 1 prize per year.
4. CAI-NJ may allow substitutions of prizes in certain circumstances.
5. Prize winners will be announced at the CAI-NJ Chapter Retreat in December 2016.
6. Winner(s) need not be present to win.
7. *The Grand Prize is a trip to the 2017 CAI National Conference in Las Vegas, NV. Includes airfare to Las Vegas, NV, from Newark, NJ, or Philadelphia, PA; two nights at conference hotel and conference registration.

WHAT DOES CA-PAC DO?

CA-PAC EDUCATES elected officials on issues that are important to the community association industry and SUPPORTS candidates during election season.

Your Voice in Trenton

COMMUNITY ASSOCIATION PAC
NEW JERSEY

THANK YOU
2016 CA-PAC Contributors

(as of 7/31/16)

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

Why Should I Support CA-PAC?

CA-PAC contributions increase the industry's visibility and access to candidates who need to understand and care about our views on legislative and regulatory policies. Many competing trade associations such as the realtors, homebuilders, and bankers have large PACs and have been raising funds for many years. A strong CA-PAC increases the community association industry's political credibility as a way to hold lawmakers accountable for their actions.

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

Already this year CA-PAC has 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.

Society Hill at Bernards II
Society Hill at Jersey City II
Summit at Neptune Condominimum Association
Townsquare Village Homeowners Association
Union Gap Village Community Association
Wildflower Village Condominimum 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.

Support CA-PAC Today!

2016 CA-PAC CONTRIBUTION FORM

Participation Levels: (Please check one)

____ Business Partner:	**$250.00-$500.00**
____ Management Company:	**$500.00**
____ Individuals:	**$25.00 (Managers, Board Members, Homeowners)**
____ Community Associations	**$_____ (Suggested contribution of $1 per unit)**

Please make your CORPORATE or PERSONAL CHECK payable to CA-PAC. Return your completed contribution form along with your payment to: CA-PAC, 500 Harding Road, Freehold, NJ 07728

Name: _____

Mailing Address: _____

City, State, Zip: _____

Phone: _____

Fax: _____

Occupation: _____

Employer: _____

Work Address: _____

City, State, Zip: _____

Email: _____

☐ DO NOT INCLUDE MY NAME OR COMPANY ON THE LIST OF CA-PAC CONTRIBUTORS.

The New Jersey Election Law Enforcement Commission requires us to collect and report the names, mailing address, occupation, and name of employer of contributors whose contributions exceed $300 in a calendar year. Contributions to CA-PAC are not deductible for federal income tax purposes. Contributions are not limited to suggested amounts.
CA-PAC will not favor nor disadvantage anyone based upon the amounts of or failure to make PAC contributions. Voluntary political contributions are subject to limitations of ELEC regulations. CA-PAC contributions are not considered payment of CAI dues.

For more information, contact Larry Thomas at larry@cainj.org or call 609.588.0030

2016 CAI-NJ ANNUAL EXPO SCHEDULE & PRESENTATIONS

Wednesday, October 26, 2016

$5,000 in Cash Prizes!*

*Everyone is eligible but you must be present to win!

This year the CAI-NJ Conference & Expo will be on Wednesday, October 26th at the Garden State Exhibit Center in Somerset. There will be educational seminars, created specifically for each of our member types. Attendees will also have the opportunity to visit with 167 professionals and learn about the latest trends in community association services and gather advice from the experts as well. It's an excellent opportunity to make new contacts and meet potential vendors for upcoming projects within your community.

10:00 AM – 11:30 AM	**Complimentary breakfast buffet available in the food area**
10:00 AM – 3:00 PM	**Trade show floor open**

Craig Huntington

11:00 AM – 11:45 AM

Community Association Volunteer Leader Educational Session

Lecture Room

The One Hour Board Meeting and Beyond

This is your opportunity to get those long grueling meetings under control. Craig will demonstrate how using a timed agenda, setting up the room correctly and having an organized time for the homeowners to speak will help any board turn their monthly or quarterly meeting into a meeting homeowners will want to attend.

Presenter:

Craig Huntington - President of Alliance Association Bank, a division of Western Alliance Bank.
Craig is a well-respected and distinguished industry and motivational speaker. He has been presenting managerial, leadership and motivational presentations for the past 20 years and has developed a comprehensive collection of presentations on a wide range of subjects.

12:00 PM – 2:30 PM	**Complimentary lunch buffet available in the food area**

NEW JERSEY CHAPTER
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This is a Special Event for Community Board Members, Homeowners & Community Property Managers.

Have all of YOUR questions answered at this premier event!

Sponsored By:

G&C ELECTRONICS

12:00 PM – 12:45 PM

Manager's Educational Session

Lecture Room

Batman vs. Superman: The Struggle Regarding Ethics and Confidentiality for Board Members & Property Managers

In a world where association board members are faced with issues regarding ethics and confidentiality on a daily basis, who can you turn to in order to work through these complex problems? In this battle of good versus evil, you can't rely on the Man of Steel or the Dark Knight. This program will arm you with the necessary information and discuss the relevant law in order to help you properly navigate these thorny issues.

Presenters:

Jonathan Katz., Esq.

Jonathan Katz, Esq., - Hill Wallack LLP

Jonathan H. Katz, Esq. is an attorney and a partner in Hill Wallack LLP's Community Association Practice Group in Princeton, New Jersey. Jon concentrates his practice in the areas of community association law and litigation, representing condominium and homeowners associations throughout New Jersey.

Terry Kessler, Esq. - Hill Wallack LLP

Terry A. Kessler, Esq. is an attorney and a partner in Hill Wallack LLP's Community Association Practice Group in Princeton, New Jersey. She concentrates her practice in the area of community association law, representing condominium and homeowners associations throughout New Jersey.

Terry Kessler, Esq.

Denise Becker, PCAM

Denise Becker, PCAM – Homestead Property Management, Inc., AAMC

Denise Becker is the Senior Vice President of Community Management at Homestead Management Services, Inc, in Hillsborough, New Jersey, responsible for community management, the oversight of community managers, new business development, and client relations and marketing.

MORE SESSIONS ON THE NEXT PAGE...

DO YOU LIVE IN A CONDO OR HOA? THIS EVENT IS FOR YOU...LEARN ABOUT THE JOYS OF COMMUNITY ASSOCIATION LIVING!

EDUCATION

VISIT OVER 150 SERVICE PROVIDERS

FREE CATERED BREAKFAST & LUNCH

$25 VALUE

NOT A MEMBER? USE PROMO CODE "MARVEL"

COMPLIMENTARY FREE ADMISSION

For One (1) Non-Member Community Board Member/Homeowner

1:00 PM – 1:45 PM

Legislative Update Session

Lecture Room

Representatives from New Jersey chapter Legislative Action Committee (LAC), will discuss legislative and regulatory issues affecting common interest communities in New Jersey. Topics include Municipal Services Act reform, Mortgage Foreclosure reform, Manager Licensing and Elections reform. Join us for this informative session to learn more about these important hot issues.

Christine Li, Esq.

Presenters:

Christine Li, Esq., CCAL – Partner, Greenbaum, Rowe, Smith & Davis LLP

Christine F. Li is a partner at Greenbaum, Rowe, Smith & Davis LLP, Woodbridge, New Jersey where she is a member of the Real Estate Department and Chair of the firm's Community Association and Planned Real Estate Practice Groups. Her community association practice includes general counseling, collections, and alternative dispute resolution. She is a Fellow in the College of Community Association Lawyers and the American College of Real Estate Lawyers, and a co-author of the treatise New Jersey Condominium and Community Association Law.

George Greatrex, Esq.

George Greatrex, Esq. – Shivers, Gosnay & Greatrex, LLC

George C. Greatrex Jr. is a partner in the law firm of Shivers, Gosnay & Greatrex, LLC in Cherry Hill, New Jersey where the majority of his practice is devoted to community association law in the areas of residential and commercial planned unit developments. Mr. Greatrex and his firm currently represent 150 such associations in Southern and Central New Jersey. Mr. Greatrex received his B.A. degree from Rutgers College in New Brunswick and his J.D. degree from Temple University School of Law in Philadelphia.

Tim Martin

Tim Martin – MBI GluckShaw

Timothy Martin is a Senior Associate with MBI GluckShaw out of Trenton, New Jersey. Mr. Martin focuses on legislative and regulatory affairs, consults on a number of healthcare issues including patient safety, access and quality of care, mental health and addiction treatment. Prior to becoming a full time government affairs agent, he interned in both the New Jersey General Assembly and the Urban League of Lancaster County, PA. Mr. Martin earned his B.S. from Millersville University.

Mike Pesce, PCAM

Mike Pesce, PCAM - Associa-Community Management Corp.

Mike Pesce, PCAM is Branch President of Community Management Corp. an Associa company located in Clifton, New Jersey, a real estate management company focused on community associations, including condominiums, cooperatives, planned-unit developments and townhouses. Mr. Pesce previously practiced law and concentrated his practice in real estate litigation. Mr. Pesce received his B.A. from the University of Notre Dame and his J.D. from Rutgers University.

2:00 PM – 2:45 PM

Business Partner Educational Session

Lecture Room

Be a Super Hero Vendor by Meeting Your Client's Expectations.

Paul will show business partners how to work effectively with management companies and understand the board management structure. Some of the key points that will be discussed are how to get your foot in the door and in front of managers and board members, how to retain your contracts and how to navigate conflicts and maintain good relationships.

Paul Santoriello, PCAM, CMCA, AMS

Presenter:

Paul Santoriello, PCAM, CMCA, AMS - President Taylor Management Company, AAMC, AMO

Paul Santoriello oversees the entire organization and is actively involved in the management services division. Having been an accountant for a Big 8 accounting firm (Deloitte Haskins and Sells) for 3 years, he possesses a strong background in all areas of financial management. During his 21 years of property management experience he has developed a broad base of knowledge regarding management of the various community association structures. Paul holds a B.S. in Accounting from the University of Delaware.

