

Bulletin Board

The Builder Connection

**CATCH
THE
WAVE**



SHORE BUILDERS

Association of Central NJ, Inc.

Covering Monmouth, Ocean, Mercer, & Middlesex Counties

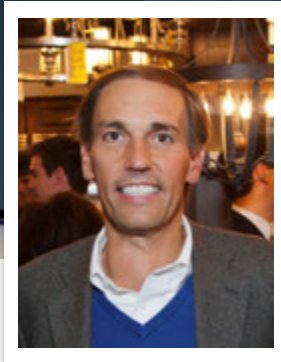
Let's Celebrate
Together

Professional Women
in Building

Catch the Wave

The Value
of Membership

BEAM Winner



Tom Bovino
President - SBACNJ

Since last December, we asked all of you to “Jump on the Bus”, and together, we are making great strides forward and ahead. So, where’s the destination you may ask? It’s that wonderful place where there’s plenty of work, the housing market is solid and steady, the buyers are happy, builders are employing our subcontractors and associates, the permitting process is predictable, inspections are happening timely, and closings are plentiful.

The housing market here in New Jersey is the strongest since 2008. Although we are still working on solutions to some of the issues like permitting and inspections, our industry is rebounding and membership at Shore Builders has steadily increased. Now is the time to “Catch the Wave”, as all indications are that the housing market will continue to rise and recover.

The wave that we are currently riding has everyone feeling better about the housing market, and that translates into more participation in our association.

Many companies joining our association are doing so because they want to increase business, grow their companies, and reap the benefits that being a member provides. If you are a new member, welcome to Shore Builders Association! If you are an existing member that hasn’t been involved lately, it’s time to get involved again. We have great committees that provide networking opportunities, as well as a chance to meet industry professionals on a more personal level. Working side by side with others on a committee is one of the best ways to gain exposure and it provides a pathway to doing business with other members. If you are just starting your career in the building industry, consider our Young Professionals Committee, aka the “Young Guns”. If you are interested in helping with philanthropic activities, our Professional Women in Building Council is perfect for you (and it doesn’t matter whether you are male or female – anyone can join!). We also have active committees that plan events, like our annual Golf Outing, FAME Awards, and BBQ on the Beach. Don’t sit on the beach and watch the tide come in, get out and Catch the Wave!

If you have experienced success in your business as a result of your membership and participation at Shore Builders,

it’s time to spread the word and help us increase membership by sharing our association with your connections. Let us know if there is someone in your circle of business contacts that may benefit from a membership in Shore Builders and we can do the rest. We also have peer-to-peer letters that you can send out in your own name to your contacts, which will help start the conversation. You can contact the association office for samples or more information.

There’s no better time than right now for you and your company to Catch the Wave of energy, enthusiasm, excitement, optimism, and participation at Shore Builders Association!

SAVE THE DATES!

Annual Installation - December 7
Jumping Brook Country Club

Economic Forecast - January 19, 2017
Jumping Brook Country Club

FAME Awards - March 2, 2017
South Gate Manor

EDITOR

Bob Bolderman

EDITORIAL CONSULTANT

Flair Marketing Group - Stephanie Shaffery

DESIGNER

Flair Marketing Group

OFFICERS

President – Thomas Bovino

First Vice President – Mike Kokes

Vice President of Associates – Suzzane Kronenfeld

Treasurer – Chris Amato

Secretary – Marge Karahuta

Immediate Past President – John Cummins

SBACNJ STAFF

Executive Officer – Gina Woolley

Office Manager – Chris Boyle

The Bulletin Board magazine is published quarterly and is distributed to the membership and others.

eMagazine by member company
Flair Marketing Group
stephanie@flairmg.com

Photography by member company:
All is Sharp Photography
Howell, New Jersey
Photos can be viewed and ordered online at allissharp.com

61 Continuous years of publication to our members

Interested in Joining SBACNJ?

CLICK HERE
As a Builder

CLICK HERE
As an Associate

CLICK HERE
As a Remodeler



SHORE BUILDERS
Association of Central NJ, Inc.

Contents

VOLUME 2 | 2016

- 01 President's Report
by Tom Bovino
- 04 Welcome New Members 2016
- 09 Let's Celebrate Together
by Marge Karahuta
- 13 Professional Women in Buildings
by Giovanna Pergola
- 16 Nurture Your Leads
by Stephanie Shaffery
- 17 U.S. News Networking Tips
by Hallie Crawford | Contributor
- 21 Catch the Wave
by Suzzanne Kronenfeld
- 24 Legal/Legislative
by Michael J. Gross, Esq. and Steven M. Dalton, Esq.
- 33 Event Recap
- 40 Coding for Building on the Water
by Chris Amato
- 41 5 Pillars That Create the Value of Membership
by Mike Kurpiel
- 45 Shore Builders Honors Members and BEAM Winner



Quality. Efficiency. Integrity.
SINCE 1968



Earle Residential / Commercial

Proudly supports

Shore Builders Association 2016



Our Mission:

Built on a culture of pride, we are committed to being an industry leader delivering quality products and services at the greatest value for our customers through innovation, organization, and hard work.

Our Services:

Road & Bridge Construction • Asphalt Manufacturing • Trucking
Soil & Concrete Recycling • Residential-Commercial Infrastructure

www.earleco.com

Main Office Address: 1800 Rt 34 | Bldg 2, Suite 205 | Wall, NJ 07719 | T: 732-308-1113 | F: 732-462-9626

Mailing Address: P.O. Box 556 | Farmingdale, NJ 07727

Facility Locations:

Walter R. Earle Corp., Jackson: 655 County Rt 547 | Jackson, NJ 08527 | T: 732-657-8551 | F: 732-657-9230

Walter R. Earle Corp., Morrisville: 14 Steel Road North, Morrisville, PA 19067 | T: 732-682-5085 | F: 215-428-4031

WELCOME

We would like to take this opportunity to welcome the following new members and thank their sponsor.

New Members 2016

Riptide Contracting, LLC

Masonry

Malvine Derrick
762 Manor Drive Brick, NJ 08723
Phone: (732) 600-0437
Sponsor: Bill McNamara
Cowan Guteski & Co.

ITEC Consultants

Home Automation

David Devanna
101 Park Avenue Union Beach, NJ 07735
Phone: (732) 497-0604
Sponsor: Lou Padula, Padula Builders

Grunin Properties

Developer

Jeremy Grunin
1027 Hooper Avenue, Bldg. 1
Toms River, NJ 08753
Phone: (732) 244-4010
Sponsor: Bill McNamara
Cowan Guteski & Co.

Northern Ocean Habitat for Humanity

Diana Guiliano

1201 Lakewood Road (Rt. 166)
Toms River, NJ 08753
Sponsor: Tom Bovino, LMB Development

Century 21 – Action Plus

Real Estate -

Thomas Hogan
PO Box 1092, Jackson, NJ 08527
Phone: (732) 814-9111
Sponsor: Tom Bovino, LMB Development

Wharton Surety Consultants Surety Bond

Jeff Logenecker
992 Old Eagle School Road
Wayne, PA 19087
Phone: (610) 828-4240
Sponsor: Tom Bovino, LMB Development

Blackman Plumbing Supply Co.

Plumbing Supplier

Todd MacPherson
900 Sylvan Avenue, Bayport, NY 11705
Phone: (732) 569-4217
Sponsor: Bill McNamara
Cowan Guteski & Co.

Luma Drywall, LLC

Drywall

Luis Marchand
1195 Bay Avenue, Toms River, NJ 08753
Phone: (732) 300-0279
Sponsor: James Pittenger
Pittenger Builders

Premier Climate Care

HVAC

Michele Menser
5144 W. Hurley Pond Road
Farmingdale, NJ 07727
Phone: (732) 905-0204
Sponsor: James Pittenger
Pittenger Builders

Jocama Construction Corp

Concrete

Manny Periera
1 Jocama Boulevard, Suite 1D
Old Bridge, NJ 08857
Phone: (732) 591-1010
Sponsor: Fred Patterson
Robertson Douglas Group

All American Ford of Old Bridge

Auto Dealer

Randy Rudd
3698 Route 9 South, Old Bridge, NJ 08857
Phone: (732) 591-1111
Sponsor: Carmine Caruso
Caruso Excavating

All American Ford of Pt. Pleasant

Auto Dealer

Tom Guzzo
3306 Bridge Avenue, Pt. Pleasant, NJ 08742
Phone: (732) 892-8869
Sponsor: Carmine Caruso
Caruso Excavating

Archer & Greiner, P.C.

Attorney

Chad Warnken
Riverview Plaza, 10 Highway 35
Red Bank, NJ 07701
732-268-8011
Sponsor: Lee Webb, FWH Associates

Hollister Construction Services

Builder

Mike Raimondi
339 Jefferson Road, Parsippany, NJ 07054
(201) 393-7500
Sponsor: Michelle Madden, Pirch

Landmark Enterprises, LLC

Builder

Eric Harvitt
1200 Sunnyview Oval, Keasbey, NJ 08832
Phone: (732) 738-1112
Sponsor: Tom Bovino, LMB Development Corp.

Coastal Design Build, LLC

Remodeler

Vincent Matarazzo
589 Mantoloking Road, Brick, NJ 08723
Phone: (732) 920-0100
Sponsor: Michelle Madden, Pirch

The Granite Pros

Sales, Service & Installation of Granite, Marble & Quartz

Richard Halajian
689 Princeton Avenue, Brick, NJ 08724
Phone: (732) 279-5028
Sponsor: Tom Troy, Sharbell Development

Whitman

Environmental and Engineering Consulting Services

Alan Brandies
7 Pleasant Hill Road, Cranbury, NJ 08512
Phone: (732) 390-5858
Sponsor: Mike Kokes, The Kokes Organization

Boynton and Boynton

Insurance Agent

Sean O'Beirne
21 Cedar Avenue, Fair Haven, NJ 07704
Phone: (732) 747-0800
Sponsor: Mike Gross, Giordano, Halleran & Ciesla

Oceana Designs

Fabricator

Rich Gurtler
450 Oberlin Ave South, Lakewood, NJ 08701
Phone: (732) 987-6944

**Simon Engineering
Engineering**
Rod Simon
PO Box 827, Point Pleasant, NJ 08742
Phone: (732) 892-6800
Sponsor: Lee Webb, FWH Associates

**Coldwell Banker Residential
Real Estate**
Steven Porzio
998 Main Street, Holmdel, NJ 07733
Phone: (732) 691-1668

**Levin, Shaw & Pfeffer
Attorneys**
Alan Pfeffer, Esq.
2105 W. County Line Road, Suite 3
Jackson, NJ 08527
Phone: (732) 364-7333
Sponsor: Tom Bovino, LMB Development Corp.

