

# Community Trends<sup>®</sup>

October 2017

## C·A·I·N·J ANNUAL CONFERENCE & EXPO

**ATTENTION:**  
COMMUNITY BOARD MEMBERS, HOMEOWNERS, COMMUNITY MANAGERS

**OCTOBER**  
**18<sup>TH</sup>** 2017

NEW JERSEY CONVENTION  
AND EXPOSITION CENTER  
AT RARITAN CENTER  
97 SUNFIELD AVENUE,  
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**GIFTS,  
GIVEAWAYS AND  
COTTON CANDY**

**STEP  
RIGHT  
UP**

**EDUCATION!**

**IF YOU LIVE IN A CONDO OR HOA  
THEN YOU CAN'T MISS THIS**

**FREE CATERED  
BREAKFAST AND LUNCH**

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AND HOA  
EXPERTS**

**\$5,000  
IN CASH PRIZES**

**CONFERENCE & EXPO EDITION**

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**community**  
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## Thank You For Your Support!

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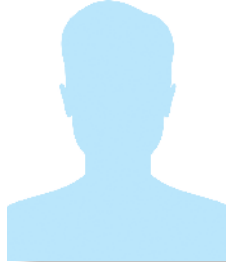
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**“Welcome back my friends to the show that never ends  
We’re so glad you could attend, come inside, come inside”**

Emerson Lake & Palmer – “1st Impression Part 2”

Welcome one and all to New Jersey Convention and Exposition Center in historic Edison, New Jersey for the 2017 CAI-NJ Annual Conference & Expo! We are very excited this year to present our Carnival theme, under the CAI Big Top, there is something for everyone!

For those of you that may be attending for the first time, we are so glad that you chose to join us today. We hope you will take the time to attend one or more of our education programs, visit with some or all of our 167 exhibitors, and take some time to learn about the benefits of CAI. We expect that you will find your time spent here both interesting and educational.

And for those of you who have been here before... well, you know the drill (but we are appreciative that you have made the commitment to come back!).

This year the Annual Conference & Expo begins with a bang at our Pre-Conference Networking Reception (and “Live Band” After-Party) on Tuesday night (October 17th). Of course, the main event is on Wednesday, October 18, 2017, starting the day with a complimentary breakfast and later, lunch (who doesn’t love free food?).

But if you weren’t drawn into the event for the free food, during the main event you will have an opportunity to win cash prizes throughout the day! Step right up and put your name in to win \$1,000 an hour until CAI has given away a total of \$5,000 to lucky attendees (you must be present to win)!

If you are an owner in a community association, you won’t want to miss the educational seminars on insurance and disaster planning, in addition to visiting the many ven-

dor booths giving you a chance to meet face-to-face with service providers and professionals that you may never have met in person and meet a few new ones as well.

If you are a community association manager, take the time to attend one of the seminars geared towards management, like the LAC presentation on the new Radburn Bill. The committee works very hard on finding timely and educational topics that will enhance your knowledge to

***“Step right up and put your name  
in to win \$1,000 an hour  
until CAI has given away  
a total of \$5,000 to  
lucky attendees...”***

wow your boards! It will also give you an opportunity to sit down after standing in your booth meeting potential new clients!

If you are a business partner or vendor, here’s your opportunity to be in the spotlight to engage with both managers and homeowners to show how your services will benefit their associations. I know I look forward to meeting new vendors exhibiting for the first time to get to know them and the different services they provide.

I want to thank those who have dedicated their time and efforts to becoming certified, accredited, and/or licensed in our profession. That includes managers who

CONTINUES ON PAGE 98



# LOOKING AHEAD

LARRY THOMAS, PCAM | CAI-NJ CHAPTER EXECUTIVE DIRECTOR

It's that time of the year again, summer is winding down and the kids are back to school. This is also the time of the year that all of us should be making plans to attend the annual CAI-NJ Annual Conference and Expo. For those that attended last year, I'm sure you'll agree with me that that this was one of our best conferences in recent years. I can tell you that the Conference and Expo committee has worked very hard to provide you with an even better experience. Pat McGlone as Chair and Cheryl Rhine as Vice Chair met with the committee monthly to discuss the days event and rest assured, they along with the committee, Angela as staff liaison and Mohammed Salyani and Donna Belkot as Board liaisons have covered "all the bases" to make this a great day for all of our members.

I am asking that everyone "spread the word" among their colleagues and industry connections. This is the one event that boards should not only allow but should encourage their management teams to attend. I'm sure that your maintenance staff will also benefit from attending. The operation of your community will not be severely affected by their not being at their desks for the day. We make this a free event for board members, this includes your committee chairs and committee members as well. There is no better way to show potential new board members what CAI is about.

As you may know, prior to becoming the CAI NJ Executive Director, I was the Senior Manager for Renaissance at Manchester. I invited two of the community's key volun-

teers to attend the 2015 Conference, they are Kathy and George Middleton. Kathy is editor of the monthly magazine (and a host of other volunteer positions) and George is the Chair of the Recreation Committee. I met them at the entrance when they arrived and the first words from both of them was how much they were amazed at the size of the conference. They spent the entire day visiting the exhibitors, asking questions and sitting in in the education seminars. I received an email from both of them the next

***"This is the one event that boards should not only allow but should encourage their management teams to attend."***

day telling me how impressed they were with the event and what CAI-NJ has to offer. Renaissance has since registered George as a CAI member. My point here is that Kathy and George are key contributors to their community and prior to attending the 2015 Conference had no idea of the many benefits CAI can provide to them. So please, get your board, committee members, and management team together, pack up your cars and spend the day with CAI-NJ. ■



**Wednesday, October 18, 2017**

New Jersey Convention & Exposition Center at Raritan Center  
Edison, NJ

# 2017 EVENTS & EDUCATION CALENDAR 2018

## OCTOBER

**4** **Community Next 2020 and Beyond:**  
Presented by the 2017 Ultimate Partners  
The Radisson Hotel, Freehold

**17** **Preconference Networking Reception**  
NJ Convention & Expo Center, Edison

**18** **Annual Conference & Expo**  
NJ Convention & Expo Center, Edison

**26-28** **M-100: The Essentials of Community Association Management**  
Mercer Community College, West Windsor

## NOVEMBER

**16** **Manager & Business Partner Panel Discussion**  
The Chart House, Weehawken

## DECEMBER

**7** **Annual Retreat**  
Clearbrook Community Association, Monroe Twp.

**14** **FAST Meet-Up**  
TBD, Red Bank

## FEBRUARY

**15** **Annual Awards Dinner**  
The Imperia, Somerset



## Help CAI-NJ F.A.S.T. Spread Some Holiday Cheer!

For the 2nd year in a row, CAI-NJ F.A.S.T. will be adopting multiple families to ensure that they get to enjoy the holiday season, through Interfaith Neighbors, a local Monmouth County organization. We are asking that members support the initiative by sending gift cards and donations to be used for purchasing gifts to the CAI-NJ office at 500 Harding Road, Freehold, NJ 07728.

Please help us support this amazing organization and the families in our community who need our help!

For more information, or questions on how you can help, please contact [jaclyn@cainj.org](mailto:jaclyn@cainj.org) or 609-588-0030.



# LEGISLATIVE UPDATE



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

As we approach the end of the year, I cannot help but to wonder where the time has gone. Attending the CAI-NJ Annual Conference & Expo is a clear signal that Fall has arrived, and the holidays and wintry months are just around the corner. As the Legislative Action Committee looks back, we are able to see where we have been this past year, where we are now, given the milestone of another Conference and Expo, and where we are going.

I apply to the LAC's activities the meaning of the word "expo," which brings us together in person at this time of the year. CAI-NJ's Expo, and the passion and commitment of attendees from the LAC, serve to illustrate the many definitions of the word which is, of course, short for exposition.

What do you get when you dissect the several definitions of the word expo?

1. A large-scale public exhibition or show.
2. A setting forth of meaning or intent.
3. A precise statement intended to give information about or an explanation of difficult materials.
4. An act of presenting.

The LAC's efforts through this past year and at the Expo fit, with precision, into these definitions. Without a doubt, the Expo qualifies as "a large-scale public exhibition" – both as to the magnitude of the convention hall and the number of exhibits. Most of the LAC members are loyal attendees, participants and exhibitors. The members are united as to purpose, presentation and spirit, and they are the sum of many diverse disciplines, professions, dispositions and predispositions – but we are cohesive when it comes to our community associations. We attend with a single mind – to renew our friendships and relationships with other members of CAI-NJ and members of community associations and make new friends, while we demonstrate our ability to serve these unique communities and their unique needs.