Sponsored By:

G&C ELECTRONICS

NEW JERSEY CHAPTER community ASSOCIATIONS INSTITUTE

2016 CAI-NJ Annual Conference & Expo

ATTENDEE REGISTRATION FORM

Wednesday, October 26, 2016

Garden State Exhibit Center
50 Atrium Drive, Somerset, NJ 08873

Please type or print company/association name in block letters exactly as it should appear on name badges.

Attendee Name and CAI Designation (1). _____

Company/Association Name: _____

Address: _____

City/State/Zip: _____

Telephone: ( ) _____ Fax: ( ) _____

E-mail: _____ Website: _____

Please note: CAI-NJ only reviews CAI designations, certifications, and accreditations for validity and current status. Registrants are advised that each individual company is solely responsible for the content they provide on registration forms including all designations, certifications, accreditations and licenses by the company or the individual employee. Concerns about the validity of non-CAI designations, certifications, accreditations, and licenses should be directed to the specific company or individual in question. Removal of designations, certifications, accreditations, and licenses by CAI-NJ will only take place upon the submission of a letter written by the official credentialing and/or licensing body to CAI-NJ. CAI-NJ advises that for training, marketing or other purposes, the Conference & Expo may be recorded, videotaped and/or photographed. By attending this event, I consent to the use of my image by CAI-NJ and agree to waive any claim for the use of my image, including without limitation, the appropriation of my image for commercial purposes or the invasion of my privacy.

PRE-REGISTER TO RESERVE YOUR SEAT

Check the box for the Educational Session(s) you plan on attending.

- ❑ 11:00 AM – 11:45 AM Community Association Volunteer Leader Educational Session
- ❑ 12:00 PM – 12:45 PM Manager's Educational Session
- ❑ 1:00 PM – 1:45 PM Legislative Update Session
- ❑ 2:00 PM – 2:45 PM Business Partner Educational Session

CONFERENCE FEES:

	CAI Members		Non-CAI Members	
	Pre-registration	*On-site registration*	*Pre-registration*	*On-site registration*
Homeowners, Unit Owners, Board Members	FREE	FREE	$20.00	$25.00
Business Partners	$125.00	$150.00	$150.00	$180.00
Individual Managers	$75.00	$100.00	$100.00	$130.00

Member Homeowners, Unit Owners, Board Members — FREE!
Pre-registration is recommended as tickets are limited.

SUITCASING POLICY: CAI-NJ has a no-tolerance policy regarding "suitcasing," which describes the practice of non-exhibiting companies or individuals soliciting sales in the conference hotel, on the tradeshow floor, in the aisles, or in the lobbies, and/or representing their services or soliciting conference participants for conflicting social activities. Violators of this policy will be ejected from the show and charged the highest single-booth rate ($1,950.00), which must be paid prior to registering as an attendee, exhibitor, or sponsor at any future CAI-NJ conferences or events. Additionally, the CAI-NJ Board of Directors may take additional actions available to the Chapter as deemed appropriate based upon the violation of the suitcasing policy.

❑ **Promo Code** _____

PAYMENT OPTIONS:

❑ **Payment by Check**

Mail form with check payable to:

CAI-NJ
Attn: 2016 Conference & Expo
500 Harding Road
Freehold, NJ 07728

Questions: Contact Angela Kavanaugh at (609) 588-0030 or email expo@cainj.org.

❑ **Payment by Credit Card**

Please fax your signed application with payment to (609) 588-0040.

❑ Visa ❑ Mastercard ❑ Discover ❑ American Express

Cardholder Name: _____

Card Number: _____

Exp. Date: _____ Security Code: _____

Cardholder Signature: _____

Cardholder acknowledges receipt of goods and/or services in the amount of the grand total shown herein and agrees to perform the obligations set forth in the cardholder's agreement with the credit card issuer.

(For CAI-NJ Use Only):

EXP: _____

2016 CAI-NJ Conference & Expo

MAP

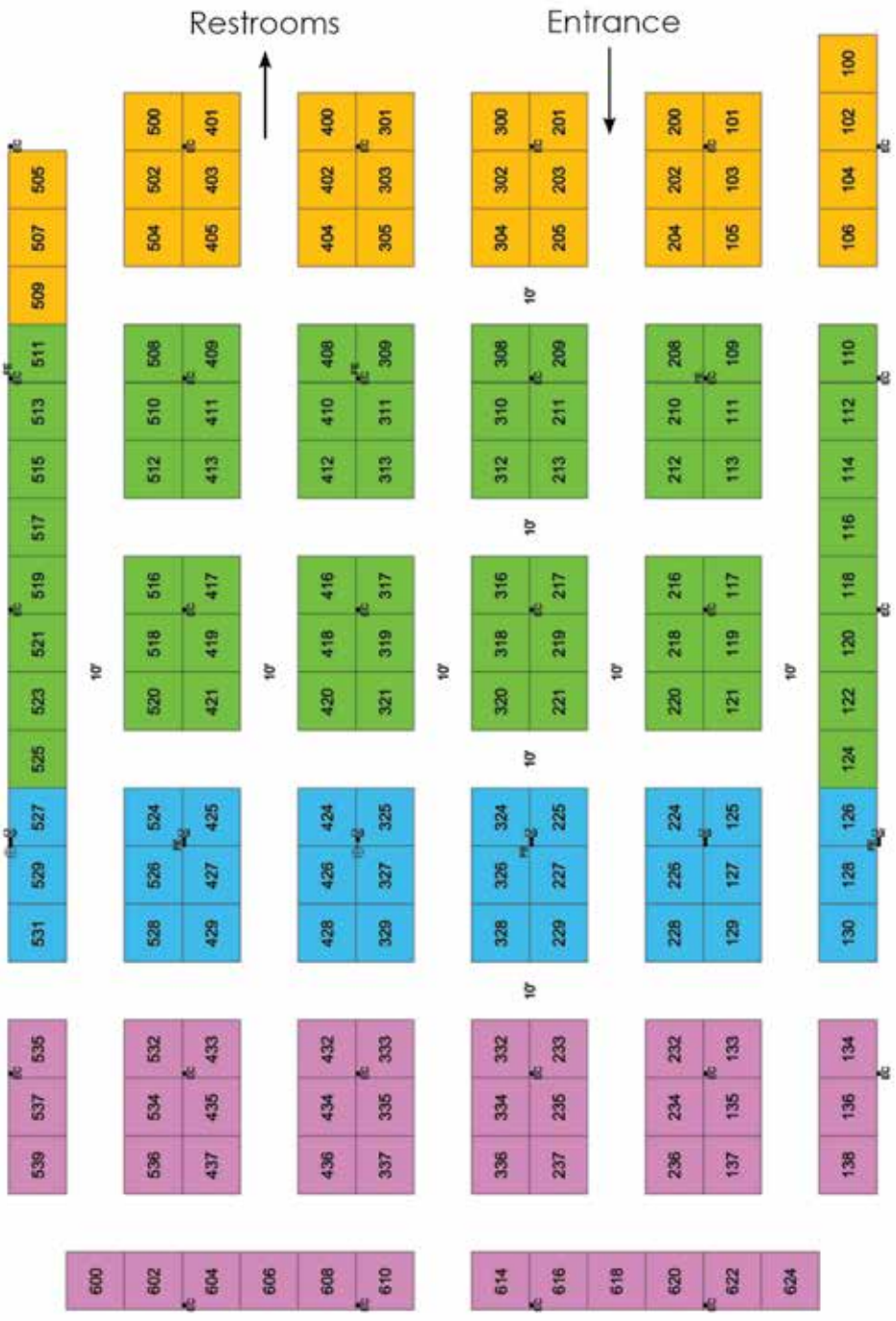
Wednesay, October 26, 2016
Garden State Exhibition Center, Somerset, NJ

Sponsored by:

G&C ELECTRONICS

Breakfast/Lunch Area

NEW JERSEY CHAPTER community ASSOCIATIONS INSTITUTE



EXHIBITORS (ALPHABETICAL)