**Dolphin Homes
Home Builder**
Bob Martin
426 Herbertsville Road, Brick, NJ 08724
Phone: (732) 732-840-7911
Sponsor: Richard Robinson, Member Rebate Program

**Atlantic Property Development
Real Estate Developer**
Frank Ferrari
15 Wolverton Lane, Hillsborough, NJ 08844
Phone: (646) 623-5855
Sponsor: George Vallone, Hoboken Brownstone Company

**Northeast Precast
Superior Walls, Precast Foundation**
Robert Shenaman
92 Reese Road, Millville, NJ 08332
Phone: (856) 765-9088
Sponsor: Linda Bernaski, Palatial Homes

**The Blackpoint Group, LLC.
Multi Family Development**
Anthony Mazzucca
6660 Pebble Beach Way, Bradenton, FL 34202
Phone: (941) 907-9594
Sponsor: Frank Petrino, Eckhard Seamans

**Huber Engineered Woods
Manufacturer**
Michelle Myers
34-34 28th Street, Astoria, NY 11106
Phone: (814) 883-2683
Sponsor: Greg Pouliot, Crown Homes

**Homes for All, Inc.
Builder/Developer**
Glen McDonald
7 Hyers Street, Toms River, NJ 08753
Phone: (732) 286-7929
Sponsor: Michelle Madden, Ferguson

**Michael DeDominicis, LLC
Contracting**
Michael DeDeomincis
1854 Dine Blvd, Toms River, NJ 08755
Phone: (732) 773-3860
Sponsor: Gabe Vitale, C&L Sweeping & Maintenance Services

**Stewart Title
Title Insurance**
Bill Alvarez
2022 Highway 71, Suite 203,
Spring Lake, NJ 07762
Phone: (732) 359-3173
Sponsor: Suzzane Kronenfeld, Gloria Nilson & Co. Real Estate

**EBI Consulting
Environmental Consulting**
Richard George
1332 SW 9th Avenue, Boca Raton, FL 33486
Phone: (954) 483-6722
Sponsor: Tom Bovino, LMB Development Corp

**CohnReznick, LLP
Financial**
Patrick O'Keefe
4 Becker Farm Road, Roseland, NJ 07068
Phone: (973) 364-7724
Sponsor: George Vallone, Hoboken Brownstone Company

**WJH Engineering
Civil Engineer**
Walter J. Hopkin
2517 State Highway 35, Bldg B, Suite 301
Manasquan, NJ 08736
Phone: (732) 223-1313
Sponsor: Tom Critelli, Danitom Development

**KBA Engineering Services, LLC
Civil Engineering**
Joseph Kociuba
2517 Route 35, Bldg. E, Suite 203
Manasquan, NJ 08736
Phone: (732) 722-8555
Sponsor: Dwight Pittenger, Pittenger Builders

**Affordable Quality Cleaning, LLC
Janitorial/Floor care**
Jillian Wilson
436 West Commodore Blvd, Ste 5
Jackson, NJ 08527
Phone: (732) 905-9661
Sponsor: Kim Manicone, USI Insurance Services

**Prime Management
Property Management & Developer
Consulting Services**
Christopher Nicosia
684 East Bay Avenue, Barnegat, NJ 08605
Phone: (609) 693-0090
Sponsor: Lee Webb, FWH Associates

**Arya Properties
Builder**
Jennifer Cirz
PO Box 145, Island Heights, NJ 08732
Phone: (732) 270-8600
Sponsor: Ray Lamberti, Wells Fargo Home Mortgage

**McDonough & Rea Associates, Inc.
Traffic Engineering**
John Rea
1431 Lakewood Road, Manasquan, NJ 08736
Phone: (732) 528-7076
Sponsor: Tom Bovino, LMB Development Corp.

**Accurate Builders & Developers
Land Development**
Jack Klugmann
742 Ocean Avenue, Lakewood, NJ 08701
Phone: (732) 941-0300
Sponsor: Marge Karahuta, Innovative Property Management

**Lakewood Investments, LLC
Real Estate Investments**
Mordy Eichorn
305 Main Street, Lakewood, NJ 08701
Phone: (732) 901-0701
Sponsor: Mike Kokes, The Kokes Org.

**Housemart Realtors
Real Estate Company**
Lynn Shalhoub
317 Highway 34 South, Colts Neck, NJ 08527
Phone: (732) 577-6424
Sponsor: Tom Bovino, LMB Development Corp.

**Metrostudy, a Hanley Wood Company
Research**
Quita Syhpanya
540 Pennsylvania Ave, Suite 205
Fort Washington, PA 19034
Phone: (215) 893-9890
Sponsor: Suzzane Kronenfeld, Gloria Nilson & Co. Real Estate

**Mazza & Sons, Inc.
Transfer Station Disposal**
Andrea Bessette
3230 Shafto Road, Tinton Falls, NJ 07753
Phone: (732) 992-9292
Sponsor: Tim Lurie, DW Smith Associates

**Appliance Brokers
Appliance Sales**
Larry Stein
2B Corn Road, Dayton, NJ 08810
Phone: (732)438-1400
Sponsor: Tom Critelli, Danitom Development



GPS The quality you need.
The service you deserve.

GPS | KITCHEN
BATH
LIGHTING | 1-800-CALL **GPS**
General Plumbing Supply | GeneralPlumbingSupply.net

Edison | Morris Plains | Bayonne | Hawthorne | Orange | Bergenfield | Lakewood
Matawan | Ridgefield | Union | Middletown | Dover | Tenally

Giordano Halleran & Ciesla ATTORNEYS AT LAW



To find out more about our Environmental, Real Estate, Land Use and Planned Real Estate Development practices please contact:

Michael J. Gross, Esq.
John A. Giunco, Esq.
Paul H. Schneider, Esq.
Michael A. Bruno, Esq.
J. Scott Anderson, Esq.
Laurence I. Rothstein, Esq.
Michael J. Vitiello, Esq.
Steven M. Dalton, Esq.
Monica J. Ceres, Esq.
Marc D. Policastro, Esq.
Tara Phelan Carver, Esq.
Brian H. Harvey, Esq.
Afiyfa H. Ellington, Esq.

(732) 741-3900
info@ghclaw.com
www.ghclaw.com
www.njenvironmentlaw.com

The Best Builders Start With A Solid Foundation

You need attorneys with in-depth knowledge and experience with the complex issues facing the building industry.

You need attorneys who provide high quality legal services.

You want attorneys who listen to you.

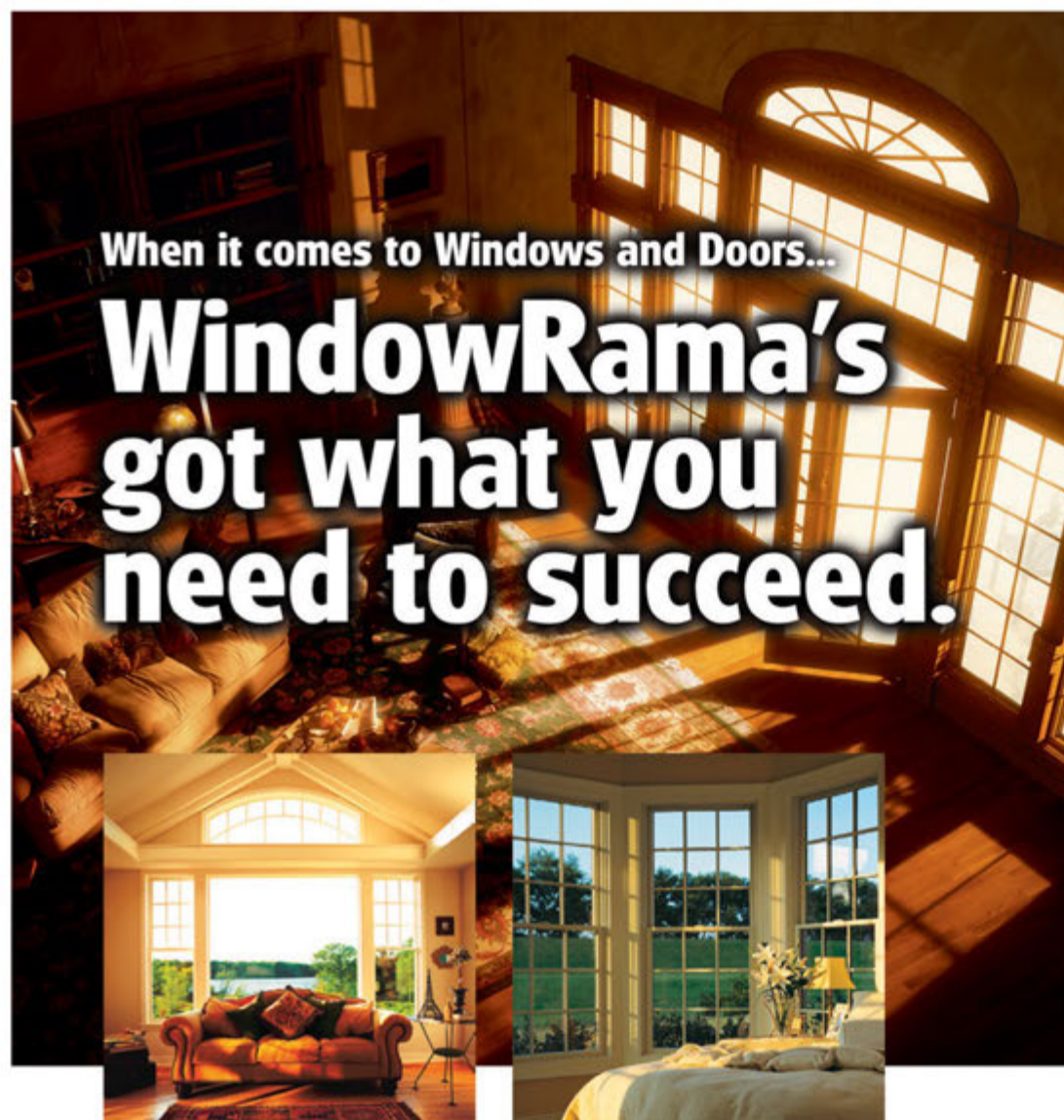
You want attorneys who understand your work and the challenges you face.

You want attorneys who are responsive and attentive.

You want attorneys who frequently work with governmental regulatory agencies on applications and approvals and anticipate future legislation that could affect your projects.

You want attorneys who take that extra step to ensure that you are satisfied.

You want attorneys who provide exceptional value for the fees you pay.



When it comes to Windows and Doors...
**WindowRama's
got what you
need to succeed.**



The windows & doors you need.

WindowRama stocks over 2,000 different Andersen® windows and patio doors, and Andersen offers a wide choice of rich wood interiors, grille designs, and glazing options. At WindowRama, we help you select the windows to fit your design...and your budget.

When you need it.

WindowRama helps keep your job on schedule by delivering your order fast... usually the next day on in-stock items. Combination units are assembled in our own millwork shops in 24 hours.

The price you need.

WindowRama has helped pros succeed since 1977. Our 10 million dollar inventory, fast delivery, and very competitive prices save you time and money.

The expert sales help you need.

Our salespeople are the best in the business. Their ONLY business is windows, doors and skylights. With their years of experience, they make sure you get what you need, when you need it, helping to avoid costly mistakes at the job site.

What more do you need?

Just tell us, and we'll make it happen. We think that's what makes WindowRama so different. So do 5,000 of your pro colleagues.

Call
800-695-RAMA
for your **FREE**
Contractor Kit
today!



WindowRama features quality
Andersen® Windows & Doors



24 Showrooms Serving
New York, Long Island,
Connecticut and
New Jersey

NEW YORK
Flushing 718-358-5562
Nanuet 845-624-2028
Staten Island 718-987-4488
Staten Island 718-442-8384
Yonkers 914-997-7007
Yorktown 914-736-3360

LONG ISLAND
Bellmore 516-781-3711
Commack 631-462-9054
Edgewood 631-667-8088
Farmingdale 631-293-0855
Franklin Square 516-872-9690
Levittown 516-735-6770
Patchogue 631-289-7667
Selden 631-696-8326

CONNECTICUT
Brookfield 203-885-0240
Orange 203-795-4062
Stamford 203-356-1051

NEW JERSEY
Denville 973-410-9299
East Brunswick 732-324-8515
Eatontown 732-774-8540
Fairfield 973-835-8170
Marlton 856-489-5660
Paramus 201-265-7555
Springfield 973-924-5999

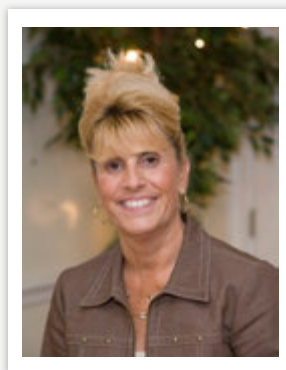
**FARMINGDALE
CLEARANCE CENTER**
2233 Broadhollow Rd. (Rte 110)
Just south of Adventureland
631-293-0855

When the sale is over, the
service isn't.®

www.windowrama.com

Andersen and the AW logo are registered
trademarks of Andersen Corporation.





Marge Karahuta
Innovative Inspirations

Let's Celebrate TOGETHER

by Marge Karahuta

BUILDERS plus **ASSOCIATES** equals FAME. On March 2, 2017 our members will gather at the South Gate Manor to celebrate our accomplishments in sales and marketing. As many of you who have attended the FAME Awards in the past already know, the night is more about our comradery and friendships, as much as it is about the awards. It's about builders and associates supporting one another and coming together to unite our industry as we celebrate individuals, companies, and each other.

Why should you enter your projects in the Fabulous Awards in Marketing Excellence (FAME)? There are many benefits your company can leverage by winning a FAME award. Some want to separate themselves from their competition as an "award winning company", and others want to show their appreciation to employees through the individual award categories. Other companies want to show their potential customers that they have been recognized by industry peers as exceptional. Whatever your motivation, the FAME Awards is a useful tool and a great way to support Shore Builders Association. But if you're still unsure of why you should enter, here's what previous winners want to share about their FAME experience.