The "meaning or intent" of the LAC is clear. One of the major accomplishments of the LAC in recent months is the passage of Senate Bill 2492 and Assembly Bill 4091 into law. The bill initially began as a response to the inequities and resultant disputes in the election process at the Radburn community in Fair Lawn, New Jersey. The bill went through several amendments through the course of almost a year. But when the bill was finally signed into law on July 13, 2017, it was the achievement of fair and accessible elections and voting processes for community associations throughout the State.

While there was dissension within the Radburn community and extensive discussion, if not dissension, among industry and governmental groups, the final bill that was signed into law pulled from the common experiences of the members of the LAC – members who are attorneys, property managers, accountants, insurance brokers and Homeowner Leaders (HL). This is the process which few outside of the LAC experience.

Bills and laws do not mystically materialize out of thin air. They are the result of the conviction and dedication of many, and the perseverance and commitment and endless hours of some, especially of LAC member, J. David Ramsey, Esq., of Becker & Poliakoff, who led this effort for the LAC.

At the Expo, David Ramsey and Tim Martin, who is with CAI-NJ's lobbying firm MBI\*GluckShaw, will present the Legislative Update on behalf of the LAC, and I will have the honor of moderating that session. LAC is committed to advocacy on behalf of community associations throughout the State. This session at the Expo will discuss the legislative and regulatory issues impacting community associations and the LAC will engage with you to help us channel our energy and enthusiasm in the coming year.

I revert to a message which I have delivered many times. The LAC has limited opportunities to showcase its achievements. We appreciate every opportunity and, rest



**"Hopefully, you had the opportunity to attend the legislative update programs which were conducted by LAC members at several locations throughout 2017."**

assured, we take advantage of them when given to us. Hopefully, you had the opportunity to attend the legislative update programs which were conducted by LAC members at several locations throughout 2017.

However, like anything worthwhile in life, progress and achievements become mired in the morass of exhausting effort and, on rare occasion, failure. The LAC will begin soon to establish its priorities for next year. We remain focused on mortgage foreclosure reform (Senate Bill 1832), insurance deductibles (Assembly Bill 3683), electric car charging stations (Assembly Bill 4747), snow contractors indemnification (Assembly Bill 3657), as well as other bills that are pending or that the LAC is working on or seeking sponsors for introduction. Most of these bills were topics of my column this past year.

Part of a Robert Frost's poem comes to mind: "... But I have promises to keep, and miles to go before I sleep." Because of the uncertainty of the legislative process, the LAC cannot make any promises but we do know where we want to be. Trust that the LAC will put a yeoman's effort into its remaining goals for the coming months and year, especially since many of us have given up sleeping!

I look forward to seeing you at the Expo. ■

**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 CAI-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 towards their designations.

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Courtesy CAI-NJ

**A Message from Patricia McGlone, Esq.  
2017 CAI-NJ Conference & Expo Committee Chair**

The 2017 Conference and Expo is scheduled for Wednesday October 18, 2017 and we are at a new location this year, the New Jersey Convention & Exposition Center at Raritan Center in Edison. This year's Expo theme is Carnival and we invite you to "Step Right Up" and attend! The show runs from 9:30 am until 3:00 pm. There will be six educational sessions throughout the day and we have already sold out all 167 booths. You will have plenty of opportunities to learn, problem solve, network and win cash. The popular \$1,000 cash prize drawings are returning and there will be five of them taking place throughout the day. A complimentary breakfast buffet and lunch will be provided.

The Conference & Expo Committee appreciates the insight and assistance we have received from the other CAI NJ Committees and the Board. The Committee works hard and we hope that this year's Expo will exceed your expectations and provide you with information and tools that will assist you in making your community association the best it can be!

We hope that you have as much fun attending the 2017 Conference & Expo as we had planning it.

If you have not yet registered for the Expo, visit [www.cainj.org](http://www.cainj.org) or call the CAI-NJ office at (609) 588-0030 for your registration form.

**Patricia Hart McGlone, Esq.**  
McGovern Legal Services, LLC  
2017 CAI-NJ Conference & Expo Committee Chair



# INSIDE CONNECTION

LAURA O'CONNOR | DIRECTOR, MEMBERSHIP & MARKETING

## Big Changes for Homeowner Leaders and CAI Membership

Several months ago the CAI National Board of Trustees approved a change to the structure of Community Association Volunteer Leader (CAVL) memberships in an effort to make homeowner leader membership a priority. This change goes into effect on October 1st and we at CAI-NJ want to make sure you are prepared to take advantage of the new program.

The first piece of the change is the transition from Community Association Volunteer Leader (CAVL) to Homeowner Leader membership. Moving forward we will refer to our members who serve on boards, committees or reside in community associations as Homeowner Leader members (HL).

In addition to the change in name, the new program now makes it easier for entire boards to join at a new lower cost to the association. Homeowner Leader boards of three to fifteen members can sign up for CAI membership at the rate of \$250 (plus the mandatory advocacy support fee of \$45). This is a drastic savings from the old program where dues for a large board could exceed \$1,000. Boards that join under the new program will receive access to members-only benefits, special events tailored for community association board members and more. We encourage you to sign up every member of your board as well as your key committee chairs in order to make the most of your membership investment in CAI and the New Jersey chapter.

If you are a current community association member of CAI you will have the opportunity to sign up your entire

board upon renewal of your membership. The new options will be listed on your membership renewal dues invoice. In many cases a very small increase in membership dues will result in your ability to add your entire board as well as your committee chairs to your current membership. This is an important step in helping to educate your board and other volunteer leaders. If you wish to explore your options

***"Moving forward we will refer to our members who serve on boards, committees or reside in community associations as Homeowner Leader members (HL)."***

prior to your membership dues renewal, please contact CAI National at (888) 224-4321 for assistance.

We at CAI-NJ believe that these changes to the community association board member leader program are very exciting and may open the door for many questions. If you are a current member who would like assistance navigating the new Homeowner Leader membership program or if you are considering membership for your community association board, please feel free to reach out to me at (609) 588-0030 or [laura@cainj.org](mailto:laura@cainj.org) with any questions. ■



# Come one, come all. Share the community!



## IT'S TIME TO JOIN CAI-NJ! DON'T MISS OUT!

The best community associations have the best boards—they're educated, knowledgeable, and prepared to lead their communities successfully. CAI membership provides your board members the best resources and education to stay informed.

**Register up to 15 board members for only \$250!\***

We now make it easier for your **entire board** to join CAI at the **lowest cost**.

Individual Homeowner Leader—\$110

Homeowner Leader Board (2 members)—\$200

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VALUE**

**Homeowner Leader Board (3–15 members)—\$250**

*(Membership fee does not include mandatory advocacy support fee and optional Foundation contribution.)*

**SIGN UP your entire board and they'll enjoy all of the benefits of membership:**

- Access to the members-only section of the CAI National website, including free resources like the *Board Member Toolkit* and *From Good to Great: Principles for Community Association Success*.
- Membership in the New Jersey chapter for local education and networking opportunities.
- Exclusive access to the Exchange, CAI National's members-only online community where you can connect with community association colleagues from around the world to share knowledge, ask questions, and get answers.
- A subscription to award-winning publications like *Community Trends*<sup>®</sup> and *Common Ground*<sup>™</sup> magazine, where you'll find the latest news and information about community association issues and trends.
- Discounted member pricing for publications, events tailored for community association board member leaders, and free webinars.
- ...and much more!



\*If you have more than 15 association board members, please call our Member Services Center for assistance at (888) 224-4321.

(609) 588-0030

info@cainj.org

www.cainj.org



**CA-PAC**  
 Community Association  
 Political Action Committee

## CA-PAC REPORT

### Letter from your PAC CHAIRMAN



The Community Associations – Political Action Committee (CA-PAC) is essential to ensuring Community Associations Institute’s political involvement and our legislative successes in Trenton. The CA-PAC allows CAI-NJ and our members to have a direct impact on the issues and legislation that affect you. Giving to CA-PAC ensures that someone is looking out for the interests of New Jersey’s common interest communities.

CA-PAC makes careful well informed decisions on whom to support based upon a legislator’s voting record, legislative committee and overall support for our issues. We support legislators who are responsive to our concerns and your contribution is vital to our success.

With all 120 legislative seats up for election this November along with the race for Governor it is critical that we raise funds to spread our message to elected officials that lack a fundamental understanding of community association issues. Your contribution is an investment in the interests of community associations throughout New Jersey. Please send in your contribution today.

Thank you,

James Rademacher  
 President, Community Associations Political Action Committee

### 2017 CA-PAC BOARD OF DIRECTORS

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James Rademacher

**Vice President**

Jack McGrath, R

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 Audrey Wisotsky, Esq, CPAC Counsel

**CAI-NJ Board Liasons**

Jean Bestafka  
 Loren Lightman, Esq.