EXHIBITOR	BOOTH
A Brilliant Solution LLC	434
A Grade Property Solutions Corporation	134
A+ Powerwashing	126
Accent Group	500
Access Property Management, Inc., AAMC, AMO	226
Accurate Reconstruction	209
ADP Barlow Insurance	404
Affordable Quality Cleaning, LLC	616
All Professional Remodeling Group, LLC	229
Alliance Association Bank	118
Allied Barton Security Services	606
Altura Construction Company, Inc.	210
Amco Pest Services, Inc.	329
American Pool Enterprises	610
Ansell Grimm & Aaron, PC	309
Apex Dryer Vent & Chimney Cleaning	519
Aquasafe Pool Management, Inc.	534
Associa Mid-Atlantic, AAMC	202
Associa-Community Management Corporation	121
Association Advisors	508
Bartlett Tree Experts	507
BB&T Association Services	234
Becht Engineering BT, Inc.	221
Becker & Poliakoff, P.A.	205
Belfor Property Restoration	232
BELL Roofing Contractors	531
Ben Shaffer Recreation Inc.	618
Berman & Wright Architecture, Engineering & Planning, LLC	102
BH Security	433
Black Lagoon Pond Management	528
Brainerd Communications, Inc.	600
Brown & Brown Insurance of New Jersey, Inc.	432
Buckalew, Frizzell & Crevina, LLP	217
By Design Landscapes, Inc.	523
C & L Services	300
Candlewood Management Services	527
Capital One Bank, N.A.	302
CertaPro Painters	321
CertaPro Painters of Central New Jersey	228
City Fire Equipment Company, Inc.	133
Complete Property Restoration	336
ConnectOne Bank	411
Cooperator	424
Cowley's Termite & Pest Services	201
The Curchin Group CPAs, LLC	310
Curcio, Mirzaian & Sirot, LLC	122
Custom Landscaping and Lawn Care	138
Cutolo Mandel, LLC	511
The Davey Tree Expert Company	237
Davison, Eastman & Munoz, PA	211
Dittmar Agency	536
DoodyCalls	532
Down to Earth Landscaping, Inc.	200
Doyle Brothers Contracting	405
DW Smith Associates, LLC	408
Ehrlich Petriello Gudin & Plaza	327
Eiseman Construction Company, Inc.	537
Elite Landscaping, Inc.	319
Energ Wellness	539
Energy Squared	136
Environmental Designers Irrigation, Inc.	409
Eosso Brothers Paving	324
EVCO Mechanical Corporation	521
Executive Property Management, AAMC	520
Falcon Engineering, Architecture & Energy Consulting	502
Feather Free Zone New Jersey	317
FirstService Residential, AAMC	427
FirstService Residential, AAMC	429
Fullerton Grounds Maintenance, LLC	326
FWH Associates, P.A.	401
G & C Electronics	301
GAF	403
Garden State Sealing	334
Greenbaum, Rowe, Smith & Davis, LLP	233
Griffin Alexander, P.C.	110
Guardian Service Industries, Inc.	602
High Tech Landscapes	128
Hill Wallack LLP	505
Hillcrest Paving & Excavation, Inc.	504
Homestead Management Services, Inc., AAMC	320
HomeWiseDocs.com	112
Horticultural Services LLC.	529
HUB International Northeast	526
IMPAC Property Management	535
Innovative Pressure Cleaning, LLC	416
Integra Management Corporation, AAMC	129
Jacobson, Goldfarb & Scott, Inc.	303
Jefco Equipment Supplies, Inc.	311
Jesan Construction and Maintenance Services	435
Kipcon, Inc.	105
KPI2 Contractors, Inc.	119
L.N. Rothberg and Son, Inc.	425
LAN Exteriors	512
Landscape Maintenance Services, Inc.	225
Lemus Construction, Inc.	220
Liberty Elevator Corporation	137
Lockatong Engineering	316
M. Miller and Son	308
Mackoul & Associates, Inc.	117
McGovern Legal Services, LLC	101
McGovern Legal Services, LLC	103
mem property management corporation, Inc.	111
mem property management corporation, Inc.	113
Mirra & Associates, LLC	213
Mitchell Insurance Services, Inc.	624
Mite Buster	604
Morris Engineering, LLC	203
Mutual of Omaha Bank	516
National Contractors, Inc.	109
National Cooperative Bank	130
New Jersey Builders Association	513
Northeast Power Dry	125
O&S Associates, Inc.	509
One Call Now	419
P. Cooper Roofing, Inc.	614
Painting by Pearce, Inc.	333
Pardini R. Construction Corporation	312
Planned Companies	106
Popular Association Banking	325
Preferred Community Management Services, Inc, AAMC	235
Premier Management Associates, AAMC	216
Prime Management, Inc., AAMC	517
Princeton Tree Care	120
Professional Restoration Services LLC	524
Progreen Management, LLC	328
Quality 1st Companies	318
Quick Industries	426
R M Termite & Pest Control	402
Radom & Wetter	518
Rapid Pump & Meter Services Company, Inc.	227
RCP Management Company, AAMC, AMO	100
Recon Services	428
Regal Restoration USA	412
Renda Roads, Inc.	218
Republic Services	212
RestoreCore	510
Rezkom Enterprises, Inc.	304
RMG, Regency Management Group, Inc., AAMC	436
RSI-Remediation Specialists, Inc.	114
SEBCO Laundry Systems	208
Servpro of Freehold, Middletown, So. Jersey City, Bayonne, Greater Hunterdon	413
ServPro TEAM GREEN	104
The Shauger Group	420
SOLitude Lake Management	224
The Southern Company	525
Sparkling Pool Services, Inc.	124
Specialty Building Systems, Inc.	515
STAR Building Services	608
Stark & Stark	400
Suburban Consulting Engineers, Inc.	116
Superior Distribution	622
Supreme Metro Corporation	417
Tavent Group Inc.	437
Taylor Management Company, AAMC, AMO	410
Technocality, Inc	418
Terracare Landscaping & Terraclean Power Washing	620
Towne & Country Management, Inc.	313
Union Bank Homeowners Association Services	219
USI Insurance Services	204
Valcourt Building Services	135
Van Note Harvey Associates	421
Velodome Shelters	337
Veritext Legal Solutions	236
Waste Management of New Jersey, Inc.	335
Wild Ridge Sales & Promotions, Inc.	127
Wilkin & Guttenplan, P.C.	305
Wilkin Management Group, Inc.	332

EXHIBITORS (BY BOOTH NUMBER)

BOOTH	EXHIBITOR
100	RCP Management Company, AAMC, AMO
101	McGovern Legal Services, LLC
102	Berman & Wright Architecture, Engineering & Planning, LLC
103	McGovern Legal Services, LLC
104	ServPro TEAM GREEN
105	Kipcon, Inc.
106	Planned Companies
109	National Contractors, Inc.
110	Griffin Alexander, P.C.
111	mem property management corporation, Inc.
112	HomeWiseDocs.com
113	mem property management corporation, Inc.
114	RSI-Remediation Specialists, Inc.
116	Suburban Consulting Engineers, Inc.
117	Mackoul & Associates, Inc.
118	Alliance Association Bank
119	KPI2 Contractors, Inc.
120	Princeton Tree Care
121	Associa-Community Management Corporation
122	Curcio, Mirzaian & Sirot, LLC
124	Sparkling Pool Services, Inc.
125	Northeast Power Dry
126	A+ Powerwashing
127	Wild Ridge Sales & Promotions, Inc.
128	High Tech Landscapes
129	Integra Management Corporation, AAMC
130	National Cooperative Bank
133	City Fire Equipment Company, Inc.
134	A Grade Property Solutions Corporation
135	Valcourt Building Services
136	Energy Squared
137	Liberty Elevator Corporation
138	Custom Landscaping and Lawn Care
200	Down to Earth Landscaping, Inc.
201	Cowley's Termite & Pest Services
202	Associa Mid-Atlantic, AAMC
203	Morris Engineering, LLC
204	USI Insurance Services
205	Becker & Poliakoff, P.A.
208	SEBCO Laundry Systems
209	Accurate Reconstruction
210	Altura Construction Company, Inc.
211	Davison, Eastman & Munoz, PA
212	Republic Services
213	Mirra & Associates, LLC
216	Premier Management Associates, AAMC
217	Buckalew, Frizzell & Crevina, LLP
218	Renda Roads, Inc.
219	Union Bank Homeowners Association Services
220	Lemus Construction, Inc.
221	Becht Engineering BT, Inc.
224	SOLitude Lake Management
225	Landscape Maintenance Services, Inc.
226	Access Property Management, Inc., AAMC, AMO
227	Rapid Pump & Meter Services Company, Inc.
228	CertaPro Painters of Central New Jersey
229	All Professional Remodeling Group, LLC
232	Belfor Property Restoration
233	Greenbaum, Rowe, Smith & Davis, LLP
234	BB&T Association Services
235	Preferred Community Management Services, Inc., AAMC
236	Veritext Legal Solutions
237	The Davey Tree Expert Company
300	C & L Services
301	G & C Electronics
302	Capital One Bank, N.A.
303	Jacobson, Goldfarb & Scott, Inc.
304	Rezkom Enterprises, Inc.
305	Wilkin & Guttenplan, P.C.
308	M. Miller and Son
309	Ansell Grimm & Aaron, PC
310	The Curchin Group CPAs, LLC
311	Jefco Equipment Supplies, Inc.
312	Pardini R. Construction Corporation
313	Towne & Country Management, Inc.
316	Lockatong Engineering
317	Feather Free Zone New Jersey
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Conference! Conference! Conference! A Guide to Getting the Most Out of the Experience!

By Elaine Warga-Murray, AMS, CMCA, PCAM, CEO,
RMG, Regency Management Group, Inc., AAMC

The summer ends and the "Conference Schedule" begins...Should managers fill in the dates and consider the event just another job requirement??? Heck no!! Conferences are important, educational, fun, and motivational!! Conferences are an opportunity to wake up your enthusiasm, pick up industry trends, network with business partners, new clients, and existing clients, and a way to see how you measure up. Approaching a conference can take many forms.

Conference break-out sessions: A day to spend in sessions just to hear others speak about industry issues or an opportunity to listen to what other professionals have to say about the challenges you face? Attending a program is a good way to understand how you stand in relation to others regarding a specific issue, circumstance or industry procedure. The point of break-out sessions is to expand your knowledge and understanding. Even if you don't agree with everything discussed or points of view expressed, it is important to expose the ways others approach the same challenges. Even if you think you've "heard it all before," hearing some repeated subjects can help solidify your confidence and may even offer a couple of innovative or different ways to accomplish the same goals. In addition, attending sessions is an interaction with other people and helps develop a collegial rapport.

Trade show exhibits: Definitely an opportunity to get free stuff! And in addition to picking up something to snack on or a cool beverage, it is a good way to get to know venders. While walking around visiting exhibits, be sure to ask questions and expand your knowledge of how various venders tackle similar tasks and challenges. Visiting the exhibit booths also is an effective way to solidify relationships and see how a vender approaches their own business. It's a good idea to make a list or snap a photo of a vender's booth to remind yourself of something you want to revisit or contact in the future. Taking photos of demonstrations, products and services for your digital resource directory is a great habit! Be sure to meet all of the vender representatives and learn their different approaches and styles.

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"The point of break-out sessions is to expand your knowledge and understanding."