As a recipient of the Fame award from 2012-2015, from the Shore Builder's Association, I have attended & enjoyed the annual banquet several times. It is always a great networking experience as well as classy affair. I have used my awards in marketing, and presentations, and I believe it is a great representation and resource for all agents.

*Jo Ann Stewart
Realtor Sales Associate®
Gloria Nilson & Co Real Estate-Christies
International Real Estate*

We were excited to win the Best Associate Member Brochure during the 2016 FAME awards. It gave our company better visibility and exposure to both builders and associates regarding the programs we offer the builder community. People did not realize our breath of products and services, as well as the size of our company which helped validate us to the Association.

*Brian Witkin
Executive Vice President of Sales
Avalon Flooring*

Every time we have won an award at the FAME ceremony, we are reminded that we have an impact that stretches further than we could imagine. We are part of a team that recognizes and appreciates the pursuit of our most far reaching achievements.

When we are a part of something big, we have a heightened sense of awareness of our personal impact.

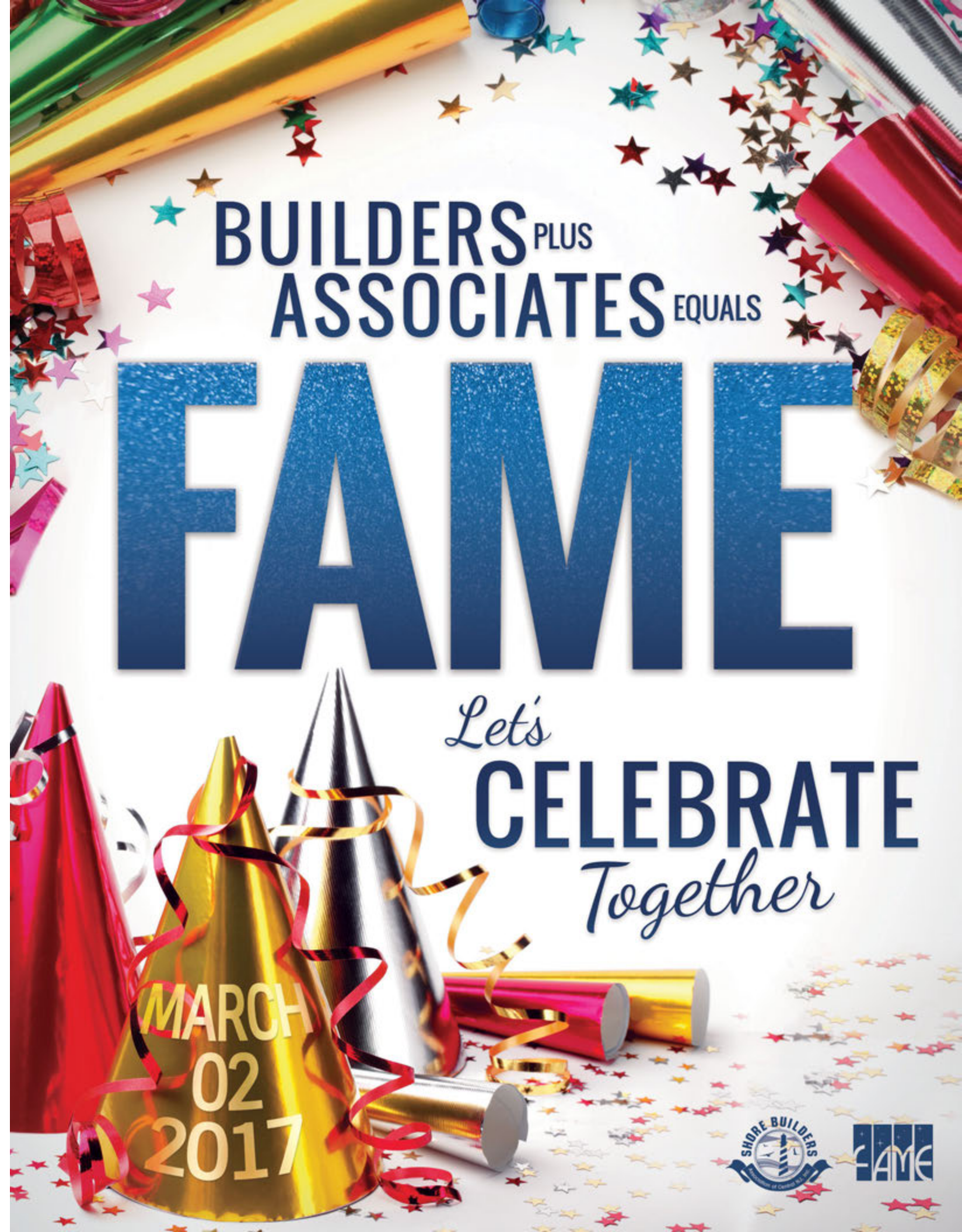
On a more personal level, winning FAME awards has benefitted our company in numerous ways. Interpersonally, we are able to discuss the awards with both potential and current clients. As our clients walk through our office and see

“When we are a part of something big, we have a heightened sense of awareness of our personal impact.”

each FAME award, the conversation becomes very real. This is an opportunity for us to showcase our strengths and what it has meant to us to be recognized by our association.

Intra-personally, the FAME awards have been a monumental team building opportunity. Our "CMM Family" paused for a moment to recognize each other in a meaningful and impactful way. This glow has been a source of pride, value, and substance as we cooperatively unite as a team for any challenge that lies ahead.

*Bernadette Purcell Amato
Marketing Director
CMM Construction*



BUILDERS PLUS ASSOCIATES EQUALS FAME

Let's CELEBRATE Together



Call For Entries
Sponsor - FAME



 **Lock it down**

Protect your buyers from fluctuating interest rates as they build their home

Our exclusive **Builder Best**® Extended Rate Lock program can help protect your buyers from changing interest rates. With a required, non-refundable extended lock fee, they can lock down a range of interest rates and focus on what really matters most — building their new home.

What if interest rates rise?
Your buyers' interest rate is protected. Lock in your interest rate range anywhere from 5 to 24 months depending on the type of loan they select.

What if interest rates drop?
Your buyers have options. They may be qualified for a one-time float down option to a lower rate or a different loan program. Talk to us about this possibility.

Proud supporter of the Jersey Shore Builder Association.
Contact us today to learn more about our programs and products.



Danielle Cecchini
Branch Manager
732-914-3098
danielle.p.cecchini@wellsfargo.com
NMLSR ID 175244



Nicole Perrone
Branch Manager
732-933-5660
nicole.m.perrone@wellsfargo.com
NMLSR ID 235881



Mark Ward
Branch Manager
732-933-5601
mark.ward@wellsfargo.com
NMLSR ID 624105



Proud Master Sponsor since 1997

This information is for real estate, builder and financial planning professionals only and is not intended for consumer distribution. Information is accurate as of date of printing and is subject to change without notice. Wells Fargo Home Mortgage is a division of Wells Fargo Bank, N.A. © 2016 Wells Fargo Bank, N.A. All rights reserved. NMLSR ID 399801. AS2742179 Expires 01/2017



We're Planning For A Greener Future

At DW Smith Associates, LLC we have been "thinking green" since 1965. Our projects range from residential communities to large scale planned developments, commercial malls and industrial park facilities of all types.

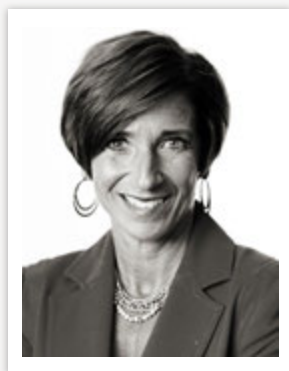
Our trademarked **GREENGINEERING**® process allows us to work with nature in any environment to develop a sensitive design while meeting your deadlines and budget.

DW SMITH ASSOCIATES, LLC

*Engineering • Planning • Surveying
Environmental Services • Landscape Architecture
GIS • Community Association Services*

Jennifer Nevins • Tim Lurie • Tom Murphy
(732) 363-5850 • www.dwsmith.com • info@dwsmith.com

1450 State Route 34
Wall Township, NJ 07753



Giovanna Pergola

Professional Women IN BUILDING

Giovanna E. Pergola is the North East Regional Sales Director for Meyers Research LLC/Zonda and is the current President for the PWB of the Garden State. In addition, she is on the Sales and Marketing Committee at Shore, The ABC Committee at NJBA and is Chairing the SAM Committee this year for NJBA

One of the missions of the newly formed Professional Women in Building of the Garden State Council is to act as the philanthropic arm of Shore Builders Association. We are proud to say that our members have hit the ground running by selecting a handful of non-profit organizations and causes in our area to work with on an on-going basis. With several initiatives already under our belt, like the Women's Build Day build event for Habitat for Humanity, the Monmouth County SPCA Pet Pantry donation and collection drive, and the United Way's Tools for School collection, our goal is to provide support to these, and other carefully selected organizations on an on-going basis. Right from the start we had to recognize that not all programs will be a good fit for our council, but our focus is on the groups and organizations where we can make a difference on a regular basis, which can provide a legacy for our future members and industry leaders.

Because we are able to mobilize our members quickly, when the opportunity to help the SPCA Pet Pantry was presented, we were able to jump in to help. Shore Builders & PWB member Marlen Kroll of Design Floors and Interiors, who is passionate about this cause, brought the collection drive to the council's attention and through his efforts

and coordination we were able to collect donations during the association's Annual BBQ on the Beach event, which was held at Martell's Tiki Bar in Point Pleasant Beach. Attendees were asked to bring a donation of pet food, toys, supplies, gift cards, and cash to help support families in Monmouth County and the surrounding areas who want to keep their beloved pets at home, rather than surrendering them to a shelter due to economic hardships. Based on the amount of food and supplies, as well as cash donations totaling \$1,500.00 our generous members donated, Marlen and the Monmouth County SPCA were the perfect partners for this hugely successful collection drive. We are looking forward to future opportunities to help the SPCA.

In addition to Habitat for Humanity, and the SPCA's Pet Pantry and United Way's Tools for School collection drives, we were also able to provide a sales and marketing educational seminar earlier this summer, entitled "She-conomy: How to Sell to Women".

This program was a unique presentation that put forth the differences between how men and women make purchase decisions. We had a great turnout and attendees took many tips and strategies from the seminar. As far as future initiatives go, we are currently looking to partner with a local Veteran's program, and are in the process of vetting and selecting one that

we can closely align with for future outreach. We will also be partnering with the Sales & Marketing committee to provide more educational programs for our membership.

Because our mission as a council is not only to help other members of our association through education, professional development, and networking opportunities, but to also participate in community outreach programs and partnerships that will help improve the lives of the people living in the communities we serve, this council is appealing to many of our association members. The Professional Women in Building of the Garden State is open to men (and we have several male members), as well as women, whose companies are members of any local HBA in the state of New Jersey.

We urge anyone with an interest in joining to talk to a current member, contact Shore Builders, or attend one of our upcoming meetings to find out more about membership.



OceanFirst Bank AN EXTRAORDINARY RESOURCE FOR CONSTRUCTION FINANCING



With hundreds of construction loans financed, no one understands the borrowing needs of the Jersey Shore better than OceanFirst.

Our lending experts offer timely solutions for the financing needs of our neighbors and businesses throughout central New Jersey.

Since Superstorm Sandy, OceanFirst has funded over \$120 million in construction loans. This includes residential construction to permanent mortgages and commercial financing.

We can help you too. Contact OceanFirst Bank to get started today. Visit our locations conveniently located throughout the central New Jersey region, call 1-888-OCEAN33 or go to www.oceanfirst.com

> [Construction & First Mortgages](#)

> [Home Equity Loans & Lines of Credit](#)

> [Commercial & Small Business Financing](#)



Extraordinary Community Banking

1-888-OCEAN33 | www.oceanfirst.com





Excellence from Start to Finish.