**Purpose of CA-PAC**

To promote and strive on the behalf of New Jersey community associations for the improvement of government by encouraging and stimulating New Jersey community associations, their owners, and those serving the New Jersey community association industry to take a more active and effective part in governmental affairs.

**To donate to CA-PAC, send contributions to**  
 CA-PAC, 500 Harding Road, Freehold, NJ 07728 | or visit [www.cainj.org/capac](http://www.cainj.org/capac)

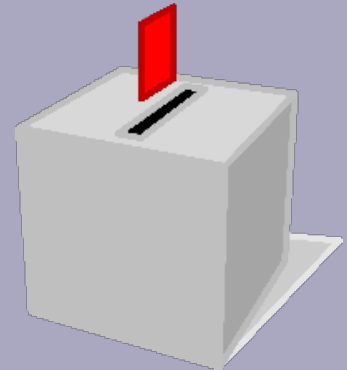




## CAI-NJ IS HARD AT WORK ON OUR TOP PRIORITIES FOR THE 2016-2017 LEGISLATIVE SESSION INCLUDING:

- **Municipal Services:** CAI-NJ is advocating for advancements in the municipal services provided to your community including the maintenance of fire hydrants.
- **Delinquencies and Expedited Foreclosures (S 1832):** We are closer than ever to working with the banks and lenders to maintain vacant units and assume responsibility for maintenance fees. We are also pushing to include rent receiverships as an option.
- **Insurance Deductibles (A 3683):** This legislation deals with the Association's ability to transfer the deductible to homeowners in condominium associations.
- **Security Cameras in certain common interest community lobbies (A 3431):** Is your community considered in this legislation? If passed, certain communities in high crime areas of our state will be required to install security cameras in designated areas.
- **Snow Contractor Indemnification (S 181):** If passed as presently worded, snow contractors would be indemnified for any damage or injuries as a result of their snow removal/ ice control operations. CAI-NJ is involved in a coalition with several other organizations to meet with our elected officials and make sure our communities are protected.
- **Rain Sensor Installations (A 1484):** If you have a community controlled irrigation system, you may be required to install rain sensors to your system.

### VICTORY FOR CA-PAC! New Election Law

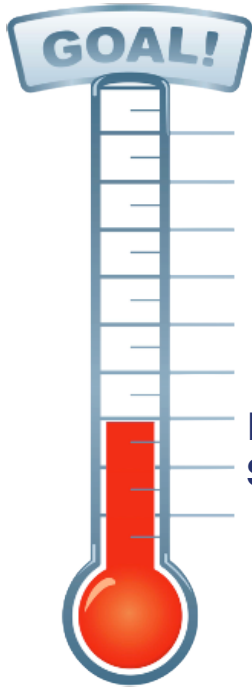


On Thursday, July 13, Governor Christie signed legislation to enhance owner participation in community association elections. The CAI Legislative Action Committee worked side-by-side with Senator Gordon, the primary sponsor of the bill, to ensure that the final version of the law would be balanced and not impose undue burdens on community associations while making the election process democratic where it currently isn't. Only through an eleven-month effort by the LAC members and the willingness of Senator Gordon to listen to, and accommodate, CAI's concerns was this able to occur.

#### CA-PAC in Action

In 2017 CA-PAC members have attended fundraisers for candidates that support NJ's community association industry including Assemblymen O'Scanlon, Holley, Benson, Lagana, Senators Brown, Van Drew, Gordon and Rice and Senate candidate Cryan.

# Support CA-PAC Today!



**2017 GOAL**  
**\$35,000**

**RAISED**  
**\$12,500**

## 2017 CA-PAC Supporters

Thank you to our supporter for helping to advance the issues important to NJ's community associations.

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The Plaza Grande at Old Bridge  
The Ponds  
Villages at Summerfield  
Whispering Woods CA  
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Donna Belkot, CMCA, AMS  
Eugenia Bestafka  
Jeff Cirkus, PCAM  
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## YOUR CONTINUED SUPPORT OF CA-PAC RAISES THE PROFILE OF NEW JERSEY'S COMMUNITY ASSOCIATIONS!

### CONTRIBUTION FORM

Community/Company: \_\_\_\_\_

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(Community Association's Only)

Individual ..... \$25-\$100 \$ \_\_\_\_\_  
• Community Manager  
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• Homeowner

Business Partner ..... \$250-\$500 \$ \_\_\_\_\_

Management Company ..... \$500 \$ \_\_\_\_\_

Community Association ..... \$ \_\_\_\_\_  
(Suggested contribution \$1 per unit)

Other ..... \$ \_\_\_\_\_

**Please make your CORPORATE or  
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CA-PAC, 500 Harding Road, Freehold, NJ 07728**

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 name, mailing address, occupation and name of the employer of contributors whose contribution exceeds \$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 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.





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**OCTOBER  
18<sup>TH</sup>  
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**2017 CAI-NJ Annual Conference & Expo**

**ATTENDEE REGISTRATION FORM**

**Wednesday, October 18, 2017**

**New Jersey Convention & Exposition Center at Raritan Center**

**97 Sunfield Avenue**

**Edison, New Jersey 08837**

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: \_\_\_\_\_

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**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.

**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
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**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 (\$2050.00), 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.

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# EXPO MAP

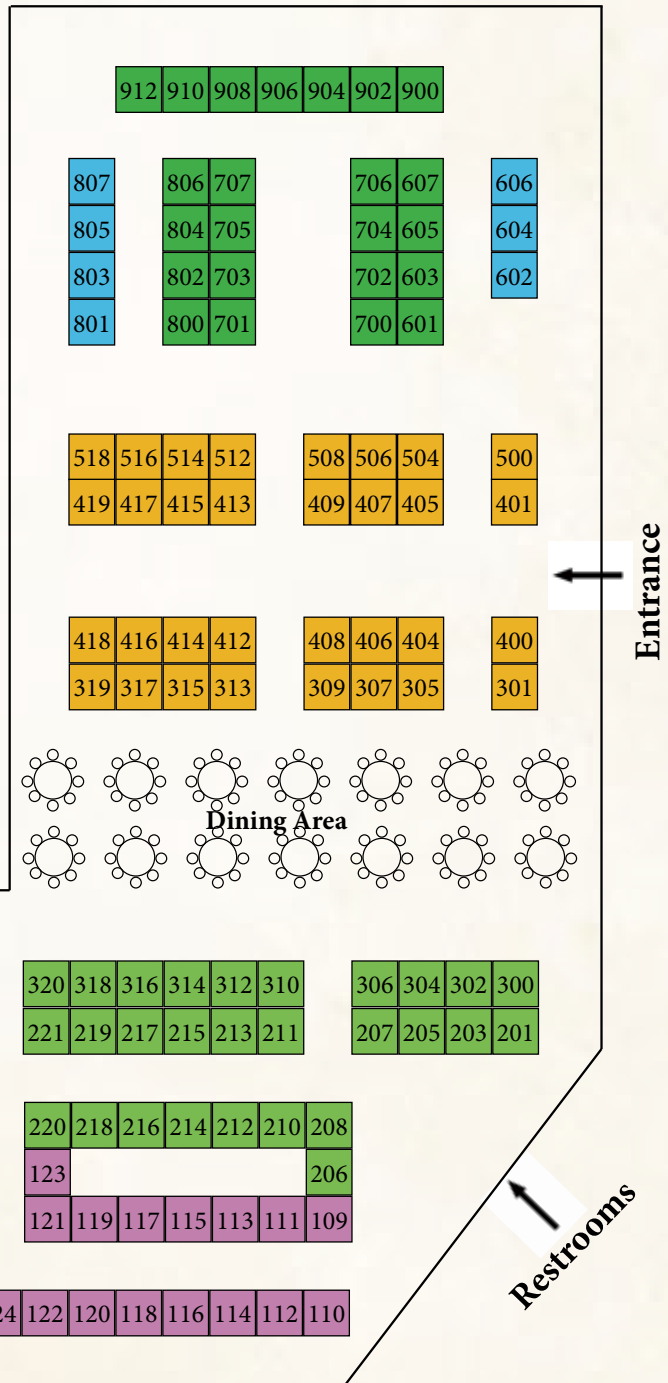
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**Wednesday, October 18, 2017**