Networking: Meeting and "socializing" with other industry professionals, venders and colleagues is not an opportunity to eat and drink too much!! It is a time to talk business in a relaxed atmosphere, discuss mutual goals, share information, and gather insights of what people have to offer and what you have to offer to them. It is a time to find out how you can help others and to identify the ways they can help you. Plus, it is an opportunity to make friends!!!!! Sometimes you can learn just as much from a colleague at the bar as you can in an educational setting – if you ask the right questions!!! Networking is the key to success, the key to developing business

relationships, and the key to present yourself in the best light!!!

Handouts, promotional literature: Keeping track of information is always difficult when you simply throw everything into a bag and then plan to sort it out sometime next week! A better plan is to carry two light weight bags, one for materials you want to scan, file and utilize in the future (business cards included) and a second bag for items that can wait a week or so to be reviewed (free stuff should go in this bag, as a reward for going through the materials!)

Follow ups: People are going to contact you via phone or email, but some people should be contacted by you! Thank yous are also welcomed, so send thank yous to new contacts and people who shared something good with you. While there may be a sea of emails following any conference, a sincere thank you always stands out. Also, if you promised to get back to someone or share information with them, be sure do that quickly. If venders and contacts send you an email, respond, even if it is to say that you don't have an immediate need and would like to speak to them in 2 months. Following up with contacts made at a conference solidify your professionals and solidify the rapport established in person.

So yes, a Conference is definitely a work function, but more than that, it is a career function. The CAI-NJ Conference is so much more that, since CAI Committees go all out to make the experience relevant and fun. If you approach it the right way, you will benefit!!! ■

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NEW JERSEY CHAPTER
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JOIN A CAI-NJ COMMITTEE

Interested in taking an active role in the operations of the New Jersey chapter of Community Associations Institute?

All members of the chapter are welcome to join a 2017 committee. Three of CAI-NJ's committees are dedicated exclusively to CAVLs, Managers, and Business Partners, and there are several other committees that require the input of all membership groups to meet their goals. Detailed information about each committee can be found inside this brochure.

The service policy allows each member-company a seat on three committees in a given year, with one company representative per committee. This policy does not apply to Community Association Managers. CAVL committee members may also serve on an additional committee.

While placement on committees is limited, the chapter will do its best to accommodate your request. Be sure to read the Committee Guidelines, Meeting Dates & Attendance Policy carefully each year prior to volunteering to serve. The guidelines are posted on the chapter's website at www.cainj.org.

We thank you for your time and service on the chapter's committees. Your input and participation are essential to carrying out the mission of the chapter.

Please contact the CAI-NJ Office with any questions at (609)588-0030 or info@cainj.org.

2017 Committee members must attend the CAI-NJ Annual Meeting and Chapter Retreat on Thursday, December 8, 2016, at the Cultural Center at Clearbrook Community Association, 1 Clearbrook Drive, Monroe Township, New Jersey 08831. Space on committees is limited, and your reply is not a guarantee that you will be selected for service. This form must be received in the CAI-NJ office by Friday, October 7, 2016. Committee assignments for 2017 will be made by Friday, October 14, 2016.

2017 COMMITTEE DESCRIPTIONS

NETWORKING EVENT COMMITTEES:

- Plan & coordinate the 2017 CAI-NJ Networking Events
- Establish an event theme (if necessary)
- Secure event sponsorships & encourage attendance
- Available to help with the day-of-event activities, including shifts at registration
- Solicit door prizes (if necessary)

AWARDS DINNER:

- **Attendance requirement: minimum of 2 of 3 regularly scheduled meetings.**
- **2016 Meeting Dates: Dec. 14**
  2017 Meeting Dates: (Wednesdays) Jan. 12, Feb. 9

BEACH PARTY:

- **Attendance requirement: minimum of 2 of 3 regularly scheduled meetings. Meets at 10:30 am.**
- **2017 Meeting Dates: (Thursdays) April 20, June 15, July 27**

GOLF OUTING:

- **Attendance requirement: minimum of 2 of 3 regularly scheduled meetings. Meets at 2:00 pm.**
- **2017 Meeting Dates: (Fridays) Feb. 17, April 7, May 12**

SPRING BREAK:

- **Attendance requirement: minimum of 2 of 3 regularly scheduled meetings.**
- **2017 Meeting Dates: (Thursdays) Jan. 19, Feb. 16, March 16**

COMMITTEES:

BUSINESS PARTNER COMMITTEE:

- Plan and coordinate programs & services to enhance Business Partner experience
- Plan and coordinate at least one Business Partners seminar/event per year
- Review submitted proposals for Business Partner educational track of the chapter's annual Conference & Expo
- Ensure chapter is creating value with program & service offerings to Business Partner members
- Evaluate current chapter programs & benefits for Business Partners
- Provide content for the chapter's electronic newsletter
- **Attendance requirement: minimum of 4 of 6 regularly scheduled meetings.**
- **2017 Meeting Dates: (Wednesdays) Jan. 18, Feb. 15, March 15, April 19, May 17, June 19**

COMMUNITY ASSOCIATION VOLUNTEER LEADER (CAVL) COMMITTEE:

- Membership is limited to CAVL members of the chapter
- Plan and coordinate at least one CAVL seminar/event per year
- Plan and coordinate at least one CAVL roundtable per year
- Review submitted proposal for the CAVL educational track of chapter's annual Conference & Expo
- Increase CAVL membership attendance at chapter's Conference & Expo
- Support chapter new member orientation program
- Ensure the chapter is creating value with their program
- Engage CAVL members with the chapter and CAI National
- Explore new ideas/benefits for CAVL members
- Provide content for the chapter's electronic newsletter
- **Attendance requirement: minimum of 3 of 4 regularly scheduled meetings. Meets at 11:00 am.**
- **2017 Meeting Dates: (Thursdays) Jan. 12, March 23, May 18, August 17**

CONFERENCE & EXPO COMMITTEE:

- Work to enhance exhibitor & attendee participation
- Increase attendance & gather sponsorships for event
- Recommend to CAI-NJ Board of Directors the Conference & Expo theme & logo
- Work closely with Business Partner, Managers & CAVL committees to develop education sessions
- Recommend to CAI-NJ Board of Directors possible speakers for each education session
- Committee members will serve as moderators of these programs
- Logistical planning & execution for conference day activities
- **Attendance requirement: minimum of 7 of 10 regularly scheduled meetings**
- **2017 Meeting Dates: (Thursdays) Jan. 5, Feb 2, March 9, April 6, May 11, June 1, July 6, Aug. 3, Sept. 7, Oct. 12**

EDITORIAL COMMITTEE:

- Coordinates the publication of Community Trends®
- Solicits qualified authors to submit articles
- Review & edit articles submitted for publication
- Submit one original work for publication during the calendar year
- Facilitate the chapter's annual Shoot the Cover Contest
- **Attendance requirement: minimum of 4 of 6 in person and 4 of 6 conference calls (cc)**
- **2016 Meeting Dates: (Tuesdays) Jan. 3, Feb. 7 cc, March 7, April 4 cc, May 2, June 6 cc, June 28, Aug. 1 cc, Sept. 5, Oct. 3 cc, Nov. 7, Dec. 5 cc**

QUESTIONS?
CALL 609.588.0030 OR
EMAIL INFO@CAINJ.ORG

HELP VOLUN connect

COMMITTEE MEETINGS WILL BE HELD AT THE CAI-NJ HEADQUARTERS
500 HARDING RD., FREEHOLD, NJ
ALL MEETINGS BEGIN AT 9:30 A.M. UNLESS NOTED

network

MANAGERS COMMITTEE:

- Must be a CAI-NJ Manager or a Management Company member
- Advance & promote professional community management through education, certification, recruitment, information sharing & best practices
- Develop a managers-only program on a timely issue selected by the committee
- Review submitted proposals for Manager Education track at chapter's Conference & Expo
- Write articles for Community Trends® for the monthly "Management Trends" section
- Solicit individual community managers & management companies to join CAI-NJ
- Recommend 2018 Professional Managers Development Program (PMDP) courses in New Jersey
- Explore new benefits and services for Manager members
- Provide content for the chapter's electronic newsletter
- **Attendance requirement: minimum of 4 of 6 regularly scheduled meetings**
- **2017 Meeting Dates: (Wednesdays) Jan. 11, Feb. 8, March 8, April 5, May 10, July 12**

MEMBERSHIP COMMITTEE:

- Responsible for the recruitment of new members & retention of current members through outreach
- Develop & implement strategies for welcoming new members
- Conduct monthly outreach to new members & report feedback to CAI-NJ staff
- Conduct monthly outreach to current members that will be expiring to encourage them to renew & report feedback to CAI-NJ staff
- Provide two membership leads per meeting & assist CAI-NJ staff with follow up when necessary
- Conduct outreach to recently expired members to encourage them to rejoin CAI-NJ & report feedback to CAI-NJ staff
- Develop & implement systems and programs for membership recruitment and retention
- **Attendance requirement: minimum of 9 of 12 regularly scheduled meetings**
- **2017 Meeting Dates: (Thursdays) Jan. 19, Feb. 16, March 16, April 20, May 18, June 15, July 20, Aug. 17, Sept. 14, Oct. 19, Nov. 16, Dec. 14**

CONTRIBUTE

ALL 2017 COMMITTEE MEETINGS WILL BE HELD AT THE CAI-NJ HEADQUARTERS
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CHOOSING A COMMITTEE

Please prioritize desired assignment by listing your top four (4) choices: 1 being your first choice, 2 being your second choice, 3 being your third choice, and 4 being your last choice.

____ Awards Dinner Committee	____ Beach Party Committee	____ Business Partners Committee
____ CAVL Committee	____ Conference & Expo Committee	____ Editorial Committee
____ Golf Outing Committee	____ Managers Committee	____ Membership Committee
____ Spring Break Party Committee		

Please initial here ___ that you acknowledge you have read and understand the 2017 Committee Guidelines posted at www.cainj.org.