CIVIL ENGINEERS
LAND SURVEYORS
LANDSCAPE ARCHITECTS
ARCHITECTS
PLANNERS
RESERVE SPECIALISTS



FWH Associates, P.A. has been providing essential services to successful New Jersey builders and developers for more than 25 years. From **community planning** and **environmental consulting**, to **civil engineering**, **landscape architecture**, **land surveying services**, **approval procurement** and much more, our team of seasoned professionals offers a “one stop shop” of expertise allowing you more time to do what you do best—build beautiful homes. Like so many other thoroughly satisfied clients, you can count on us for delivering the superior quality services you need to build better homes... and a solid reputation. *Let's get started.*

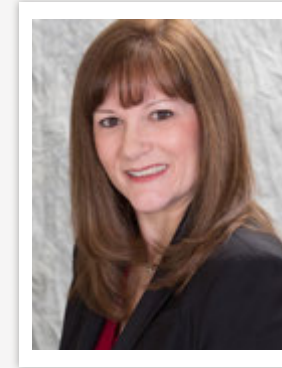


FWHassociates.com

1856 Route 9 | Toms River, NJ 08755 | 732.797.3100



Nurture Your Leads



Stephanie Shaffery, President
Flair Marketing Group LLC

Lead nurturing is a very important step for any business in helping your contacts through their buying decision. Most often, if a potential customer is willing to give you their email address and contact information, they are interested in the products and services you are offering. But how do you get them to become a paying customer? Through email marketing, many companies are successful in converting their leads into paying customers. email marketing gives you the opportunity to keep in touch, offer special deals to help close the sale, and connect with your leads and existing customers.

Creating a well-thought out email newsletter or offer will allow your customers to learn more about your company and what you have to offer. You only have a few seconds to gain the attention of a potential customer in the email, so developing a well thought out, successful campaign can help you convert leads to new customers and retain current customers. By utilizing your company blog, you can share valuable information with your audience, and when you combine that with compelling offers in your email for your product or service, converting leads to sales is as easy as hitting the send button!

Nurture Your Leads and GROW YOUR BUSINESS!

by Stephanie Shaffery

Here are some of the benefits of email marketing:

- **Personalization:** By using an email marketing service such as, Constant Contact, you can segment your leads and customers into different lists and personalize email campaigns based on interest. This allows you to customize and target specific content for specific customers. You can also merge your recipient's names in the email for an added personal touch.
- **Wide reach:** As an evolving business, there are going to be many times that you have a new service or product you need to promote. Promoting through email marketing allows you to click a button to let ALL of your customers and prospects know about it. Creating a company newsletter instantly provides updates to virtually unlimited amounts of leads and customers in an instant.
- **Cost effective:** When sending a printed brochure or newsletter you have to pay for printing and paper costs along with postage. With email newsletters (depending on your service) you can pay one monthly fee and send as many emails as you need to. It's important not to send too many, but testing your list will help you determine what your email list tolerance will be.
- **Analytics:** You can see who opened your email and who clicked on links within the email to see what engaged your readers the most. It will also give you insight as to what day of the week and time of the day is optimal for your recipients. You will be able to hone in on the right information and time to mail your contacts, and compare your results with average industry results. The return on your investment (ROI) is easy to determine. When you combine coupons or offers in your email, that will also help with knowing how affecting your email marketing campaigns are, which is sometimes difficult to determine with more traditional marketing methods.

As you can see there are many benefits to utilizing email marketing to nurture your leads and contact to grow your business. But, if you have questions, or need help getting started, I'm here to help. Just contact me and I can help you produce a successful email marketing campaign or help you get set up to work on it on your own. Need more information? Visit my website and learn more about my effective marketing solutions for your business!





and that you have good relationships with them. Use them as examples of success as appropriate, if needed, and offer to share testimonials from them. Bottom line, take the time, even in the course of several conversations or meetings, to demonstrate and establish your credibility with your new connection. Let them experience your product, service or go through your program so they understand exactly what it's about and its benefits.

Action tip: Consider what companies you have worked with and some of your best clients. Which ones are better known in your area, perhaps even nationally? Who are the ones you have the greatest success stories with that you can share? Write those down as examples of what you can explain at your next networking event as evidence of your success and therefore credibility.

Build trust. If you are new to networking and go to your networking events assuming that you will convince people to hand over business contacts and clients or any other valuable information after a few hours of chatting, you need to change your viewpoint. That will not work. Instead of asking new connections to immediately share what they have spent years cultivating, ask them for time so you can get to know each other and better understand each other's needs and business. If they would be open to getting to know you better in order to explore how you both may mutually benefit in the future from being connected, that is a win. You're on your way to cultivating a more lucrative, solid connection.

Action tip: Follow up with your new connection after a few days. Thank them for their time and ask them to meet for lunch or coffee in the next few weeks. Try to meet soon so that the momentum is not lost and your conversation is still fresh in your minds. After that is set, send them an article dealing with the topics you discussed, or something relevant that would benefit their business or clients.

Remember that networking is a two-way street and is about asking for time to develop the relationship. Start with small requests until you build up more trust and credibility over time. Remember too that it's not about immediate gratification, either. The benefits you both provide each other will play out over time, when the time is right. Give the relationship time to develop and for those opportunities to show themselves.

No Time for Marketing? We Need to Talk...



I provide top-notch marketing strategy, content creation and execution with hands-on personal service.

Stephanie Shaffery
flairmg.com
 848.208.2087
stephanie@flairmg.com



Social Media
 Content Creation
 Graphic Design
 E-Mail Marketing
 Marketing Strategy



For New Networkers: HOW TO ESTABLISH SOLID CONNECTIONS

By Hallie Crawford | Contributor

Networking is about establishing connections and creating new relationships, as we all know. And doing so is critical to professional success, whether it's in a job search or career advancement or gaining access to new markets and clients. But too many professionals, especially younger professionals or those new to networking, advance the ball too quickly, asking for too much too soon, and expecting others to make introductions when the other person doesn't yet know them well enough or understand their needs clearly.

Often, unsuccessful networking occurs when neither party takes enough time, not just to get to know each other, but to understand each other's business, services or needs and how they can help each other. Or even if the connection is a fit at all. (It's OK to admit that it isn't!

Consider this scenario: You meet someone at a networking event. You each discuss your business goals and challenges, the clients you serve and the benefits you provide them. Then they ask you for introductions to some of your key connections at organizations where they would like to gain entry. Are you going to say yes? Probably not. You don't know them well enough to know who you are introducing people to, and frankly, how that might impact your reputation. Consider that, in order to make a more solid introduction, you need to go beyond your elevator pitch to taking some time with this connection to establish trust and credibility.

In networking situations, start out with your elevator pitch; convey how you benefit your customers, even your new connection if applicable,

in a brief and concise way. Then, develop the connection further, over time, as needed, to establish a more solid, productive relationship using the tips below.

Build credibility. Your elevator speech may capture someone's attention, but you have to do more than that to establish a networking connection that benefits both parties. To do so, it is important to build your credibility with them. Take the time to further explain the results you have achieved for your customers, giving examples and explaining how your process works in detail. Show them that you work with reputable organizations. Name-dropping is acceptable, done in a sincere way, of course, that doesn't come across as bragging. You want to let your new connections know that you work with reputable companies and clients

AO Smith.



FERGUSON®

COUNT ON US

1,350 locations. All 50 states. 300 showrooms. 17,000 associates.
58 years in business.

At Ferguson, it's true that our inventory is huge with thousands of your top items in stock every day. And we fill your orders accurately and right away. But there is one thing we supply that professionals have come to rely on again and again for over 58 years - our people. Our associates make certain you can count on Ferguson - where friendly service, expertise, and a willingness to go the extra mile are never in short supply.



FAUCETS.

FIXTURES.

APPLIANCES.

WATER HEATERS.



18 locations in New Jersey to serve you. Call (800) 866-5471 today!

FERGUSON.COM

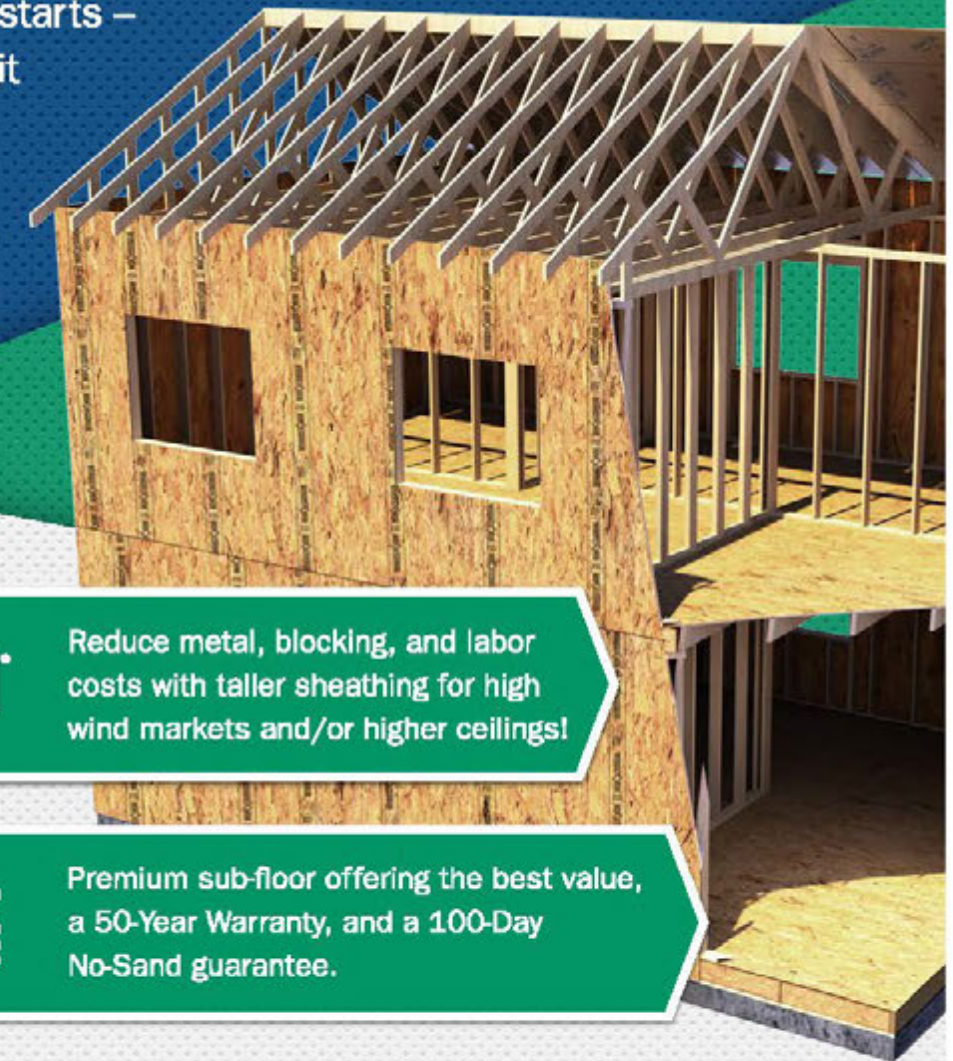
Nobody expects more from us than we do®

© 2011 Ferguson Enterprises, Inc. All rights reserved.

Norbord

A WELL-FRAMED APPROACH TO PROFITABLE ENERGY EFFICIENCY

Changing codes, growth in the economy and housing starts – how's a builder to profit from it all? Well, a bottom-up switch to Norbord is a sound first move.



WINDSTORM™
Wall Sheathing

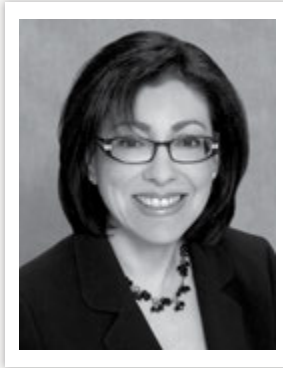
Reduce metal, blocking, and labor costs with taller sheathing for high wind markets and/or higher ceilings!

PINNACLE
FIBERGLASS REINFORCED WITH TAPE HDPE/OSB

Premium sub-floor offering the best value, a 50-Year Warranty, and a 100-Day No-Sand guarantee.

ENERGY SAVINGS START WITH THE FRAMING

LEARN MORE: VISIT NORBORD.COM/NA



Suzanne Kronenfeld

CATCH the Wave

by Suzanne Kronenfeld



Have you caught the membership wave yet? Here's what's been going on...

The Young Professional Group has caught the wave... Shore's Young Professional Group started as an informal gathering of our "younger" associates and builders to discuss current topics and trends that effect the building industry and has made a huge impact in our local and around the state. If you want to see what the future holds for Shore Builders, attend one of their meetings or informal after work gatherings. You'll be both surprised and enlightened.