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EXHIBITOR	BOOTH	EXHIBITOR	BOOTH	EXHIBITOR	BOOTH
A Grade Property Solutions Corporation.....	124	Eosso Brothers Paving.....	804	Planned Companies.....	417
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Ben Shaffer Recreation, Inc.....	109	Kipcon, Inc.....	412	ServPro Team Green.....	508
Berman & Wright Architecture, Engineering & Planning, LLC.....	512	KPI2 Contractors, Inc.....	906	Shauger Property Services, Inc.....	900
BH Security.....	147	L.N. Rothberg and Son, Inc.....	334	SOLitude Lake Management.....	342
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By Design Landscapes, Inc.....	230	Law Offices of Arnold J. Calabrese.....	140	Specialty Building Systems, Inc.....	201
C & L Sweeper & Pavement Maintenance.....	309	Lemus Construction, Inc.....	226	STAR Building Services.....	122
CAI-NJ.....	319	Liberty Elevator Corporation.....	145	Stark & Stark Attorneys at Law.....	315
Capital One Bank, N.A.....	408	Locketong Engineering.....	212	Suburban Consulting Engineers, Inc.....	704
CertaPro Painters.....	607	M. Miller and Son.....	306	Supreme Metro LLC.....	130
CertaPro Painters of Central New Jersey.....	805	Mackoul & Associates, Inc.....	221	Tavent Group, Inc.....	116
City Fire Equipment Company, Inc.....	121	Mark 1 Restoration Service, Inc.....	234	Taylor Management Company, AAMC, AMO.....	304
Commercial Utility Consultants, Inc.....	152	McGovern Legal Services, LLC.....	301 & 400	Technocality, Inc.....	802
Communications Consulting Group.....	237	mem property management co., inc.....	604 & 606	The Curchin Group.....	902
Community Association Solutions.....	142	Mirra & Associates, LLC.....	211	The Davey Tree Expert Company.....	138
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Corner Property Management.....	700	Morris Engineering, LLC.....	406	The InnerNet Computer Store, II, Corp.....	326
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Curcio Mirzaian Sirot, LLC.....	217	Mutual of Omaha Bank.....	220	Towne & Country Management, Inc.....	324
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Cutolo Barros, LLC.....	229	National Cooperative Bank.....	135	USI Insurance Services.....	405
DoodyCalls.....	247	New Jersey Builders Association.....	912	Van Note-Harvey Associates, Inc.....	312
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DW Smith Associates, LLC.....	701	Northeast Power Dry.....	150	Wild Ridge Sales & Promotions, Inc.....	127
Ehrlich Petriello Gudín & Plaza.....	249	O&S Associates, Inc.....	506	Wilkin & Guttenplan, P.C.....	401
Eiseman Construction Company, Inc.....	206	P. Cooper Roofing, Inc.....	236	Wilkin Management Group, Inc.....	119
Elite Landscaping & Construction, LLC.....	800	Pardini R. Construction Corporation.....	705		
Environmental Designers Irrigation, Inc.....	314	Patrician Associates Management.....	114		
		Peapack-Gladstone Bank.....	111		

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BOOTH	EXHIBITOR	BOOTH	EXHIBITOR	BOOTH	EXHIBITOR
109	Ben Shaffer Recreation, Inc.	215	Puroclean Restoration Services	340	Regal Restoration USA
110	Allied Universal Security Services	216	AEMS Service Company	342	SOLitude Lake Management
111	Peapack-Gladstone Bank	217	Curcio Mirzaian Sirot, LLC	344	HomeWiseDocs.com
112	Jesan Construction & Maintenance	218	Innovative Pressure Cleaning, LLC	346	Impac Property Management
113	Brown & Brown Insurance of Lehigh Valley	219	Sparkling Pool Services, Inc.	348	All Professional Remodeling Group, LLC
114	Patrician Associates Management	220	Mutual of Omaha Bank	401	Wilkin & Guttenplan, P.C.
115	A+ Powerwashing & Roof Cleaning	221	Mackoul & Associates, Inc.	405	USI Insurance Services
116	Tavent Group, Inc.	222	Guardian Service Industries, Inc.	406	Morris Engineering, LLC
117	SouthData, Inc.	224	Homestead Management Services, Inc., AAMC	407	Becker & Poliakoff, LLP
118	Heartline Fitness	225	Republic Services of NJ, Inc.	408	Capital One Bank, N.A.
119	Wilkin Management Group, Inc.	226	Lemus Construction, Inc.	409	Rezkom Enterprises, Inc.
120	American Pool	227	Apex Dryer Vent & Chimney Cleaning	412	Kipcon, Inc.
121	City Fire Equipment Company, Inc.	228	Becht Engineering BT, Inc.	413	RCP Management Company, AAMC, AMO
122	STAR Building Services	229	Cutolo Barros, LLC	414	Accent Group
123	BELFOR Property Restoration	230	By Design Landscapes, Inc.	415	NFP Property & Casualty
124	A Grade Property Solutions Corporation	231	Mitchell Insurance Services, Inc.	416	GAF
125	BB&T Association Services	232	The New Jersey Cooperator	417	Planned Companies
126	Amco Pest Services, Inc.	234	Mark 1 Restoration Service, Inc.	418	JGS Insurance
127	Wild Ridge Sales & Promotions, Inc.	235	Landscape Maintenance Services, LLC	419	Hillcrest Paving & Excavation, Inc.
128	Greenbaum, Rowe, Smith & Davis, LLP	236	P. Cooper Roofing, Inc.	500	The Falcon Group
129	HUB International Northeast	237	Communications Consulting Group	504	Hill Wallack, LLP
130	Supreme Metro, LLC	238	Integra Management Corporation, AAMC	506	O&S Associates, Inc.
131	Professional Restoration Services, LLC	239	Rapid Pump & Meter Services	508	ServPro Team Green
132	ConnectOne Bank	240	Waste Management of New Jersey, Inc.	512	Berman & Wright Architecture, Engineering & Planning, LLC
133	Down to Earth Landscaping, Inc.	241	Aqua Safe Pool Management, Inc.	514	Bartlett Tree Experts
134	Highpoint Chimney Service, LLC	242	Feather Free Zone of New Jersey	516 & 518	BELL General Contractors
135	National Cooperative Bank	243	ABDM Property Management Corp.	601	RestoreCore
136	Accurate Reconstruction	244	Princeton Tree Care	602	Quick Industries, Chimney Chase Covers
137	Black Lagoon Pond Management	245	Radom & Wetter	603	RM Termite & Pest Control
138	The Davey Tree Expert Company	247	DoodyCalls	604 & 606	mem property management co., inc.
139	Access Property Management, Inc., AAMC, AMO	249	Ehrlich Petriello Gudin & Plaza	605	Progreen Management, LLC
140	Law Offices of Arnold J. Calabrese	300	National Contractors, Inc.	607	CertaPro Painters
141	Reserve Advisors	301 & 400	McGovern Legal Services, LLC	700	Corner Property Management
142	Community Association Solutions	302	SEBCO Laundry Systems	701	DW Smith Associates, LLC
143	NJ Service Testing and Inspection, LLC	304	Taylor Management Company, AAMC, AMO	702	Southern Pool Furniture Company
144	LandCare	305 & 404	Associa, AAMC	703	Servpro of Freehold, Middletown, So. Jersey City / Bayonne
145	Liberty Elevator Corporation	306	M. Miller and Son	704	Suburban Consulting Engineers, Inc.
146	Affordable Quality Cleaning, LLC	307	Cowley's Pest Services	705	Pardini R. Construction Corporation
147	BH Security	309	C & L Sweeper & Pavement Maintenance	706	Integrity Security Systems - The CCTV Doctor
148	Premier Management Associates, AAMC	310	Ansell Grimm & Aaron, P.C.	707	Prime Management, Inc., AAMC
150	Northeast Power Dry	312	Van Note-Harvey Associates, Inc.	800	Elite Landscaping & Construction, LLC
152	Commercial Utility Consultants, Inc.	313	G&C Electronics	801 & 803	FirstService Residential, AAMC
154	Dryer Vent Wizard	314	Environmental Designers Irrigation, Inc.	802	Technocality, Inc.
201	Specialty Building Systems, Inc.	315	Stark & Stark Attorneys at Law	804	Eosso Brothers Paving
203	Garden State Gutter Cleaning	316	RMG, Regency Management Group, Inc., AAMC	805	CertaPro Painters of Central New Jersey
205	RSI- Remediation Specialist, Inc.	317	FWH Associates, P.A.	806	MTP Property Solutions
206	Eiseman Construction Company, Inc.	318	Altura Construction Company, Inc.	807	LAN Exteriors
207	Custom Landscaping and Lawn Care	319	CAI-NJ	900	Shauger Property Services, Inc.
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210	Buckalew Frizzell & Crevina, LLP	324	Towne & Country Management, Inc.	904	WeatherWorks, LLC
211	Mirra & Associates, LLC	326	The InnerNet Computer Store, II, Corp.	906	KPI2 Contractors, Inc.
212	Lokatong Engineering	328	Quality 1st Contracting, Inc.	908	Renda Roads, Inc.
213	Alliance Association Bank	330	Executive Property Management, AAMC	910	Union Bank Homeowners Association Services
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# 2017 CAI-NJ ANNUAL EXPO SCHEDULE & PRESENTATIONS

## SPECIAL EVENT FOR COMMUNITY BOARD MEMBERS, HOMEOWNERS & COMMUNITY PROPERTY MANAGERS.

This year the CAI-NJ Conference & Expo will be on Wednesday, October 18, 2017 at the New Jersey Convention & Exposition Center at Raritan Center in Edison. There will be six educational sessions throughout the day, specially developed for our attendees. Everyone will have the opportunity to visit 167 professional companies and learn about the latest trends in community association services and gather advice from our experts. It's an excellent opportunity to make new contacts and meet potential vendors for upcoming projects within your community.