Current Company or Organization:_____

Name:_____

Address: _____

City, State, Zip:_____

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participate

Please mail, fax, or email your completed form to:
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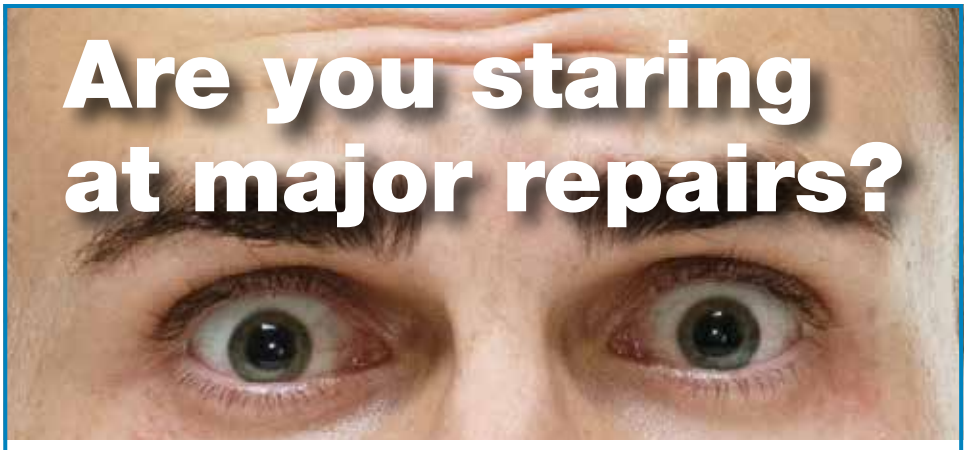

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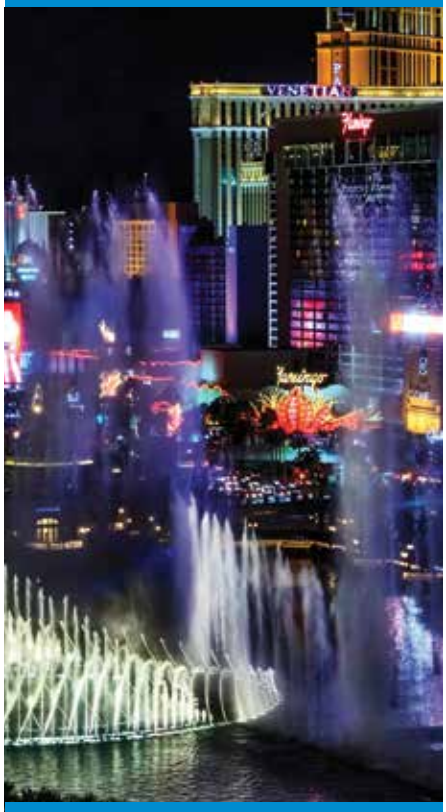

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ATTENTION ALL CAI-NJ SEMINAR ATTENDEES:

Please remember to keep your seminar completion certificates in a safe place.

These certificates are distributed at the end of each NJ seminar. This is proof that you attended and completed the seminar. You may need to reference the certificate in the future and CAI-NJ does not keep track of each member's attendance record. Community managers will definitely need the certificates to obtain credit for continuing education toward their designations.

NEW JERSEY CHAPTER community ASSOCIATIONS INSTITUTE

Help CAI's Amicus Effort

The CAI Amicus Program is looking for your help. For years, CAI has participated in New Jersey court cases involving significant community association issues. We do this through our "Amicus" or "Friend of the Court" Program. With the court's permission, CAI files briefs in court cases advocating the interests of our members. CAI has successfully appeared in a number of important New Jersey cases, including *Twin Rivers.* It is important for our members to let CAI know when they are involved in, or become aware of, a lawsuit which may have an impact of general concern to the industry. We can only participate and have our views expressed when we know about these cases when they first arise. So, this is an important request on behalf of both the National and Chapter Legislative Action Committees to please advise the Chapter office of any litigation involving community association issues of potential importance to the entire industry. For any such notices, please contact Larry Thomas, PCAM at (609) 588-0030 or at larry@cainj.org. ■

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Jackie Olszewski
CAI-NJ
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Freehold, NJ 07728
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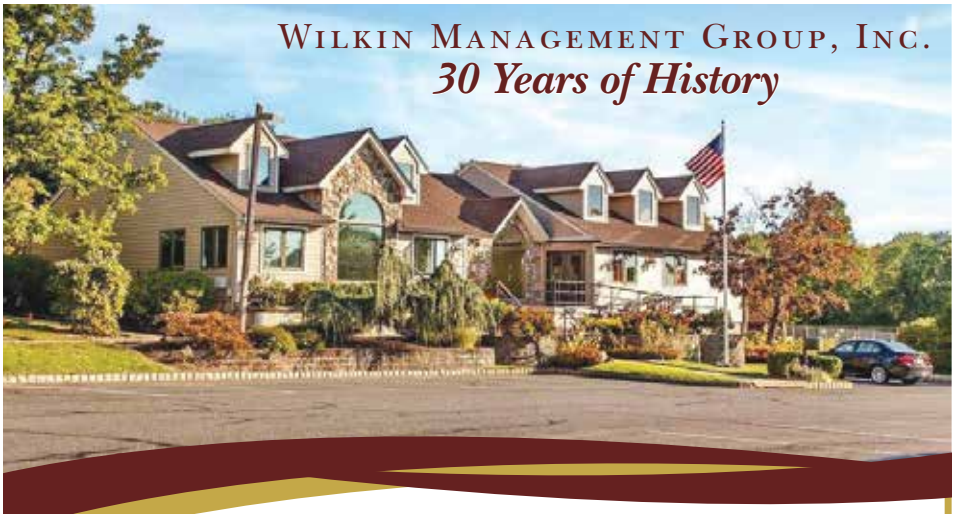

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The purpose of this magazine is for the dissemination of informative and noteworthy information that is relevant to the lives of every person living in or working with community associations throughout New Jersey. Conversely, we sway from providing the kind of authoritative and comprehensive information that must be tailored to serve individual needs when legal, accounting or other professional advice is required.

CAI-NJ encourages interested persons to submit articles for consideration by the Editorial Committee. Publication in *Community Trends®* is a wonderful opportunity to write about an issue relevant to community associations and to gain notoriety in your community and/or field of expertise.

We appreciate your interest in writing for *Community Trends®*. Before you begin your article, please take a few minutes to review the following submission information and guidelines:

Purpose

Articles published in *Community Trends®* have the same goal: to inform and educate CAI-NJ members on community associations. They should not serve as flagrant marketing pieces for a company's services.

Content

The author of the article is considered the expert, and all content should be original content, or cited appropriately. Authors must verify the validity of all statements made in the manuscript. Credit quotes, documents, and personal observations in your writing.

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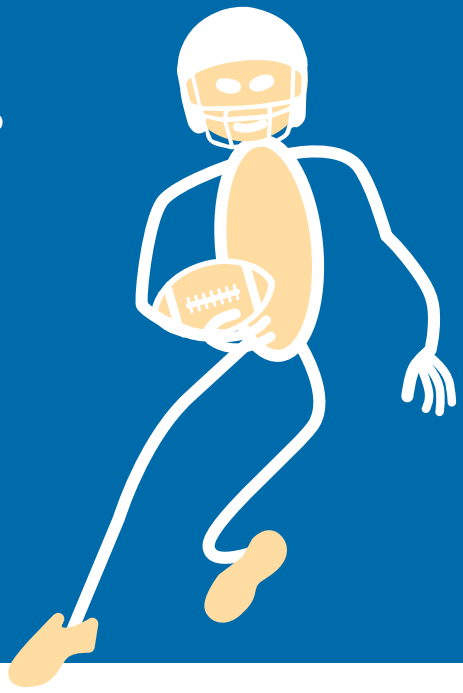

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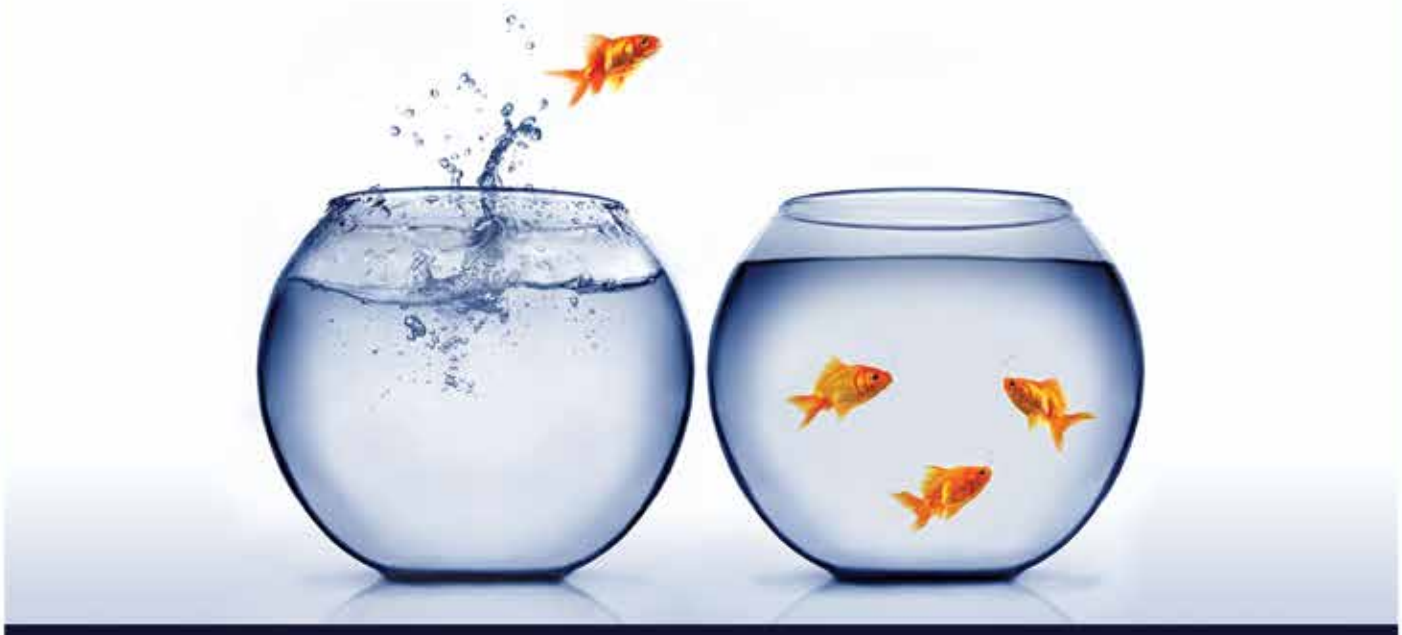