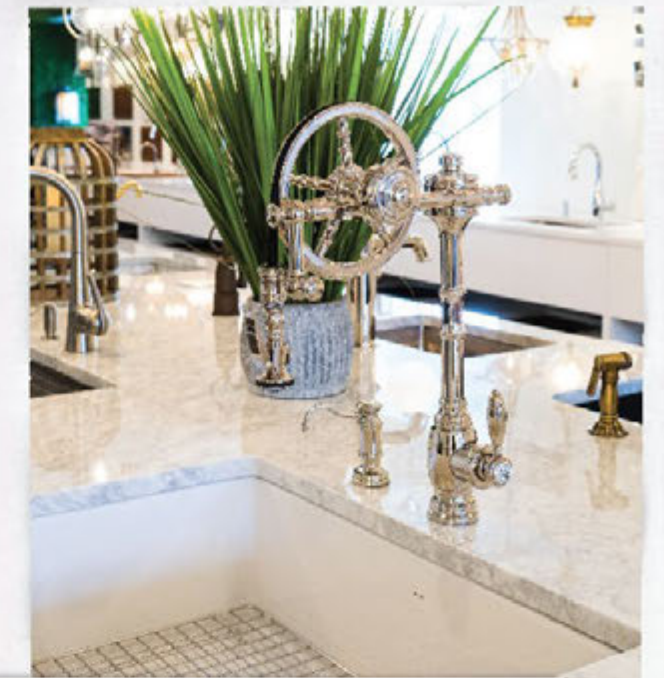
The Professional Women in Building are riding the wave. PWB is a national council and Shore Builders received their charter this past January at the International Builders Show. This "not for women" only council is involved in community service-Habitat for Humanity Build and food collection for Foodstock (over 500 pounds of food was donated!). Membership in PWB has grown to over 30 members in a short time. Meetings are open to everyone-stop by and see what it's about. Look for PWB ribbons at next year's Atlantic Builders Convention.

New Shore members have jumped into the wave! Identified by a "New Member" ribbon attached to their name badge, they (and their sponsor) are introduced at general membership meetings. Pictures are taken of all new members and their sponsors. Don't forget to introduce yourself to a new member

The wave has hit Associate Appreciation Month. One of the highlights of the year is Association Appreciation Night. This event honors those associates who have performed a series of activities representative of outstanding achievement throughout the year. This year six of the award winners are members of the Young Professionals Group and Professional Women in Building Council.

This year's BEAM Award was presented to the Pr1ma Corporation for the fourth time since 1995. The Pr1ma Corporation employed 28 associate members in 2015 exemplifying the meaning of builders employing associate members.

I'm happy to announce that Shore now has over 300 members and growing! We're finishing the year with the annual installation of the officers and board of directors/holiday party. 2017's events are shaping up to exciting and I look forward to seeing everyone there!



NEW JERSEY
Lakewood, Mahwah, Parsippany, Clinton*, Hackensack*

NEW YORK
Bay Shore*, Bohemia, Flushing, Hicksville, Huntington, Lynbrook, Manhattan, Medford, Middletown*, Mineola, Queens Village, Riverhead*, Rocky Point, Southampton, Wantagh

FLORIDA
West Palm Beach

* Counter only location

**FAUCETS,
FIXTURES,
TILE, STONE,
& LIGHTING.**

WWW.BLACKMAN.COM
800-843-2695





Construction & Permanent Loans



For 125 years Amboy Bank has been financing NJ's building and housing needs.

We provide commercial construction and permanent loans with flexible terms and, of course, quick local decisions.

Domenick Margiotta

Chief Lending Officer

732.591.8700

dmargiotta@amboybank.com

RECENT FINANCING

\$23,500,000

176 APARTMENTS

City of Linden Union County

Construction/Permanent

\$12,200,000

84 APARTMENTS

Mt. Holly, Burlington County

Construction/Permanent

\$14,300,000

132 APARTMENTS

East Windsor, Mercer County

Non-Recourse/Permanent



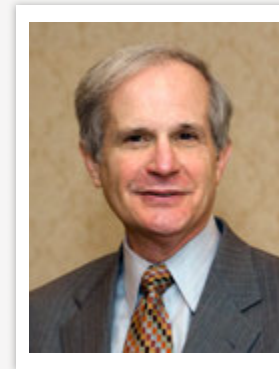
Voted Best Bank!



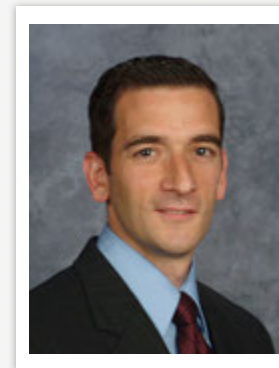
Legal/Legislative

by Michael J. Gross, Esq. and Steven M. Dalton, Esq.

Michael J. Gross is a Partner and Chair, Steven M. Dalton is a Partner of Giordano, Halleran & Ciesla, P.C., Red Bank



Michael Gross



Steve Dalton

PUBLIC ACCESS/TRUST DOCTRINE

Questions continue concerning the DEP's Public access Rule. Promulgated in 2012 under the Coastal Zone Management Rules, the rule and other related provisions of DEP's rules were invalidated by the Appellate Division in *Hackensack Riverkeeper, Inc. and NY/NJ Baykeeper v DEP*, 443 N.J. Super 293 (App. Div. 2015). The court found that DEP lacked authority to adopt the Public Access Rule under CAFRA, any other statute, or the common law Public Trust Doctrine. The Legislature quickly responded adopting P.L. 2015, c. 260 on January 19, 2016, which amended the Waterfront Development Law and CAFRA to give DEP authority to require on-site or off-site public access to the waterfront and adjacent shoreline as a condition of CAFRA and waterfront development approvals, subject to DEP's adoption of regulations pursuant to the Administrative Procedures Act for said purpose. While the legislation gives DEP authority to adopt new public access regulations or arguably re-establish the invalidated Public Access Rule, DEP did not have such statutory authority when the rule was promulgated and the legislation does not expressly retroactively validate the Public Access Rule.

Based on the legislative action, DEP filed for a stay of the Hackensack decision and a Petition for Certification for review by the New Jersey Supreme Court. By Order dated June 17, 2016, the Court denied the Petition for Certification, denied the State's motion for

a stay of Hackensack Riverkeeper, and vacated a temporary stay that had been issued.

To date, DEP has not proposed regulations to establish new or modified public access rules. Nothing in the current Coastal Rules gives DEP regulatory authority to impose public access requirements as a condition of CAFRA or Waterfront Development approvals. Further legislative action in response Hackensack Riverkeeper to codify the Public Trust Doctrine is expected and is being closely monitored by NJBA. NJBA participated in a Public Trust Doctrine legislative stakeholder process initiated at the direction of Senator Smith. NJBA advocated that any legislation codifying the Public Trust Doctrine must incorporate common law principles established by the courts that protect private landowners who own upland parcels adjacent to tidally flowed lands and place limitations on public access, if any, across such lands.

PEA RELIEF IN SANDY COUNTIES

The Governor signed another amendment to the Permit Extension Act of 2008, further extending applicable approvals in counties affected by Superstorm Sandy. These counties include Atlantic, Bergen, Cape May, Essex, Hudson, Middlesex, Monmouth, Ocean and Union. Pursuant to the amendment, applicable approvals remain valid until December 31, 2016 with the possibility of tolling for an additional six months until June 30, 2017.

**FLOOD HAZARD
RULE AMENDMENTS**

DEP took action in June 2016 to adopt anticipated amendments to the Flood Hazard Rules that, among other things, eliminate the 150-foot riparian zone buffer associated with acid producing soils and, in related amendments to the Stormwater Rules, eliminate the 300-foot Special Water Resource Protection Area (SWRPA) buffer. In response to objections from the Legislature and environmental groups, DEP proposed additional amendments (the Concurrent Proposal) that will change the rules that just became effective in June. These changes primarily relate to limitations on disturbance within riparian zone areas and, in particular, within 300 foot riparian zones along Category 1 waters. The Concurrent Proposal would also preclude the use of general permits and other expedited approvals (permits by rule and permits by certification) for projects that constitute major development under the Stormwater Rules.

To end a dispute that could have potentially resulted in the Legislature taking action to invalidate the rules, the DEP Commissioner issued an Administrative Order (2016-06) making several provisions of the Concurrent Proposal immediately effective prior to final adoption of the Concurrent Proposal through the rulemaking process. The rule provisions now effective under AO 2016-06 relate to mitigation for disturbance within 300-foot riparian zones and requirements/limitations on disturbance of the inner 150 foot portion of 300-foot riparian zone. The public comment period on the Concurrent Proposal runs until August 19, 2016. Interested parties are encouraged to review the Concurrent Proposal to assess how it may impact their proposed developments.

**AFFORDABLE HOUSING FAIR
SHARE METHODOLOGY**

I/M/O Application of Twp. South Brunswick Affordable housing proponents are hopeful that

a recent decision concerning South Brunswick’s fair share methodology will have Statewide implications. In the declaratory judgment action involving the Township’s land use regulations, Judge Wolfson critically reviewed the Township’s methodology for determining its Mount Laurel obligation to provide a realistic opportunity for production of its fair share of the regional low and moderate income housing need.

In a July 21, 2016 opinion Judge Wolfson accepted the fair share methodology for determining the Township’s prospective need (years 2015 through 2025) advanced by experts representing the Fair Share Housing Center, various builders, and NJBA. In establishing a prospective need obligation of 1,533 low and moderate income units, Judge Wolfson thoroughly rejected and called into question the fair share methodology approach advanced by the Township and the qualifications of its expert. Even applying the principles of the Appellate Division’s July 11, 2016 decision in *In re DJ Action Various Municipalities*, Ocean County, holding that the determination of a municipality’s prospective need does not include municipality’s fair share obligation for the years 1999 through 2015 (“gap-years”), the prospective need obligation for South Brunswick remains significant. Moreover, reportedly over 280 municipalities throughout the State relied on and utilized the same expert in an attempt to justify that their respective land use regulations satisfy constitutional obligations for the provision of low and moderate income housing. If Judge Wolfson’s analysis is treated as persuasive by judges in other counties, the decision could have broad implications for affordable housing developers.

TIME OF APPLICATION RULE

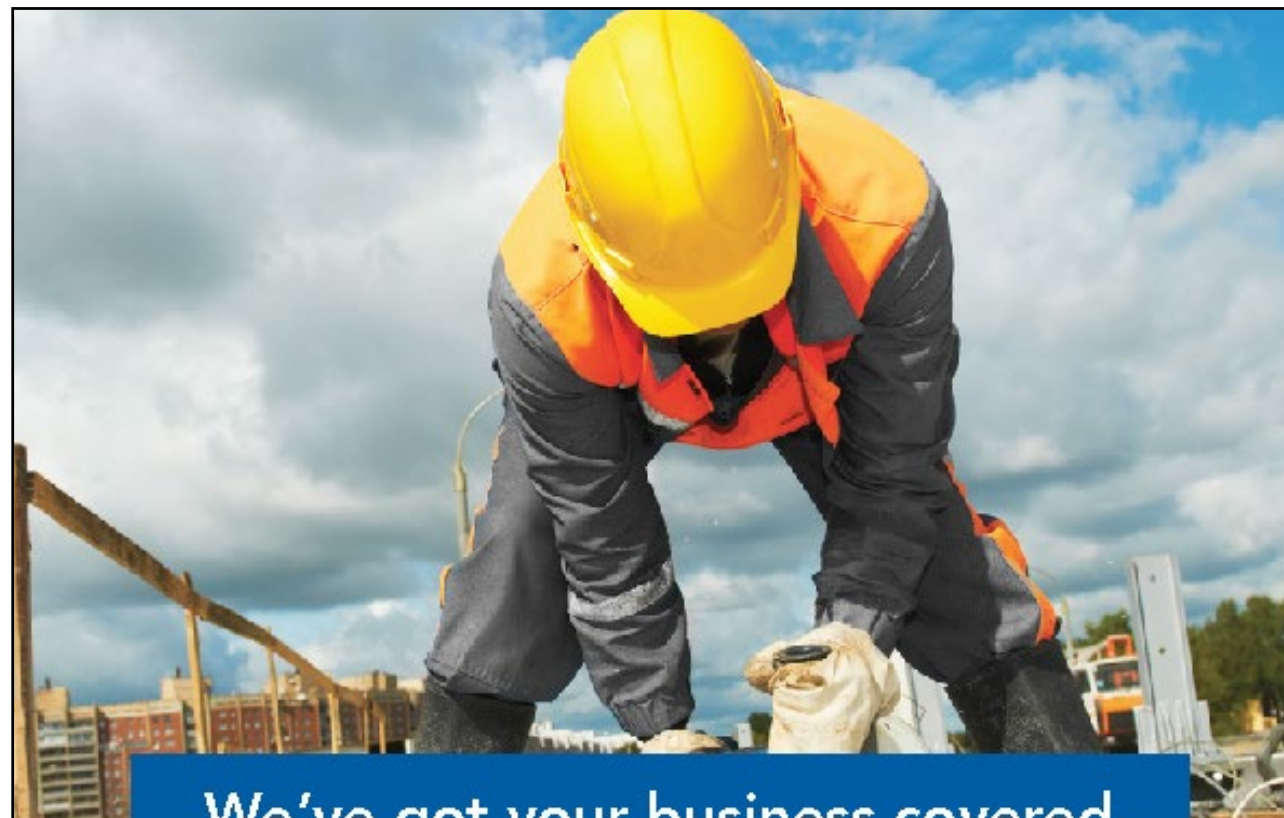
Jai Sai Ram, LLC v. Bor. South Toms River Common sense prevailed in a decision of the Appellate Division approved for publication holding the “time of application” rule is not to be used as a bar to preclude an applicant for a use variance from taking advantage of the benefits

of a favorable zoning change adopted by the municipality after the filing of the application. Such a bar would be contrary to the legislative intent of the time of application rule, which was adopted for the purpose of protecting the investment backed expectations of applicants against retaliatory zoning action of a municipality taken while land use applications are pending, a practice not uncommon under the prior “time of decision” rule. For a more detailed discussion of this decision, see Giordano attorney Paul Schneider’s article at <http://www.njenvironmentlaw.com/court-rules-time-of-application-rule-is-a-shield-not-a-sword/>.