**\$5,000**  
IN CASH PRIZES

**AGENDA** TRADE SHOW FLOOR OPEN  
9:30AM - 3:00PM

PREPARE FOR THE TIME OF YOUR LIFE  
BE AMAZED AT THE OPPORTUNITIES!

9:30AM - 11:30AM **COMPLIMENTARY BREAKFAST BUFFET - AVAILABLE IN THE FOOD AREA**

10:45AM **\$1,000 DRAWING @ 10:45AM**

### EDUCATIONAL SESSION 1

11:00AM - 11:25AM  
ROOM A

#### COLLABORATING WITH CAI - HOW AN HOA WENT FROM GHOST TOWN TO BOARD OF THE YEAR

- This team of three will discuss how a community association board was able to go from a developer's bankruptcy to an award-winning board by efficiently educating its volunteers and selecting the right vendors for their association.



**PRESENTER: GEORGE C. GREATREX, ESQ. - SHIVERS, GOSNAY & GREATREX, LLC**

Mr. Greatrex, is a partner at the law firm Shivers, Gosnay & Greatrex, LLC, in Cherry Hill, New Jersey where most his practice is devoted to community association law in the areas of residential and commercial planned unit developments. Mr. Greatrex earned his B.A. degree from Rutgers University and J.D. degree from Temple University School of Law.



**PRESENTER: DR. ROBERT KAHRMANN - HORIZONS AT WOODS LANDING**

Dr. Kahrman is a past treasurer of the Horizons at Woods Landing HOA, retired College Dean from Seton Hall University, the Academic Dean at the Pennsylvania Institute of Technology and the Enrollment Dean at Hudson County Community College. He holds a doctorate from New York University.



**PRESENTER: PAUL RAETSCH - HORIZONS AT WOODS LANDING.**

After retiring from a 42-year career in federal service, Mr. Raetsch moved to southern New Jersey and served as president of the Horizons at Woods Landing HOA in Atlantic County.

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**EDU. SESSION 2****11:30AM - 11:55AM****ROOM B****WE CAN'T GUESS YOUR AGE AND WEIGHT BUT WE CAN GUESS THE GOVERNING DOCUMENT AMENDMENTS THAT YOU SHOULD BE THINKING ABOUT**

- Discover the governing document amendments that may help your association such as master deed and by-laws and a discussion on community association rules, regulations and resolutions.

**PRESENTER: FRAN MCGOVERN, JR., ESQ. - MCGOVERN LEGAL SERVICES**

For more than 20 years, Mr. McGovern has dedicated his legal practice to representing condominium, homeowner and cooperative associations. He works closely with association managers and board members to cost effectively resolve construction defect, collection and general corporate issues.

**PRESENTER: ELAINE WARGA-MURRAY, CMCA, AMS, PCAM - RMG, REGENCY MANAGEMENT GROUP, INC., AAMC**

Ms. Warga-Murray, owner and CEO of RMG, Regency Management Group, Inc., started her business in 1986, as the first woman PCAM in New Jersey. Her firm, RMG has continued to serve condominiums, properties, and associations throughout New Jersey and Pennsylvania. She is a national speaker, and CAI faculty member. Ms. Warga-Murray has a team of professionals who maintain personal attention and state of the art protocols.

**11:45AM****\$1,000 DRAWING @ 11:45AM AND AGAIN****\$1,000 DRAWING @ 12:45PM****12:00PM - 2:30PM****COMPLIMENTARY LUNCH BUFFET - AVAILABLE IN THE FOOD AREA****EDU. SESSION 3****12:00PM - 12:25PM****ROOM A****A NEW PERSPECTIVE ON SOLIDIFYING CUSTOMER RELATIONS**

Learn interesting techniques on how to create an instant rapport with your colleagues by controlling your workload and setting service parameters. These techniques will help you manage expectations, meet or exceed the needs of your clients and better communicate with your board and homeowners.

**PRESENTER: RYAN FLEMING - JGS INSURANCE**

Mr. Fleming is Vice President of JGS Insurance agency based in Holmdel, New Jersey. Mr. Fleming has been speaking for over ten years on various topics dedicated to the community association industry.

**EDU. SESSION 4****12:30PM - 12:55PM****ROOM B****DISASTER SAFETY PLANNING & BUSINESS PREPAREDNESS**

Whether you are a community association board member, business owner or oversee the daily business operations, it is essential that you have a preparedness and safety plan in place.

**PRESENTER: ROBIN HOY - PUROCLEAN RESTORATION SERVICES**

Ms. Hoy is the co-owner of PuroClean Restoration Services. She is a certified presenter of continuing education courses for insurance professionals in New York and New Jersey. Ms. Hoy is certified in fire, water, odor control, mold remediation and applied structural drying.

**EDU. SESSION 5****1:00PM - 1:25PM****ROOM A****WHAT'S YOUR GAME PLAN TO ENSURE A WINNING OUTCOME?**

Gain a better understanding of insurance, the bidding process, coverage comparison, claims handling & containing costs with risk management.

**PRESENTER: DEBBIE PASQUARIELLO, CIC, CIRMS - USI INSURANCE SERVICES**

Ms. Pasquariello is currently a senior vice president for USI Insurance Services and earned the designations of CIC (Certified Insurance Counselor) and CIRMS (Community Insurance & Risk Management Specialist). She has worked in the insurance industry for 33 years.

**EDU. SESSION 6****1:30PM - 2:30PM****ROOM B**

**LEGISLATIVE UPDATE** - Join us for this one hour informative session as representatives from the New Jersey chapter Legislative Action Committee (LAC), will discuss legislative and regulatory issues affecting common interest communities in New Jersey.

**PRESENTER: J. DAVID RAMSEY, ESQ. - BECKER AND POLIAKOFF**

Mr. Ramsey is a shareholder in the law firm of Becker and Poliakoff. With experience spanning more than 30 years, Mr. Ramsey concentrates his practice in community association, real estate, zoning and planning law. Mr. Ramsey serves as counsel to the Community Builders Association and is the chair of a committee spearheading major reform legislation in New Jersey to replace the Condominium Act and modernize governance for all forms of community associations. Mr. Ramsey is the past President of the Community Associations Institute National and the past President of the Community Associations Institute's New Jersey chapter. Mr. Ramsey is a Member of the College of Community Association Lawyers, the New Jersey Builders Association, the Morris County Bar Association, the New Jersey State Bar Association, the American Bar Association, and the New Jersey Federation of Planning Officials. Mr. Ramsey has been selected for inclusion in Super Lawyers - New Jersey Edition since 2007.

**PRESENTER: TIMOTHY MARTIN - SENIOR ASSOCIATE WITH MBI GLUCKSHAW**

Mr. Martin focuses on legislative and regulatory affairs, he consults on healthcare issues including patient safety, access and quality of care, mental health and addiction treatment. He also manages issues concerning animal cruelty laws, municipal animal control and the regulation of shelters and pounds. In addition to his lobbying, Mr. Martin also provides event management services, helping his clients organize fundraisers for political action committees and candidates on both sides of the aisle and in all parts of the state. Prior to becoming a full-time government affairs agent, Mr. Martin 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.