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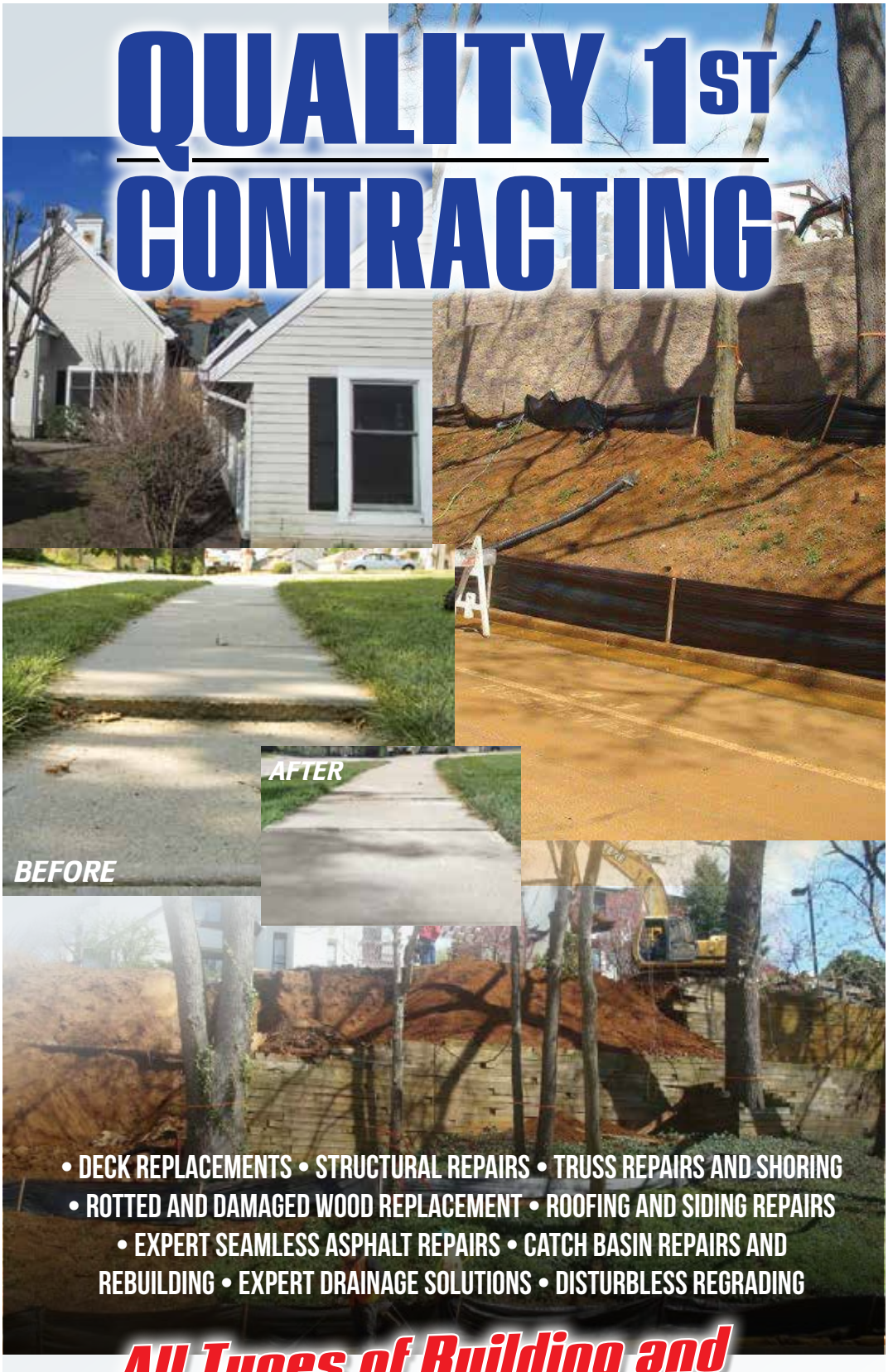

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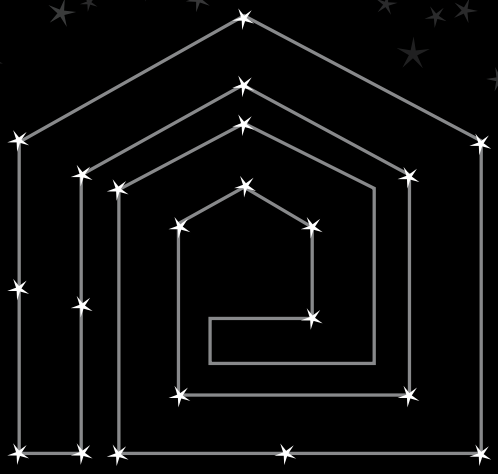

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AUTHOR GUIDELINES...

from page 49.

cle via e-mail to the chapter office at jaclyn@cainj.org. Microsoft Word documents only.

A Rule of Thumb for Word Count

Generally an article should not exceed 1500 words. 250-300 words of double-spaced text fits onto one 8 ½" x 11" page: therefore, a 500-word article usually fills two pages, double-spaced: a 750-word article usually comprises three pages, double-spaced and so forth.

Language

The following words shall be in lower case, except for at the beginning of a sentence: board, board of directors and association. All articles should be written in the third person.

Limit Your Subject

Be cognizant that readers need specific advice about specific issues. Articles in *Community Trends®* are most useful if they clearly explain why the subject is important to the reader. For example, an article discussing proposed legislation should clearly explain its ramifications. Keep this in mind as you formulate your article and focus your piece.

Craft a Good Lead

Hook your readers right away with a creative lead that lets them know why they should spend time reading your piece. Let your readers know if the information you are going to share will save them time, money or help solve a problem. Anecdotes, quotes and questions are some examples of ways

to end an article on a memorable note. Like the rest of the article, conclusions should never be self-serving.

Express your ideas with words that you are comfortable using. When in doubt about the rhythm of your words or cadence, read the sentences out loud. Ask someone who is not in your field of expertise to critique your article.

Formulating an outline is one of the best ways to start an article. First, list all of your ideas on paper, then organize them in a manner that allows for logical transition from one paragraph to the next. Use an active voice whenever possible. For example, instead of "The documents were filed by the association" write, "The association filed the documents". Shorter, concise sentences are more readable than long, run-on sentences. Add imagery to your story with anecdotes and memorable quotes.

Deadlines

All articles are due in the chapter office 30 days prior to the month of publication, unless you are informed otherwise.

Editorial Policy

The Chapter/editor reserves the right to omit and/or condense information as necessary to accommodate the layout. We recommend that the author indicate which text could be omitted or condensed if need be. The author will be notified of changes when possible. We do not accept multiple submissions per issue. Please let us know if your article was submitted to other publications and if so, which one(s).

Authors may submit a photograph with their article. Please note CAI-NJ

CONTINUES ON PAGE 82

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Complete only the portion of the remainder of the application that applies to your category of membership.

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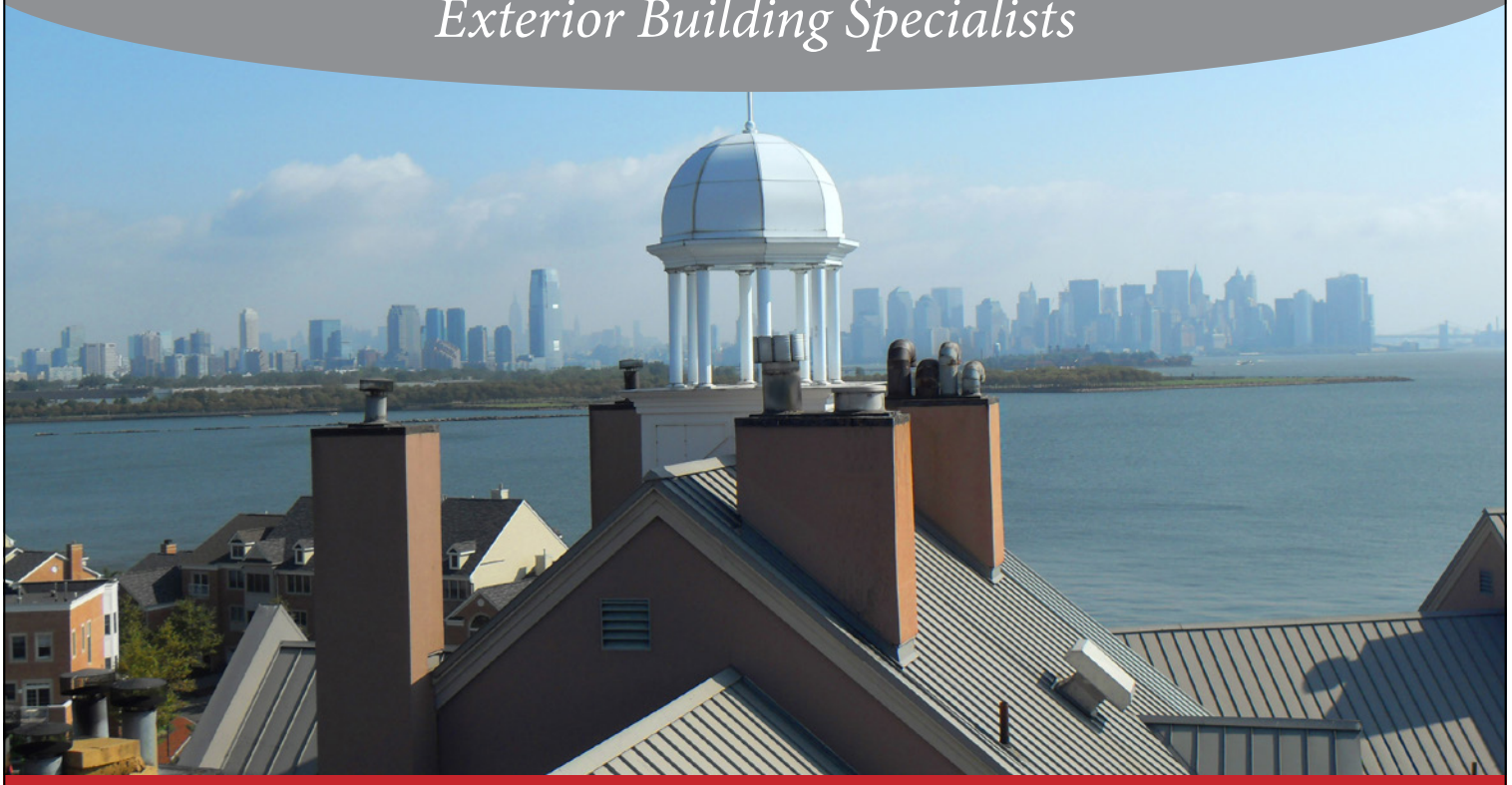