**INSURANCE COVERAGE FOR
SUBCONTRACTOR DEFECTS**

In Cypress Point Condo. Ass’n, Inc. v. Towers

On August 4, 2016, the New Jersey Supreme Court issued a unanimous decision in a case entitled *In Cypress Point Condo. Ass’n, Inc. v. Towers*, (Aug. 4, 2016), holding that a subcontractor’s faulty workmanship, and the damage resulting from the faulty work, is covered as “property damage” under a property developer’s commercial general liability insurance policy. A thorough discussion of the Cypress Point decision written by Giordano attorneys Timothy DeHaut and Justin English, which is expected to have lasting impact on developers, contractors, and subcontractors, can be found at the following link: <http://www.litigationlandscape.com/new-jersey-supreme-court-finds-coverage-under-a-developers-commercial-general-liability-policy-for-a-subcontractors-faulty-workmanship/>



We’ve got your business covered.

**Risk Management and Surety Bond Solutions for
the Shore Builders Association of Central New Jersey.**

Top quality risk management with bottom line benefit - that’s the goal of our individualized risk management solutions. At USI, we have construction specialists that combine deep data, broad experience and national resources to custom-fit an insurance plan that meets your needs.



Kim Manicone
Commercial Insurance & Risk Specialist
USI Insurance Services
732.908.5556
kim.manicone@usi.biz



Property & Casualty | Employee Benefits | Personal Risk | Retirement Consulting

©2014-2016 USI Insurance Services. All Rights Reserved.



EXPERIENCE THE DIFFERENCE
732-886-1940



Resolving Complexity
Engineering Progress

MATRIX **NEW** WORLD

Land Development Services

Civil Engineering

Surveying & Mapping

Professional Planning
for Land Development

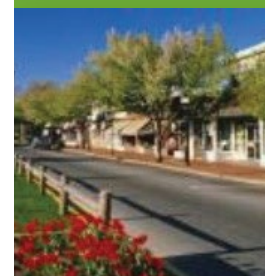
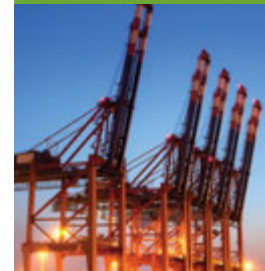
Marine & Waterfront
Engineering

Geotechnical Engineering

Landscape Architecture

Matrix New World Land Development Services are recognized leaders in engineering, surveying, and landscape architecture consulting services. The combined strengths of our licensed and certified professionals enables us to serve a wide variety of clients in the private sector, as well as all levels of government, public authorities, and non-profit organizations in the United States.

Our engineers, planners, LEED professionals, licensed surveyors, and landscape architects stand ready to assist our clients and address their needs. We demonstrate our understanding of their vision by emphasizing the importance of client satisfaction, and recognizing the value of client relationships.



Matrix New World Engineering
Certified WBE / DBE / SBE
442 State Route 35, 2nd Floor
Eatontown, NJ 07724
732.588.2999
matrixnewworld.com

COMMITTEES

**Committees are a vital functional of our Association.
Make your membership more meaningful by getting involved.
Become an active member of a committee!
Committees general meet one hour, once a month**

- ❑ **ASSOCIATE MEMBERS:** This committee works for the betterment of all associate members. This committee is responsible for the BEAM (Builders Employing Associate Members) Award as well as the SBACNJ and NJBA Associate of the Quarter nominations.
- ❑ **BY-LAWS, POLICIES, PROCEDURES & ETHICS:** This committee has been formed to review and update the SBACNJ bylaws, when necessary, as well as set policy for the betterment of the Association.
- ❑ **GOLF CLASSIC:** This committee meets 6 times per year, beginning in February, to plan the SBACNJ Annual Golf Outing. As a committee member it is important to be available the day of the outing to work as an event volunteer.
- ❑ **LEGAL/LEGISLATIVE & ENVIRONMENTAL:** This committee interfaces with local and state municipalities to maintain good relations, provide exchange information flow, and oppose adverse government regulations on the building industry in Monmouth, Ocean, Middlesex and Mercer Counties. The committee considers challenging ordinances, practices, and policies of municipalities which are harmful to SBACNJ members.
- ❑ **MEMBERSHIP SERVICES AND PROGRAMS:** This committee recruits new members, screen prospective applicants, retains current members as well as conducts new member orientation and special membership drives.
- ❑ **SALES & MARKETING:** This committee promotes professionalism in sales and marketing and further educates the members on the latest ideas available to Builder and Associate members. This committee also plans the Annual FAME (Fabulous Achievement in Marketing Excellence) Awards Banquet. The committee keeps industry views before the public and creates a better public image of the Association and the role it plays in the community.
- ❑ **MARTELL'S:** This committee promotes professionalism in responsible for setting up and running the Builder Dune Buggy Race the evening of Martell's BBQ on the beach. As a committee member it is important to be available the day of the event.
- ❑ **YOUNG PROFESSIONALS:** This committee promotes participation and increases opportunities for young professionals in the building industry by developing interesting programs that provide a forum for networking, continuing education, professional growth, development of leadership skills and access to a professional community.
- ❑ **PROFESSIONAL WOMEN IN BUILDING COUNCIL:** This council is recognized and chartered by NAHB and is dedicated to promoting, enhancing, and supporting home building and women in the home building industry. This council is open to all member companies and their employees. There is a fee of \$50 per member to join the council and is open to men as well.

If you are interested in joining one of the committees or being a member of the Professional Women in Building Council, please contact the SBACNJ Office in Lakewood at 732-364-2828.

In business it's all about gaining an advantage.

Whether you're well established or just starting out, the New Jersey Natural Gas Advantage can help grow your business.



The Reliability Advantage

For over six decades, New Jersey Natural Gas (NJNG) has been providing the natural gas that keeps homes warm and businesses running for nearly half a million customers. Natural gas is there when you need it – just like we are.

The Value Added Advantage

Natural gas heat and appliances add value to any home or business. They are easy to run and easy to maintain. No messy oil tanks, special permits or insurance premiums. Hassle free for your buyers.



The Safety Advantage

Our Partners in Safety team works directly with builders, contractors, municipalities, code officials and others to provide the FREE training and resources needed to ensure we all live and work safely with natural gas. Visit njng.com/safety to learn more.

The Savings Advantage

Buyers know natural gas is the smart energy choice and that heating with electricity, fuel oil or propane could cost two-to-three times more. Financial incentives offered through NJNG and New Jersey's Clean Energy Program™ are driving buyers to choose homes and businesses with natural gas.



The Service Advantage

"Highest in Customer Satisfaction With Residential Natural Gas Service in the Eastern U.S. Among Large Utilities, Four Years in a Row."

"Highest in Customer Satisfaction With Business Natural Gas Service in the Eastern U.S., Two Years in a Row."*

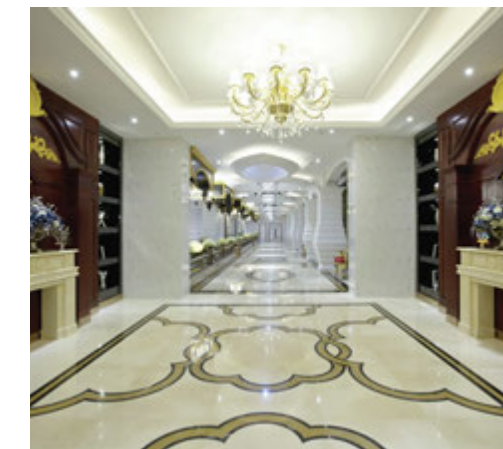
Get the New Jersey Natural Gas Advantage.

Call Bob Gallo, manager of marketing, at 732-938-1143 or e-mail bgallo@njng.com.



www.njng.com

*New Jersey Natural Gas received the highest numerical score in the Eastern U.S. in the proprietary J.D. Power and Associates 2009-2012 Gas Utility Residential (among large utilities) and 2011-2012 Business Customer Satisfaction Studies™. Studies based on 63,584 (Residential Study) and 10,236 (Business Study) online interviews with respondents in the Eastern U.S. (CT, DC, MD, MA, NH, NJ, NY, PA, RI, VA). Proprietary study results are based on experiences and perceptions of business customers surveyed May 2011-August 2011 and October 2011-January 2012 and residential customers surveyed September 2011-July 2012. Your experiences may vary. Visit jdpower.com.



SERVICE THAT EXCEEDS EXPECTATIONS



AQC offers janitorial and property maintenance services to management companies and builders. We at AQC take all aspects of quality very seriously.

That's why we've made it our priority to exceed our clients expectations for customer service, workmanship and price.

WHY AQC?

20 years of knowledge and experience in the janitorial maintenance industry

We specialize in maintaining Community Homeowner Associations and Model Homes

Our project managers supervise our employees with monthly inspections

We assist each community with preventative maintenance programs

AQC provides detailed deficiency reports to all communities

AQC uses environmentally green products

Affordable Quality Cleaning, LLC is a Commercial Cleaning and Maintenance Company founded in 1998. We proudly service the common areas of condominium properties and model homes for builders/ developers throughout New Jersey. We are members of Community Associations Institute, Shore Builders Association and Jackson Chamber of Commerce.

Affordable Quality Cleaning, LLC works closely with builders/developers to maintain the models pristine appearance. At AQC, we

understand that clean models help future home buyers visualize the model as their own home. AQC also provides carpet steam cleaning, tile & grout deep cleaning, window cleaning and marble polishing.

The entire staff at Affordable Quality Cleaning takes great pride in servicing all our accounts. AQC employees are reliable, hardworking and always accommodating to the specific needs of every customer. AQC inspects all models and common areas bi-weekly to ensure that the cleaning meets our customer expectations.

We at AQC take all aspects of quality very seriously, that's why we've made it our priority to exceed our customer's expectation for customer service, workmanship and price. Our commitment is to provide outstanding customer service at an affordable price with a focus on the fine details.

CONTACT US TODAY
732.905.9661 | www.AQCO.net

EVENT Recap

Installation and Holiday Party

On December 9th over 170 Shore Builders members and guests came together at Jumping Brook Country Club to celebrate the start of the Holiday season and the installation of the 2016 Officers and Board of Directors.

President – Tom Bovino, LMB Development Corporation Vice-President – Michael Kokes, Kokes Organization

VP of Associates – Suzzane Kronenfeld, Gloria Nilson & Co. Real Estate Treasurer – Chris Amato, CMM Construction

Secretary – Marge Karabuta, Innovative Property Management / iinj Realty

Economic Forecast

140 members attended the Economic Forecast on January 13th at Jumping Brook Country Club. Kevin Gillen, Chief Economist, Meyers Research, a Kennedy Wilson Company was the speaker. Members were asked to invite prospective members at no cost to hear the forecast as well as have an opportunity to hear Tom Bovino speak on the benefits of membership, the importance of a strong association and the direction that Shore would like to take in 2016.