**TWO DRAWINGS!****\$1,000 DRAWING @ 1:45PM AND AGAIN****\$1,000 DRAWING @ 2:45PM**



CAI-NJ PRE-CONFERENCE

# NETWORKING RECEPTION



## WHEN:

Tuesday, October 17, 2017  
Registration: 6:00 p.m.  
Reception: 6:30 p.m. - 8:30 p.m.  
*Includes passed hors d'oeuvres, pasta & carving stations and open bar!*

## WHERE:

New Jersey Convention & Exposition Center at Raritan Center,  
97 Sunfield Ave, Edison, NJ 08837

## LIVE BAND AFTER PARTY:

same location  
8:30 p.m. - 10:30 p.m. *(included with registration)*

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\_\_\_\_\_ Regular Tickets **TOTAL: \$** \_\_\_\_\_

2. \_\_\_\_\_

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4. \_\_\_\_\_

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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)

Registration:	
CAI-NJ Members:	\$115
Non-Members:	\$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.**

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# Attention Board Members: Here's Why Your Fellow Homeowner Leaders Recommend JOINING CAI-NJ

By CAI-NJ Membership Committee

As volunteers of CAI-NJ's Membership Committee, we are often asked by prospective members about the pros and cons of joining CAI-NJ (spoiler: there are no cons). What we have learned from having hundreds of these conversations is that the most effective tool in explaining the benefits of CAI-NJ is for the prospective members to hear directly from those in the same membership class as them. For example, a Homeowner Leader (HL), will likely have a better understanding of the benefits that CAI-NJ can provide him/her by hearing it directly from a fellow HL, rather than from a business partner or manager. With this in mind, we spoke with many of our long-time HL members about what CAI-NJ has provided them and why they recommend CAI-NJ membership to board members and communities alike.

In general, HLs point to a laundry list of reasons when asked why they continue being members of CAI-NJ. Mostly, however, the HLs we spoke with felt that CAI-NJ membership is necessary for them to best represent and serve their communities. "I wanted to help my community and be a better board member," said Valentine Valdman. "It gives me pleasure to work with various professionals in the field, to help them with providing a board member's/homeowner's insight, and at the same time, to learn from them." For Jean Bestafka, it was her ability to interact with other board members and learn about how they are addressing various issues. "As a board member I get to meet with members from other boards, managers and business partners to get first-hand information." Ms. Bestafka recommends CAI-NJ



*"As a board member I get to meet with members from other boards, managers and business partners to get first-hand information."*

membership due to its "outstanding Legislative Action Committee which protects and advocates for our needs."

HL Deana Luchs believes that without CAI-NJ, "it is easy to get stuck in a vacuum, meaning that you only hear the opinions of your board members and the professionals you hire." Ms. Luchs continued, "with CAI-NJ, it opens you up to an entire industry of opinions and insights. Like anything else, there is more than one way to approach an issue and CAI-NJ's educational resources provide HLs with the tools to determine what is best for their community."

From the wide variety of educational programming such

CONTINUES ON PAGE 34

**JOIN CAI-NJ..**

from page 33.

as CAI-NJ's Lecture Series, to its annual beach party, golf outing, spring break party and awards dinner, Hls

each have their own favorite event. Frank Catanzarite, for example, is a big fan of CAI-NJ's annual beach party at Martel's Tiki Bar in Point Pleasant Beach. "The beach party is my favorite event. Everybody is there!

It's great to see so many people and network at one event."

For many Hls, however, their favorite aspect of HL membership is the magazine you might be reading this article in right now – *Community Trends*<sup>®</sup>. *Community Trends*<sup>®</sup> is a go-to monthly digest of the latest news, insights and commentary in the world of community associations. "It's a great resource," says HL Tim Walter, "I like how it discusses real world issues that associations face every day. It makes me think of how I should handle situations from rules enforcement to vendor contracts."

If you are reading this article from *Community Trends*<sup>®</sup> and are not a member, chances are you attended CAI-NJ's Convention & Expo which took place on October 18, 2017. In that case, you would have already

*CONTINUES ON PAGE 37*

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## JOIN CAI-NJ..

from page 34.



had the opportunity to interact one on one with vendors from every trade and had the experience of attending the superb educational programming that CAI-NJ presents at that event. "My favorite event is the annual Conference & Expo. It is the best opportunity to meet professionals and other HLs and learn about how others are handling the same situations we face as a community," says Deana Luchs.

In addition to *Community Trends*®, which is published monthly, CAI-NJ makes sure to keep its members up to date on all major developments through regular e-mail updates. "I like the legislative update emails telling us what's going on and how we should prepare for the changes," says Tim Walter.

Accordingly to Valentine Valdman though, there's really only one reason to be a CAI-NJ member: being able

*"CAI is a valuable tool for people. I was a board president for 11 years before I joined and now I wish I had joined earlier..."*

to participate in the CAI Olympics!

When it comes down to why current CAI-NJ members recommend joining to other HLs, Frank Catanzarite summed it up best. "CAI is a valuable tool for people. I was a board president for 11 years before I joined and now I wish I had joined earlier. I didn't

realize there were so many advantages to meeting lawyers, contractors and engineers all in one place."

If you are a board member or volunteer considering joining or having your association join CAI-NJ, we invite you to give us a call at (609) 588-0030 to learn more. ■

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**Letters and e-mails  
should be directed to:**

Jackie Oskierko  
CAI-NJ  
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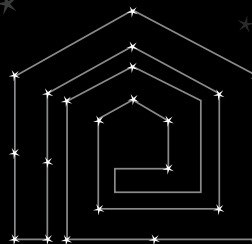
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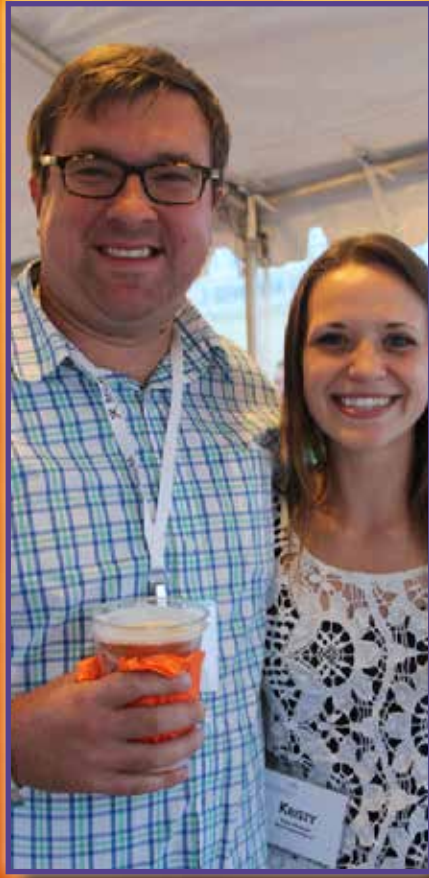






























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Please take this opportunity to spotlight someone you know and help the CAI-NJ community recognize and thank them for their service to our country.

### Criteria

1. Must be a member of the United States Armed Forces, active, inactive or has served.
2. Must be either a:
  - a. Member of CAI-NJ (Manager, Board Member, Business Partner or Business Partner Employee)
  - b. A parent, spouse or child or a CAI-NJ member (classified above)
3. Must include 500 to 1,000 words about their service along with a photo

For questions or to submit a "Spotlight on Service" contact Jaclyn Olszewski at [jaclyn@cainj.org](mailto:jaclyn@cainj.org).

★ Submissions may be self-authored by service members or written on their behalf.



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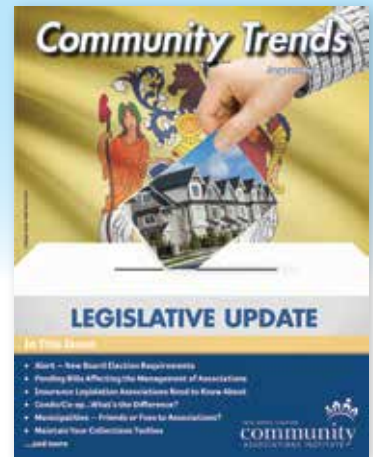
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(December 1, 2016 to August 31, 2017)

**One New Member**

**RJ Anderson**

*Crestwood Village 6 Community Association*

**Leonard Barber, CMCA, PCAM**

*Executive Property Management*

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

*Taylor Management Company, AAMC, AMO*

**Kristie Bendick, CMCA**

*RMG, Regency Management Group, Inc., AAMC*

**Lysa Bergenfeld**

*Ansell Grimm & Aaron, PC*

**Patricia Clemente**

*Servpro of Freehold, Middletown, So. Jersey City / Bayonne*

**Meghan A Dirkes**

*Princeton Manor*

**Chip Hoever, CMCA, AMS, PCAM**

*Somerset Management Group, LLC*

**Michelina Laforgia**

*Water's Edge at Point Pleasant*

**Tony Nardone, CMCA, AMS**

*Corner Property Management*

**Christopher M. Nicosia, CMCA, AMS**

*Prime Management, Inc., AAMC*

**Mila McDonough**

*Diversified Property Management*

**Karen P. Sackstein, CPA**

*Karen P. Sackstein, CPA*

**Mohammed Salyani**

*Wilkin & Guttenplan, P.C.*

**Edward San George, PCAM**

*Integra Management Corporation*

**Two New Members**

**Tracey Allen, CMCA, AMS**

**James Magid, CMCA, LSM, PCAM**

*FirstService Residential, AAC*

**Craig Thompson, CMCA, AMS**

*Comet Management*

**Lawrence N. Sauer, CMCA, PCAM**

*Association Advisors*

**Three New Members**

**Scott T. Dalley, CMCA, AMS, PCAM**

*Access Property Management, Inc., AAMC, AMO*

**Five New Members**

**Jean Bestafka**

*Renaissance Homeowners Association*

**Nine New Members**

**Denise Becker, CMCA, AMS, PCAM**

*Homestead Management Services, Inc., AAMC*

*Welcome*  
NEW CAI-NJ MEMBERS

(July 1, 2017 to July 31, 2017)