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from page 73.

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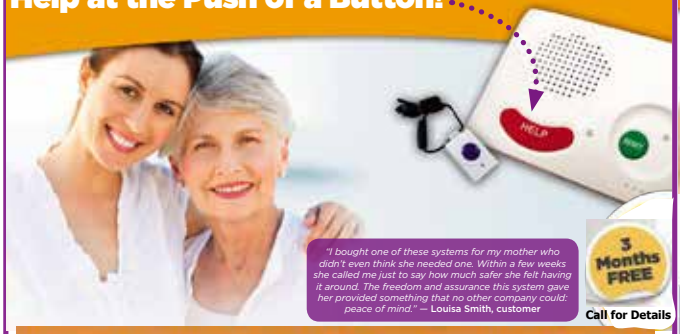

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Ray Barnes, CMCA, AMS, PCAM
Homestead Management Services, Inc., AAMC

"Rome, Italy. Airport would be in Fiumicino, very accessible. Rome has many conference centers and hotels to accommodate many people. Plus, great tourist attractions in the off hours."

Kate Costello
C&L Services

"I've never been to Vegas. I know a lot of expos happen there too."

Drew Cowley
Cowley's Pest Services

"Australia!"

Georgette Kyriacou
FWH Assoicates, P.A.

"Greece!! Bucket list ✔"

Lauren Vadenais
Rezkom Enterprises, Inc.

"I would recommend the Jersey Shore being that I was born here and lived most of my adult life within a mile of the beachfront. I would be proud to have a conference and expo locally and show off the true benefits of the Jersey Shore."

Larry Sauer, CPM, CMCA, PCAM
Association Advisors NJ

"Tel Aviv — Because I was there and it is a beautiful city. I have been there several times and I love the climate and the culture."

Larry Thomas, PCAM
CAI-NJ

"That's easy! At a resort in the Caribbean! Let's just all go down…no booth…no marketing materials…no stress! Just all of us grabbing an adult beverage after a spa day and then catching up for a magnificent dinner then dancing and a walk on the beach under a full moon! Now THAT'S how to have a successful conference!"

Graceanne Welsh, CMCA, AMS
LAN Exteriors

"Hawaii — since we know that isn't going to happen, let me be more realistic…

Atlantic City — with Harrah's Waterfront Conference Center & the Resorts Casino Hotel as new options not available the only time we tried A.C. These would be viable places to explore. Extraordinary dining, a stroll on the boardwalk, fun in the sun, offer an exciting new venture.

Jack McGrath
The Grande at Colts Neck Condominium Assn.

"Montreal, Canada. It will soon be the Condominium Capital of the World, and a mid-summer Expo would provide plenty of cultural and social events, as well as some amazing street festivals."

Ryan L. Weiner, CIC, AAI
Brown & Brown of Lehigh Valley

"On the Moon, because who doesn't want to wear cool space suits?"

Robert J. Puterman
Regal Restoration

"I would say virtually. In today's day and age, getting places is tough with schedules, families and other obligations requiring our time. Coming up with a state-of-the-art way to have the Conference and Expo online, with real interactive options to have one-on-one conversations with exhibitors and attendees, webinar based education with live question and answer and the ability to see the expo space virtually would be really cool and provide an economically and environmentally friendly alternative to the normal presentation, while maintaining the live feel of one-on-one interactions. It is more 'anywhere in the World....Wide Web.' I think it would be a marvelous option for the future!"

Christopher Nicosia
Prime Management, Inc.

Next Month's Question...

How do you communicate to your residents in an emergency?

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Two networking sessions (6:30 p.m. - 7:15 p.m. and 8:45 p.m. - 9:30 p.m.)

All attendees are invited to join the Business Partner Roundtable attendees for the networking sessions.

Date: Thursday, November 17, 2016

Location: The Chart House
Lincoln Harbor Pier D-T
1700 Harbor Blvd.
Weehawken, NJ 07086

Agenda: 6:30 p.m. - 7:15 p.m.: Cocktail Reception and networking with Business Partners
7:15 p.m. - 8:45 p.m.: Roundtables
8:45 p.m. - 9:30 p.m.: Dessert Reception and networking with Business Partners

Pre-registration is required.
If you register for this program and cannot attend, please call the chapter office at (609) 588-0030 to cancel.
We require a cancellation notice at least 72 hours in advance. If a notice is not received, a $25 cancellation fee may be charged per registrant. Substitutions are permitted if you cannot attend.

Questions? Email Angela Kavanaugh at Angela@cainj.org or call (609) 588-0030.

Space is limited. Attendees are strongly encouraged to register by Friday, November 11, 2016.

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CONTINUING EDUCATION NOTICE:
By successfully completing this program, the New Jersey Chapter of Community Associations Institute (CAI-NJ) will approve 3 hours credit for this program towards the Professional Management Development Program (PMDP).

Topics:

- Privacy expectations as it relates to security documentation within the community
- Rules and responsibilities of the concierge and/or security guard
- Security systems – keypads, cameras, access control, biometrics
- Insurance – What should be included in your insurance policy regarding security?
- Cooling towers, testing, compliance and cleaning as it pertains to Legionnaires Disease
- Rebates for lighting conversions –A case study

Manager Best Practices Roundtable Discussion and Networking Reception

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Email: _____

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Non-Members: $25.00

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Freehold, NJ 07728

2.) Pay by credit card. Please fax to (609) 588-0040. Or email to angela@cainj.org.

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Business Partner Best Practices Roundtable Discussion and Networking Reception

Two networking sessions (6:30 p.m. - 7:15 p.m. and 8:45 p.m. - 9:30 p.m.)

All attendees are invited to join the Managers Roundtable attendees for the networking sessions.

Date: Thursday, November 17, 2016

Location: The Chart House
Lincoln Harbor Pier D-T
1700 Harbor Blvd.
Weehawken, NJ 07086

Agenda: 6:30 p.m. - 7:15 p.m.: Cocktail Reception and networking with Managers
7:15 p.m. - 8:45 p.m.: Roundtables
8:45 p.m. - 9:30 p.m.: Dessert Reception and networking with Managers

Pre-registration is required.
If you register for this program and cannot attend, please call the chapter office at (609) 588-0030 to cancel.

Questions? Email Angela Kavanaugh at Angela@cainj.org or call (609) 588-0030.

Space is limited. Attendees are strongly encouraged to register by Friday, November 11, 2016.

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Topics:

- **Friends with Benefits – unlocking the value in your business partner relationships**
- **How to provide services to the luxury community**
- **A Fair Labor Standards ACT (FLSA) update and its impact on business**

Business Partner Best Practices Roundtable Discussion and Networking Reception

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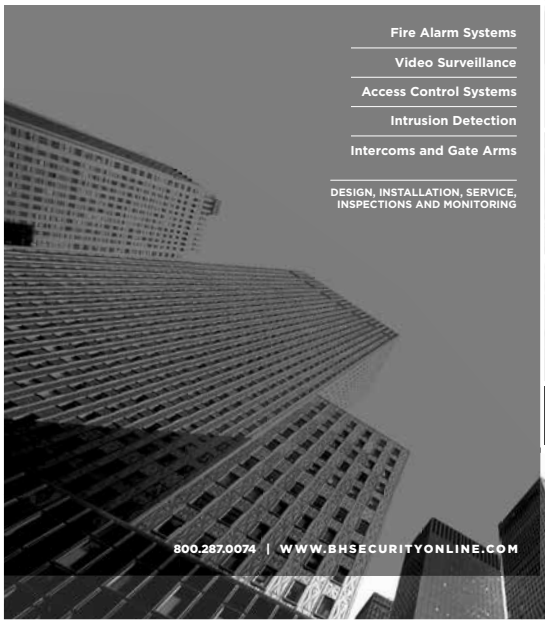