FAME

On February 25th over 200 Association members came together at South Gate Manor in Freehold to celebrate the Annual FAME (Fabulous Achievements in Marketing Excellence) Awards. Congratulations to all of our winners especially the Young Professionals who were

recognized for their outstanding achievements in 2016 as well as the community of the year winners:

DelWebb – Adult Community – River Pointe

K. Hovnanian Homes – Townhome Community – Montgomery Ridge

K. Hovnanian Homes – Single Family Detached Community (Under 30 Homes) – Magnolia Ridge Estates Sharbell Development – Single Family Detached Community – Springside at Robbinsville

Thank you to our event sponsors especially Gannett NJ, our event super sponsor.

We have already booked the date for 2017 so please put 03/02/2017 on your calendars!



Martell's

A record number 400+ members and friends join us on the beach for a fabulous event! The builder dune buggy race was again a huge part of the evening's success. Thank you to CMM Construction, Walters Homes, Palatial Homes, Prima Builders & LMB Development for participating in this year's race and a special congratulations goes to Pittenger Builders our 2016 race winner.



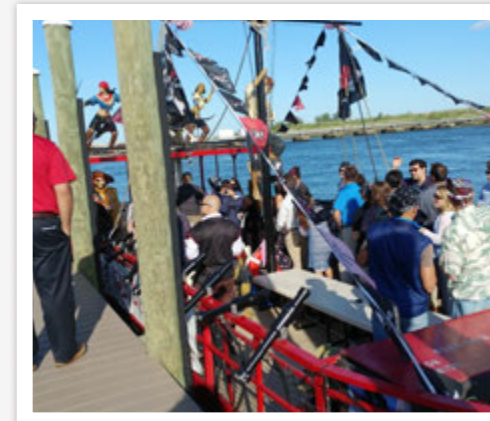
Special Event

On May 4th & October 26th we had two SBACNJ Associate Sponsor/Builder events at the Beach Haus Brewery in Belmar and the Biergarten in Asbury Park.

Many of our builder members came out to support our revamped sponsorship program, and in May, they heard a presentation from Congressman Tom MacArthur.

Networking Events

SBACNJ has had two successful networking events and one awesome happy hour over the past few months. Thank you to Ferguson in Lawrenceville and Avalon Flooring in Ocean Township for hosting our April Post Convention Schmoosa Palooza and May Night of Networking events. Each night brought out over 100 members.



The Rusty Guns Happy Hour which took place on June 9th at Waypoint 622 in Brielle was our most well attended happy hour to date and will surely become an annual event. Not to be outdone by the old folks our young professional's committee arrived in pirate style.



Golf

Our Annual Golf Outing took place on Monday, June 20th at Jumping Brook Country Club followed by the Summer Kick-Off dinner and gift auction. The outing was sold out early and sponsorships filled up as well. This was another great Shore event topped off by the awesome weather.



Pinball PAC Event

On August 24th we had our second annual local PAC fundraiser at the Silverball Pinball Museum in Asbury Park. This event was a sellout with 120 attendees. Thank you to our event sponsors:

Pittenger Builders - Prima Builders - Giordano Halleran & Ciesla - FWH Associates - All County - Palatial Homes - Trident Environmental Consultants - Citizen's Bank - C & L Sweeper & Maintenance Services



Builder's Council

The effort and support of the builder members of the Association is critical to creating a strong foundation from which we can grow and retain overall membership. The purpose of the Builders Council is to provide a forum specifically geared toward airing and solving issues and concerns of builders in the day-to-day of their businesses.

A trade association, by definition, is an organization founded and funded by businesses that operate in a specific industry. An industry

trade association participates in public relations activities such as advertising, education, political donations, lobbying and publishing, but its focus is collaboration between companies.

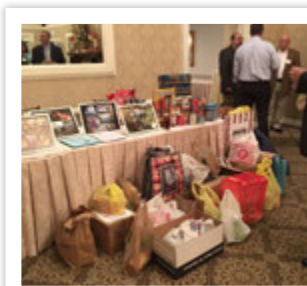
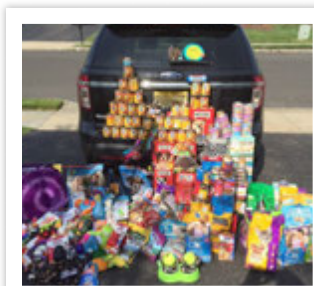
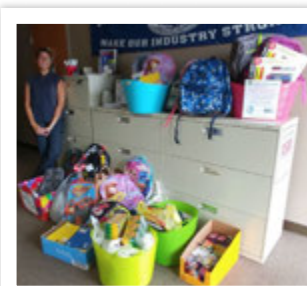
The greater the number of companies, the greater the collaboration and the greater the collaboration, the greater chance of effectiveness and success. An active and closely knit Builders Council will insure the continued success and growth of our Association.



Professional Women in Building of the Garden State Council

Shore Builders is proud to be the first NJ chapter of the NAHB Professional Woman in Building. Thank you to Giovanna Pergola and Dean Mon who attended IBS and accepted our charter certificate.

On May 3rd some members of the group participated in Habitat for Humanity National Woman Build Day. Rain and cold weather did not keep our ladies from completing a deck build on a group home in Toms River.



PWB Special Projects:

The Professional Woman in Building of the Garden State participated in a "Tools for School" school supply drive in conjunction with the United Way of Ocean County. They also collected pet supplies at Martell's for the Pet Pantry of the Monmouth County SPCA,

collecting over 1000 items and \$1500.00. At the September GMM the PWB helped Foodstock requesting non-perishable food items and collected over 558 pounds of food! The Foodstock main event takes place on October 15th in Freehold.

The council has been growing leaps and bounds over the past few months and currently has **32 members, both men and women, from around the State.** If you are interested in joining the council call our office at **732-364-2828.**

2016 Platinum Sponsors
AMBOY BANK • COWAN GUNTESKI & CO.
FWH ASSOCIATES • FERGUSON ENTERPRISES
GIORDANO, HALLERAN & CIESLA

2016 Master Sponsors
ALL AMERICAN FORD • BLACKMAN PLUMBING SUPPLY
C & L SWEEPING & PAVEMENT MAINTENANCE • EAM ASSOCIATES
EARLE RESIDENTIAL-COMMERCIAL CONSTRUCTION, LLC
DW SMITH ASSOCIATES • GENERAL PLUMBING SUPPLY
JAMES HARDIE BUILDING PRODUCTS • OCEAN FIRST BANK
MATRIX NEW WORLD ENGINEERING • NEW JERSEY NATURAL GAS
USI INSURANCE SERVICES • WELLS FARGO HOME MORTGAGE
WINDOWRAMA

When it comes to building materials the name more people trust is



As a builder, you're reputation means everything. So why not team up with one of the most trusted name's in building materials, Woodhaven Lumber & Millwork, New Jersey's premier one-stop building material supplier for over thirty years. We're dedicated to building long-term relationships with our customers – relationships based on trust, industry knowledge, fair prices and unequalled personalized service. Discover the Woodhaven Advantage, visit any of our five convenient locations or call Paul Glinn at 732-901-0030.

Building Materials & Kitchen Showrooms			Kitchen Showrooms	
Lakewood	Manahawkin	Point Pleasant Beach	Milltown	Shrewsbury
200 James St.	725 E. Bay Ave.	1303 Richmond Ave.	Heritage Plaza	845 Broad St.
732-901-5518	609-597-1118	732-295-8800	246 Ryders Ln.	732-933-0313
			848-299-4760	

Architederal Millwork • Dimensional & Engineered Lumber • Roof & Floor Trusses • Prefabricated Wall Panels • Drywall & Gypsum • Plywood • Insulation • Interior Stairs & Railings • Exterior Decking & Railing • Windows & Skylights • Commercial & Residential Doors • Kitchen Cabinetry • Granite, Engineered Stone, Marble Countertops • Hardwood & Laminate, Inlay Flooring • Hardware & Tools

Another project financed by Investors Bank

Commercial Loans to
\$30 Million

Residential Loans to
\$2.5 Million

Investors Bank is your resource for building success.

At Investors, we offer a variety of loan options to meet the needs of the commercial real estate community. Our Lending teams are made up of experienced professionals who are responsive to your borrowing needs. **Contact us today.**

Bert Owens
Short Hills Office
973.924.5251

George Campbell
Spring Lake Office
732.282.7101

Visit myinvestorsbank.com



 **investors Bank**
Banking in *your* best interest.



Member Advantage at a Glance

www.nahb.org/ma

Lowe's - Visit www.LowesForPros.com/NAHB or call 877-435-2440 and register to save 2% on your Lowe's Accounts Receivable (LAR) purchases and free delivery on purchases over \$500. Save an additional 5% every day at the store when they mention the 5% at time of purchase and when using their LAR.

General Motors - \$500 exclusive private offer on most Buick, Chevrolet and GMC vehicles. Business Owners receive a \$1000 private offer on select vehicles and may also qualify for additional incentives, visit www.nahb.org/ma and click on the GM logo to find out more.

AT&T, Verizon, Sprint & T-Mobile - Savings up to 35% including a free analysis of new and existing plans. Program offers free mobile to ANY mobile, free mobile device management, dedicated help desk support, and much more. Visit www.eMemberBenefits.com/NAHB or call 866-430-NAHB (6242).

2-10 Home Buyers Warranty - Visit www.2-10.com/NAHB or call 855-280-1328 to receive exclusive access to discounts on select products, including the Builder Backed Service Program and the systems and appliances warranty.

AXA Equitable - Offers full-service, low-cost retirement plans that can help reduce taxes while saving for life in retirement. Visit www.axa.com/nahb or call 800-523-1125, option 3, department 2046 and mention NAHB.

UPS Savings Program & YRC Freight - UPS discounts of up to 36% on a broad portfolio of shipping services. Savings of at least 70% on less-than-truckload shipments 150 lbs. or more with UPS Freight and YRC Freight. Visit www.1800members.com/NAHB or call 1.800.MEMBERS (800-636-2377) for more information.

TransFirst - Payment solutions with average savings of 16% per year. Web/mobile tools, credit card and eCheck processing and more. Free "Savings Analysis" call 800-613-0148 or visit www.TransFirstAssociation.com/NAHB.

Dell - Up to 30% off on all Dell computers. Call 800-757-8442 and Mention NAHB or visit www.dell.com/nahb

Associated Petroleum Products (APP) - Earn \$0.015 for EVERY gallon purchased using the APP Fuel Card program. Visit www.associatedpetroleum.com/nahb to enroll or call 800-929-5243, Option 6 & mention NAHB.

GEICO - Exclusive discounts for members on auto and home owners insurance. Visit www.geico.com/disc/nahb or call 800-368-2734 and mention NAHB for a free quote.

Hertz - Up to 20% off on rental cars and FREE Gold Plus Rewards membership. Visit www.hertz.com/nahb or call 800-654-2200 and use CDP# 51046.

Avis - Up to 25% off rental cars and FREE Avis Preferred Service membership at www.avis.com/nahb or call 800-331-1212 and use AWD code G572900

Budget - Up to 20% off rental cars and FREE Budget Fastbreak at www.budget.com/nahb or call 800-283-4387 and use BCD code Z536900

Hewlett Packard - Discounts: 9% notebooks, 5% printers/scanners, 7% handhelds, 12% workstations, 16% servers, 12% storage and more. Call 888-202-4488 and mention pass code "NAHB" or visit www.hp.com/go/nahb

Office Depot - 10% off all delivery orders. Free shipping on orders of \$50 or more. Call 800-274-2753 mention NAHB.

Omaha Steaks - Save 10%, in addition to any online specials. www.OSincentives.com/promo/nahb

Endless Vacation Rentals - 25% discount on over 200,000 vacation rentals worldwide. Call 877-782-9387 and mention NAHB at time of reservation or go to www.endlessvacationrentals.com/nahb

Wyndham Hotel Group - 15% off at over 7,400 hotels. Call 877-670-7088 and mention ID 8000002688. Go to www.nahb.org/ma and click on the Wyndham logo to find out more

FTD - 20% off floral arrangements and gifts at www.ftd.com/nahb or call 800-SEND-FTD use code 17421

NAHB Career Center www.nahb.org/careers - 20% off of standard rates for job posting & 15% off other HR services.



COWAN, GUNTESKI & Co., P.A.
 Certified Public Accountants and Consultants

While you're planning your build, we're building your plans.