**Business Partner**

**Callahan & Fusco, LLC**

Antonio C. Irizarry

**Community Association Volunteer Leaders**

**Renaissance at Cranbury Crossing Homeowners Assn.**

Arnold Jaffe  
Bob Wess  
Andy Chalileh  
Linda DaSilva  
Jack Sandler

**Managers**

**Samantha Bowker**

Leisure Village West

**Diana Janos**

Taylor Management Company, AAMC, AMO

**Tom Merklinger**

Association Advisors

**Caitlin O'Brien**

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500 Harding Road  
Freehold, NJ 07728  
Phone: (609) 588-0030 Fax: (609) 588-0040  
Web: www.cainj.org  
Email: membership@cainj.org

### MEMBERSHIP CONTACT (Where membership materials will be sent):

Name: \_\_\_\_\_

Title: \_\_\_\_\_

Association/  
Company: \_\_\_\_\_

Address: \_\_\_\_\_

City/State/Zip: \_\_\_\_\_

Phone: (W) \_\_\_\_\_ (H) \_\_\_\_\_

Fax: \_\_\_\_\_

E-Mail: \_\_\_\_\_

Select your Chapter: \_\_\_\_\_ NEW JERSEY

Recruiter Name/Co. Name: \_\_\_\_\_

### CATEGORY OF MEMBERSHIP: (Select one)

- |  |                   |
|--|-------------------|
| <input type="checkbox"/> Homeowner Leader (HL) | <i>Dues vary*</i> |
| <input type="checkbox"/> Manager               | \$132             |
| <input type="checkbox"/> Management Company    | \$425             |
| <input type="checkbox"/> Business Partner      | \$580             |

### PAYMENT METHOD:

- Check made payable to CAI    VISA    MasterCard    AMEX

Card Number: \_\_\_\_\_ Exp. \_\_\_\_\_

Name on Card: \_\_\_\_\_

Signature: \_\_\_\_\_ Date: \_\_\_\_\_

Important Tax Information: Under the provisions of section 1070(a) of the Revenue Act passed by Congress in 12/87, please note the following. Contributions or gifts to CAI are not tax-deductible as charitable contributions for federal income tax purposes. However, they may be deductible as ordinary and necessary business expenses subject to restrictions imposed as a result of association lobbying activities. CAI estimates that the non-deductible portion of your dues is 2%. For specific guidelines concerning your particular tax situation, consult a tax professional. CAI's Federal ID number is 23-7392984. \$39 of annual membership dues is for your non-refundable subscription to *Common Ground*.

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

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\_\_\_\_ CAVL  
\_\_\_\_ MGMT  
\_\_\_\_ MGR

### HOMEOWNER LEADER (HL):

Billing Contact: (if different than Association Address on left):

Name: \_\_\_\_\_

Home Address: \_\_\_\_\_

City/State/Zip: \_\_\_\_\_

Phone: (W) \_\_\_\_\_ (H) \_\_\_\_\_

Fax: \_\_\_\_\_ (Cell) \_\_\_\_\_

E-Mail: \_\_\_\_\_

### \*TOTAL MEMBERSHIP DUES (as of October 2, 2017)

- |   |       |
|---|-------|
| <input type="checkbox"/> Individual Homeowner | \$125 |
| <input type="checkbox"/> 2 Homeowners         | \$230 |
| <input type="checkbox"/> 3 - 15 Homeowners    | \$295 |

For more than 3 homeowners, please indicate below who should receive membership renewal information. Please attach additional paper if needed. Please contact CAI National Customer Service (888) 224-4321 for memberships exceeding 15 individuals.

Name: \_\_\_\_\_

Home Address: \_\_\_\_\_

City/State/Zip: \_\_\_\_\_

Phone: (W) \_\_\_\_\_ (H) \_\_\_\_\_

Fax: \_\_\_\_\_ (Cell) \_\_\_\_\_

E-Mail: \_\_\_\_\_

Name: \_\_\_\_\_

Home Address: \_\_\_\_\_

City/State/Zip: \_\_\_\_\_

Phone: (W) \_\_\_\_\_ (H) \_\_\_\_\_

Fax: \_\_\_\_\_ (Cell) \_\_\_\_\_

E-Mail: \_\_\_\_\_

\*\*Total Membership Dues above include Advocacy Support Fee.

### BUSINESS PARTNER:

- |  |   |
|--|---|
| <input type="checkbox"/> Accountant  | <input type="checkbox"/> Attorney           |
| <input type="checkbox"/> Builder/Developer   | <input type="checkbox"/> Insurance Provider |
| <input type="checkbox"/> Lender  | <input type="checkbox"/> Real Estate Agent  |
| <input type="checkbox"/> Supplier (landscaping, power washing, snow removal, etc)<br>Please specify: _____ |   |
| <input type="checkbox"/> Technology Partner<br>Please specify: _____                                       |   |
| <input type="checkbox"/> Other<br>Please specify: _____  |   |

### BUSINESS PARTNER AFFILIATE:

Name of Primary Company Contact: \_\_\_\_\_

# MANAGER REGISTRATION FORM



## THE 21<sup>ST</sup> CENTURY HIGH-RISE JOINT MANAGER & BUSINESS PARTNER PANEL 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 Business Partners  
for the networking sessions.

Date: Thursday November 16, 2017

Location: The Chart House  
Lincoln Harbor Pier D-T  
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.: Panel Discussion  
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](mailto:Angela@cainj.org)  
or call (609) 588-0030.

Space is limited. Attendees are strongly encouraged to  
register by Monday, November 6, 2017.

CAI-NJ advises that for training, marketing or other purposes, this event may be recorded, videotaped and/or  
photographed. By attending this event, the registrant(s) consents to the use of his or her image by CAI-NJ and  
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of her image for commercial purposes or the invasion of his or her privacy.

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ten by the official credentialing and/or licensing body to CAI-NJ.

### CONTINUING EDUCATION NOTICE:

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

## TOPICS:

- Refreshing and updating existing common areas of high-rise communities.
- Latest tips on managing, tracking and storing packages.
- How to best prepare for electronic voting, notice of meetings, and the impact of the Gordon bill.
- Managing expectations of managers and homeowners in the high-rise world.
- Changes in the high-rise marketplace – a discussion on the growing real estate market, how to prepare and adapt to the new market.

## THE 21<sup>ST</sup> CENTURY HIGH-RISE JOINT MANAGER & BUSINESS PARTNER PANEL DISCUSSION AND NETWORKING RECEPTION

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# BUSINESS PARTNER REGISTRATION FORM



## 2017 PANEL DISCUSSION & NETWORKING RECEPTION

### THE 21<sup>ST</sup> CENTURY HIGH-RISE JOINT MANAGER & BUSINESS PARTNER PANEL 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  
for the networking sessions.

Date: Thursday, November 16, 2017

Location: The Chart House  
Lincoln Harbor Pier D-T  
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.: Panel Discussion  
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  
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#### TOPICS:

- Refreshing and updating existing common areas of high-rise communities.
- Latest tips on managing, tracking and storing packages.
- How to best prepare for electronic voting, notice of meetings, and the impact of the Gordon bill.
- Managing expectations of managers and homeowners in the high-rise world.
- Changes in the high-rise marketplace – a discussion on the growing real estate market, how to prepare and adapt to the new market.

### THE 21<sup>ST</sup> CENTURY HIGH-RISE JOINT MANAGER & BUSINESS PARTNER PANEL DISCUSSION AND NETWORKING RECEPTION

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Attn: 2017 Panel Discussion

500 Harding Road

Freehold, NJ 07728

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

Cardholder Name: \_\_\_\_\_

Card Number: \_\_\_\_\_

Exp. Date: \_\_\_\_\_ Security Code: \_\_\_\_\_

Cardholder Signature: \_\_\_\_\_

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# MANAGEMENT TRENDS

## Conference Checklist: A Community Manager's Guide

By Jeff Cirkus, CMCA, AMS, PCAM  
Associa - Community Management Corp., AAMC



*"Make sure to bring business cards with you so that the professionals you meet know how to reach you."*

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With the CAHJ Conference and Expo quickly approaching on October 18, 2017, community managers have an excellent opportunity to meet new professionals within the industry, connect with existing colleagues, as well as hear from industry experts on various important and timely topics. Regardless of whether you're a veteran community manager or just getting started, the Conference is well worth your time. Below are some important reasons to attend along with tips for how to get the most out of the Conference.