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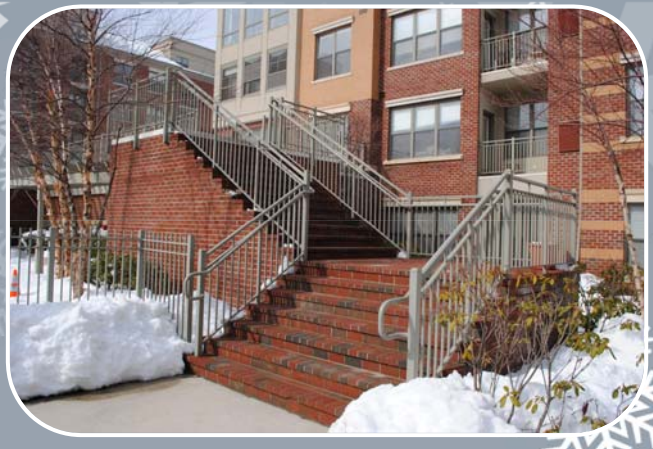

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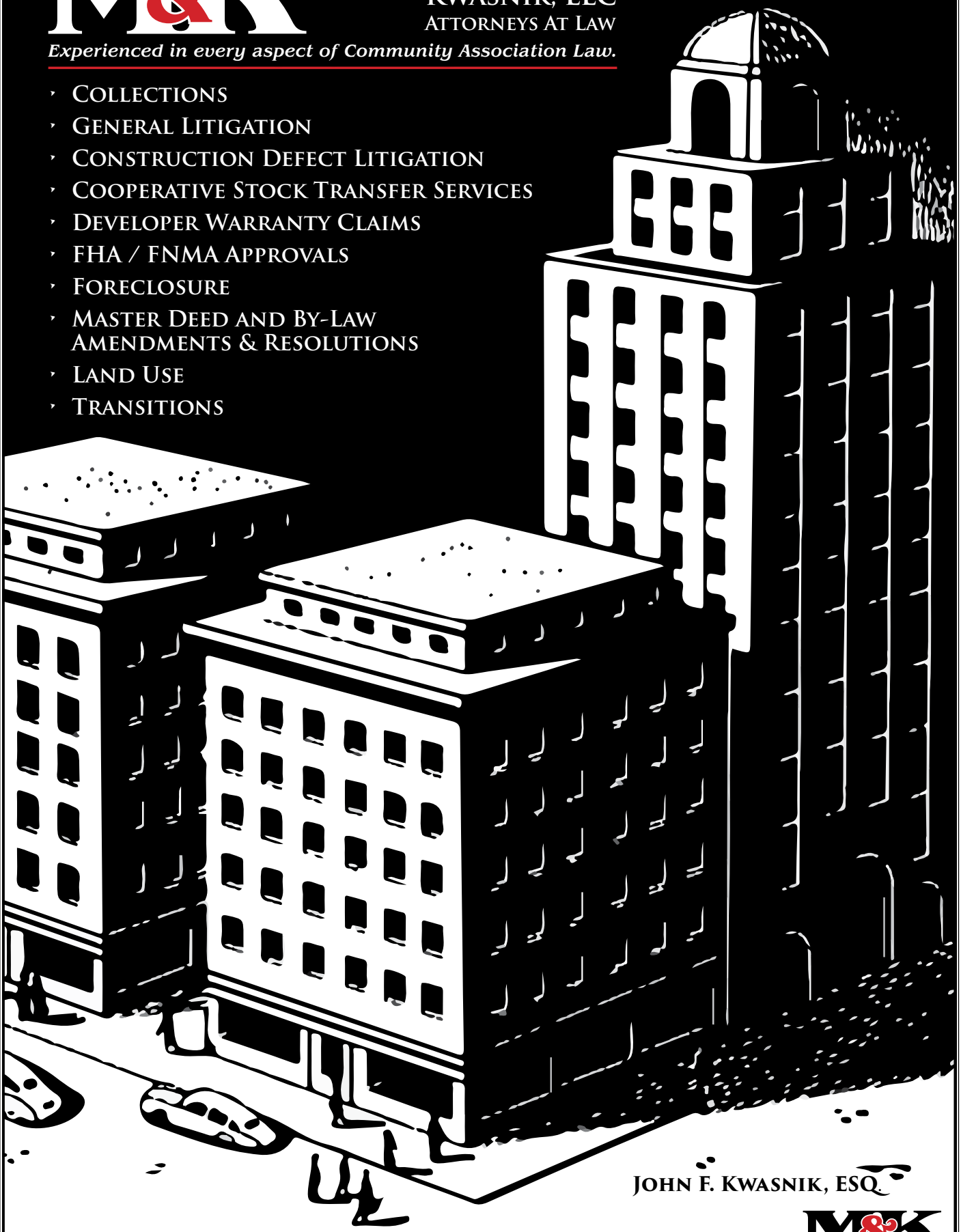

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CAI-NJ Business Partner - Employee Contact Form

As a Business Partner member of CAI- NJ your employees are eligible to receive electronic member communications and attend chapter events at the member rate.

Please complete the form below for any employee with your company who frequently attends events or should be receiving correspondences from CAI-NJ. By submitting this information, your employees will receive email updates regarding events, legislative affairs, the weekly e-newsletter, *Community Trends*® e-Issue and many other members' only communications. There is no limit to the number of forms you can submit and there is no charge as a Business Partner Member of CAI-NJ.

For questions, contact Laura O'Connor, Director of Membership & Marketing at laura@cainj.org or (609) 588-0030.

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Spotlight Your Community

The January 2017 issue of *Community Trends* will include a spotlight of multiple CAI-NJ member communities showcasing the wonderful world of community association living in NJ. We are looking for a variety of different types of community associations. Submissions must meet the requirements below:

Community Board Members must be members of CAI-NJ in good standing (Managers are welcome to submit on their behalf)

Should include a description of the community (400-500 words)

Should include photos of the community (at least 300 dpi)

CAI-NJ reserves the right to edit and format the spotlight as they deem fit

Please send submissions to jaclyn@cainj.org. For questions please contact Jaclyn Olszewski at 609-588-0030.

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DIRECTORY OF ADVERTISERS

AAA All Seasons Maintenance 104
ADP Barlow Insurance 33
Access Property Management, AAMC, AMO....52
Accurate Reconstruction 73
Alliance Association Bank 84
American Pool 88
Amco Pest Services..... 120
Ansell Grimm & Aaron, PC 76
AquaSafe Pool Management..... 85
Associa® Community Management Corp..... 95
Associa® Mid-Atlantic..... 59
BH Security 105
BHB Insurance Services - A USI Company ... 106
Bell General Contractors..... 89
Berman & Wright Architecture, Engineering & Planning, LLC 101
Berry, Sahradnik, Kotzas & Benson..... 103
Brown & Brown Insurance..... 58
By Design Landscapes, Inc.....114
CertaPro Painters of Ridgewood, Wayne & Hudson County 86
ChuteMaster..... 63
Community Association Underwriters of America, Inc..... 54
Conserv Construction 49
Cowley's Termite & Pest Services..... 106
Curcio Mirzaian Sirot LLC 56
The Davey Tree Expert Company 83
Diversified Property Management, Inc 100
Doody Calls..... 103
Duct Dudes 104
DW Smith..... 63
Elite Landscaping 78
Environmental Landscape Design, LLC 38
Executive Property Management, AAMC 70
FWH Associates, P.A. 27
The Falcon Group - Engineering, Architecture & Energy Consultants .....57 & 88
Felsen Insurance Services, Inc. 98
FirstService Residential..... 109
Grand Sanitation..... 79
Green Ways Plus 111
Griffin Alexander, PC 61
Growing Concern, Inc. 37
Gutter Master 39
High Tech Landscapes, Inc..... 93
Hill Wallack LLP 50
Hillcrest Paving & Excavating, Inc..... 34
Homestead Management Services, Inc., AAMC 41
HomeWiseDocs..... 48
Hueston McNulty, Attorneys at Law 40
Innovative Power Washing..... 52
Integra Management Corp., AAMC 107
JGS Insurance..... 28
KPI2 Contractors, Inc. 113
Kipcon, Inc. .....Back Cover
L. N. Rothberg & Son, Inc..... 102
LAN Exteriors..... 118
M. Miller & Son..... 45
Mackoul & Associates, Inc. 108
Marion Security Agency 110
McGovern Legal Services, LLC 79
mem property management..... 43
Mezzacca & Kwasnik, LLC 117
Mirra & Associates CPAs, LLC..... 82
Mitchell Insurance Services, Inc..... 116
Morgan Stanley (John A. Busco)..... 72
Mutual of Omaha - Community Association Banking & CondoCerts 39
National Contractors..... 80
National Cooperative Bank 92
O & S Associates Consulting Engineers..... 35
Onorati Construction, Inc 42
Pardini Construction 53
Peter Waldor & Associates..... 84
Popular Association Banking..... 34
Premier Management Associates, AAMC 51
Prime Management, Inc..... 38
Productive Painting & Powerwashing..... 55
Project Support Services 100
Quality 1st Contracting .....62, 77 & 90
RA Landscaping & Design, LLC 99
RCP Management, AAMC..... 91
RMG, Regency Management Group, LLC, AAMC 60
Radom & Wetter 81
Rapid Pump and Meter Service Co., Inc. 71
Regal Restoration..... 78
SEBCO Laundry Systems 105
Servpro of Freehold, Middletown, So. Jersey City/Bayonne 99
Snowscapes..... 112
Somerset Management Group 85
Specialty Building Systems 44
Star Building Services..... 103
Stark & Stark 83
Supreme-Metro Corp. 87
Taylor Management Company, AAMC, AMO...36
Technocality 92
Towne & Country Management 29
Tri-County Construction Services / Total Plumbing, Heating & Air Conditioning ... 47
Underground Only..... 115
Union Bank 98
Van Note - Harvey 46
Wilkin & Guttenplan, P.C. 44
Wilkin Management 46
Young & Associates 93

NOTES:

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