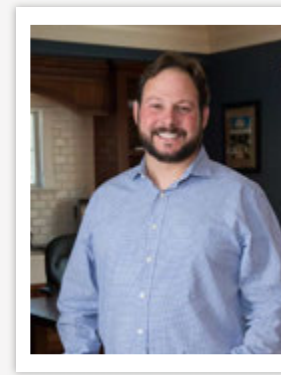
Financial Reporting
 Profit Enhancement
 Business Consulting
 Wealth Management

From business to financial to succession plans, we provide you with the tools you need to grow your business. We can help you effectively manage business and operational issues allowing you to focus your time and resources on your next build.

**PARTNERING WITH BUILDERS TO ACHIEVE THEIR FINANCIAL GOALS
 AND A BETTER TOMORROW**



Chris Cowan, CPA, CCIFP®
www.CGteam.com
 732-349-6880



Chris Amato
 CMM Construction

Coding for BUILDING ON THE WATER

Builders on the Jersey Shore take great pride in homes construction on highly desirable coastal areas. To that end, we provide beautiful homes that adhere to the strictest of construction codes. We work closely with engineers, architects, and local municipalities to ensure all codes are met or exceeded. Jersey Shore Builders collective experience provides the know how required to build homes that will withstand severe storms and extreme weather conditions beyond the codes. The materials to use and the techniques to implement to create the durability required here on the jersey shore.

The wind zone and flood zones we build in require special engineering. Winds can reach extremely high speeds and homes need to be built to meet or exceed 100mph. The salt in the air can affect every natural element used in home construction including wood, metals, and stone. Flood zones and rain run-off present their own challenges. We must make sure that materials used and calculations done are both sufficient for the long term and affordable to the home owners. These details make it very important to work with shore specific builders if you desire to build near the shore.

The codes help us keep to a specific standard that committees have decided will best combat extreme shore weather, however in addition to this there is a local knowledge that is learned best through experience. This local knowledge includes details like how stainless steel is the best material for fasteners to resist rust, and natural materials tend to resist rot in high water areas. The combination of these two areas of expertise help create the best situation possible for home security, efficiency, and beauty on the Jersey Shore.

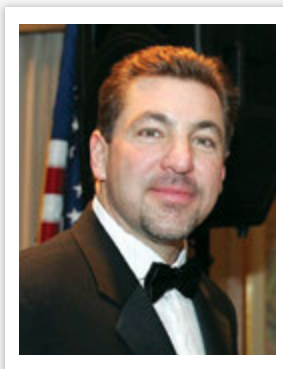


Since 1983 Paul Amato and the CMM Construction team have been building homes in the Monmouth and Ocean County area. Over the years we have built a solid foundation in both reputation and process to help custom build your project.

Our portfolio spans from schedule and budget driven commercial projects to the ultimate in luxury homes. We continue to build on our thirty plus years in business and hundreds of years of combined experience from our local craftsman into the next generation of homes.

VOTED BY THE HOUZZ COMMUNITY AS A WINNER OF THE BEST OF HOUZZ 2015 AWARDS!





Mike Kurpiel

5 Pillars That Create THE VALUE OF MEMBERSHIP

There are 5 key pillars that help to frame the value of membership within our association. These pillars are the perfect tool to recruit new members and maintain relationships with current members.

Advocacy

The Shore Builders Association of Central NJ represents the home building industry on the local level in Monmouth, Ocean, Mercer & Middlesex counties. With just over 300 members, we are the voice of the community when it comes to addressing issues within the building industry.

Expertise

The New Jersey Builders Association represents the home building industry at the state level, and often works with individual locals at the municipal level. NJBA has staff that is knowledgeable on statewide issues concerning your industry & government affairs. The battles won have resulted in members saving thousands of dollars per home.

The National Association of Home Builders (NAHB) represents our industry at the federal level.

Why It Matters: Building codes can have a profound impact on the comfort and safety of residents as well as the cost of construction and the cost of operating the home. NAHB can help members work toward cost-effective and safe codes. There are staff liaisons available to assist you. NAHB also offers members FREE legal research, sample contracts and more!

Savings

Save money and earn back your membership dollars by taking advantage of various discount programs! There are several programs like the Member Rebate Program, and the NAHB Member discounts like \$500 / \$1,000 GM Discount offer, Verizon discounts and more!

Networking

Get involved, get to know fellow members on both the local and the state level. Members are welcome at all state meetings & events. Attending events is a great way to network. Sponsorship opportunities are available and will allow you to promote your business too other HBA members. Participate or volunteer in local events. On a local level, the SBACNJ gives everyone an opportunity to participate in the FAME Awards, Tiki Party, Golf Outing, BEAM & Awards Member Appreciation Night as well as free happy hours or low cost networking events.

Knowledge

Free or low cost seminars offered by the Local & State Associations. On occasion, we will partner with local like-minded organizations and hold joint seminars.

Get Certified! NAHB has a variety of Certification programs for both Builders & Remodelers, at discounted prices. You can access these courses conveniently online from your office or from home.

When in need, members have access to professionals on all three levels, who are knowledgeable industry experts!

By utilizing these five pillars you will learn to leverage your membership and make it work for you. If you're not a member, keep in mind that some battles being fought on behalf of the building industry are much bigger than others. At some point, the battles being fought in other states, may end up being the same battles we will have to fight here in New Jersey in the near future. If it affect's one, it may affect us all. The strength of our organization lies within our membership.



PROUD TO BE A MASTER SPONSOR



ALL AMERICAN



OLD BRIDGE, NJ
3698 RT. 9 SOUTH
732-591-1111

POINT PLEASANT, NJ
3306 BRIDGE AVE.
732-892-4200



BRICK, NJ
575 BURNT TAVERN RD.
732-892-8869



HACKENSACK, NJ
520 RIVER STREET
201-487-6700



PARAMUS, NJ
375 RT. 17 SOUTH
201-262-4900



KINGSTON, NY
128 RT. 28
845-338-7800

ALL AMERICAN COMMERCIAL TRUCK CENTERS



The right place to find
The right commercial vehicle at
The right price!

www.AllAmericanCommercialTrucks.com



Feeling Overwhelmed by Energy Efficiency?

Providing Solutions for High-Performance Construction

- * Energy Code
- * Energy Star
- * HERS Ratings
- * HVAC Design



EAM ASSOCIATES



3350 Highway 138 West
Building 2, Suite 223
Wall, New Jersey 07719

E-mail: info@eamenergy.com
Phone: (732) 556-9190
Fax: (732) 556-9195

www.eamenergy.com



SHORE BUILDERS

Association of Central NJ, Inc.

2016 / 2017 CALENDAR OF EVENTS

Wednesday, December 7 Annual Installation – *Jumping Brook Country Club*

Thursday, January 19 Economic Forecast – *Jumping Brook Country Club*

Thursday, March 2 FAME Awards – *South Gate Manor*

*Date and location is subject to change.

STARK & STARK ATTORNEYS AT LAW

The complex and diverse real estate market is complete with both risk and opportunity. Clients draw on Stark & Stark's capabilities across many legal service specialties to reduce risks and maximize opportunities.

For almost 80 years, Stark & Stark has developed innovative solutions to meet each client's needs. More than 115 attorneys, 27 practice areas and a philosophy of putting the law to work for our clients is the basis from which we build and maintain our relationships.

Stark & Stark is a regional law firm with a national client base with offices in Princeton, Philadelphia, Marlton, New York and Newtown.

Gary S. Forshner, Esq.

609-895-7250 • gforshner@stark-stark.com

www.Stark-Stark.com
www.NJLawBlog.com

Princeton Philadelphia Marlton New York Newtown

993 Lenox Drive, Lawrenceville, NJ 08648



Shore Builders Honors Members and BEAM WINNER

Shore Builders Honors Members and BEAM Winner at their Member Appreciation: A Night of Honor Event.

Congratulations to all of our award winners at our Member Appreciation and Night of Honor event in September!

And the winners are...

Associate Continuous Service
- Bill McNamara

Associate Hall of Fame, Company
- Amboy Bank

Associate Hall of Fame, Individual
- Suzzane Kronenfeld

Associate of the Year
- Rich Robinson

Builder Continuous Service
- Barbara Schoor

Builder Hall of Fame
- Tom Troy

Builder of the Year
- Toll Brothers

Cornerstone Award
- Wanessa Vaccaro

Jack Meyer Memorial Rookie of the Year Award
- Georgette Kyriacou

Community Service Award
- Marlen Kroll

BEAM Award
- Pr1ma Builders



Thank you to all of our Platinum and Master sponsors, and to our attendees for celebrating with us!



SHORE BUILDERS
Association of Central NJ, Inc.

2015 BEAM Award Recipient

Pr1ma Corporation





Thank You to Our Gold Star Members



Thank You to Our Gold Star Members

- | | | | | | |
|------------------------|-----------------------|----------------------|-----------------------|--------------------------|-------------------------|
| 1st Advantage Mortgage | Anthony M. Condouris | CPL Partnership | Dakan Homes | FirstService Residential | Ingalls Custom |
| Ability Home Services | Architect | Caliber Home Loans | Danitom Development | French & Parrello | Contracting |
| Affordable Quality | Appliance Brokers | Campbell Supply Co. | Design 446 | Gannett NJ | Insite Engineering |
| Cleaning | Arya Properties | Century 21 Action | Diversified Fixture | Gloria Nilson & Co. | Investors Bank |
| All American Ford of | Association Advisors | Plus | Dolphin Homes | Real Estate | ITEC Consultants |
| Old Bridge | Avalon Flooring | Citizen's Bank | Ducky Johnson | GUDHome By CMM | JGS Insurance |
| All American Ford of | Barrymor Enterprises | Coastal | EBA Flooring | Grunin Properties | J.M. Seddon Contracting |
| Pt. Pleasant | Bill-Jim Construction | Community Investment | Edward Bucci Builders | Hammer Land | Jocama Construction |
| All County | Blackman Plumbing | Strategies | Everbank | Engineering | John Rod & Co. |
| Allied Real Estate | Supply | Concept Engineering | FTA Design Studio | HF Closet Systems | K. Hovnanian Companies |
| Management | Bowman Consulting | Concepts | Farmer Brothers | High Point Development | Kalian Corporation |
| America's Home Place | Group | Crown Homes | Contracting | Hollister Construction | KAP Management |
| Angela Mermini Designs | C. Caruso Excavating | Czurlanis Drywall | FEM Real Estate | Services | Kokes Organization |

A Gold Star Member voluntarily contributes an additional \$100.00 to the Association. As a Gold Star Member you will be listed in every issue of Bulletin Board magazine as well as receive a gold magnetic name badge.



Thank You to Our Gold Star Members



Thank You to Our Gold Star Members

- | | | | | | |
|--------------------------------|----------------------------------|--------------------------------|-------------------------|---------------------------|-------------------|
| Landscape Maintenance Services | MidAtlantic Engineering Partners | Penn Jersey Development | ReVireo | Storm Master | Weyerhaeuser |
| LMB Development | Miele | Pillari Layout Services | Re/Max Real Estate | The Kelly Group | Wharton Surety |
| Lanwin Group | Mountain Millwork | Pittenger Builders | Renaissance Terrace | Tile-It | Consultants |
| Louis & Sons Drywall | MPA Painters | Premier Builders | Robertson Douglas Group | Toll Brothers | WithumSmith+Brown |
| Luma Drywall | Mr. John | Premier Climate Care | Rosengarten Companies | Trident Environmental | Woodhaven Lumber |
| Manasquan Savings Bank | N2 Architecture | Premier Development | Ryan Homes | Tyler & Carmeli | |
| Maser Consulting | Najarian Associates | Pr 1ma Corporation | Seashore Framing | Universal Supply | |
| MCH Developing | National Contractors | Prime Lending | Seigel Homes | Wales Darby | |
| McCue Captains Insurance | Omega Pools | ProBuild | Slabjack Foundations | Walters Group | |
| Melillo+Bauer | Pace Advertising | PulteGroup | Sokol Behot & Fiorenzo | Warshauer Electric Supply | |
| Merit Kitchens | Padula Builders | Quick Response Fire Protection | Somerset Development | Wells Fargo Home Mortgage | |
| Metrostudy | Palatial Homes | Reno's Appliance | Stewart Title | | |
| | Pella Windows & Doors | | | | |

A Gold Star Member voluntarily contributes an additional \$100.00 to the Association. As a Gold Star Member you will be listed in every issue of Bulletin Board magazine as well as receive a gold magnetic name badge.

THE BUILDER CONNECTION



 Like **Shore Builders on Facebook!** 