### Walk the exhibit floor

A conference wouldn't be a conference without an exhibit floor. This year, the CAHJ Conference and Expo will have 167 exhibitors! Including in the mix are service providers covering any and every service needed for community associations. As Community Managers, it is import-

ant to know who to call in any given situation that arises for the communities we serve. Take this opportunity to walk around and chat with the different exhibitors and see what services they can provide.

Make sure to bring business cards with you so that the professionals you meet know how to reach you. Additionally, you may want to have a system for keeping track of who you met. For instance, keep the business cards of service providers you plan to reach out to shortly after the Conference in one pocket, and keep those you plan to contact at a later date in another.

### Education

This year, there are six separate educational sessions, covering topics ranging from disaster preparedness to an update on recent legislative activity impacting the community association industry. The topics are hand picked to pro-



vide attendees of the Conference with some very practical and timely information. As Community Managers, it's important that we our knowledgeable about our industry and understand the perspectives of our local exports which we can bring back to the communities we serve.

Additionally, you shouldn't hesitate to ask questions during the Q & A portion of the presentations. Questions are always welcomed, and as the presenters are experts in their respective topics you can benefit from some very useful information from these interactions.

### Networking

The Conference and Expo is a perfect opportunity to meet like-minded professionals in a relaxed setting. Equally important is the opportunity to cultivate existing professional relationships. While we work with many professionals on a regular basis, it's not often that we get a chance to sit down, chat and get to know each other. Keep in mind that like you, the professionals attending the Conference are also dedicated to their crafts, so there's a good chance you will be working with many of them for many years to come!

### Follow up communications

While I'm sure we will all have a load of emails and work to catch up on the day(s) following the Conference, it's a wise move to spend some time solidifying the contacts that were made at the Conference. It goes a long way to reach out to the professionals you spent time with and give them a sincere thank you. This can only help continue to build your reputation as a true professional in the industry. ■



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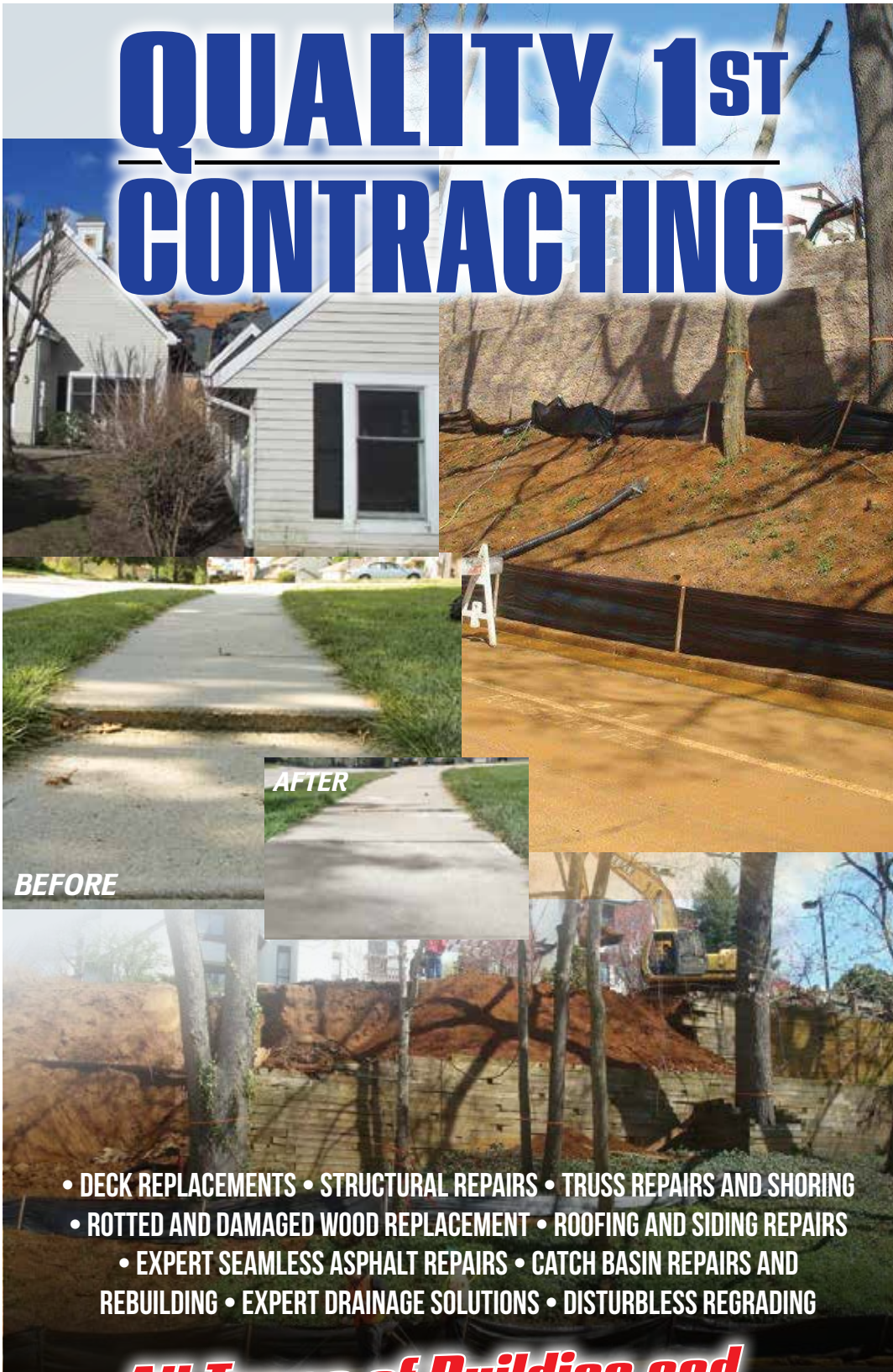
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**Annual Awards  
Dinner**

**Thursday,  
February 15, 2018**

**The Imperia, Somerset, NJ**

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ALL A LITTLE MAD**





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## **2018 Annual Awards Dinner CALL FOR NOMINATIONS NOW OPEN!**

Each year, the New Jersey chapter of Community Associations Institute celebrates excellence in the industry during the Annual Awards Dinner. The event will be held at The Imperia in Somerset, NJ. This year the event will take place on Thursday, February 15, 2018.

Nominations are now open for the following categories including the Candice Bladt Community Manager of the Year, the Committee of the Year, and the Committee Chair of the Year.

CAI-NJ and the Awards Committee are once again honoring the Board of the Year to be presented to a CAI-NJ member community association board. Please note, a minimum of three (3) homeowner leaders must be members of CAI-NJ to be eligible.

In order to be considered, nomination packets must be filled out completely with all required information and submitted to CAI-NJ no later than Friday, January 5, 2018. Nominations can be emailed to [jaclyn@cainj.org](mailto:jaclyn@cainj.org), faxed to 609-588-0040, or mailed to CAI-NJ, 500 Harding Road, Freehold, NJ 07728.

There is no limit to the number of nominations a person can submit, and self nominations are welcome. All award nominees must be members in good standing in CAI-NJ.

Enclosed are the official call for nominations entry forms, rules and instructions.

You can also download these forms on the website, [www.cainj.org/awards](http://www.cainj.org/awards).

For questions regarding this application, please contact Jaclyn Oskierko, Director of Events & Editorial at [jaclyn@cainj.org](mailto:jaclyn@cainj.org) or 609-588-0030.

**Deadline to submit nominations is Friday, January 5, 2018**

### **Nomination Contact Information**

Name: \_\_\_\_\_ Company/ Community: \_\_\_\_\_

Phone: \_\_\_\_\_ Email: \_\_\_\_\_

**FORM CONTINUES ON THE NEXT PAGES.**

## Nomination Information

Please select the entry type from the four options below. Only one nomination per form will be accepted. Please use multiple forms when nominating for multiple categories.

### Nomination Category

Select Only One From Below.

- |  |   |
|--|---|
| <input type="checkbox"/> Candice Bladt Community Manager of the Year | <input type="checkbox"/> CAI-NJ Committee Chair of the Year |
| <input type="checkbox"/> CAI-NJ Committee of the Year                | <input type="checkbox"/> Community Board of the Year        |

### Committee of the Year Options

If Nominating a Committee Please Check Off Only One From Below.

- \_\_\_ Awards Committee
- \_\_\_ Beach Party Committee
- \_\_\_ Business Partner Committee
- \_\_\_ CAVL Committee
- \_\_\_ Conference & Expo Committee
- \_\_\_ Editorial Committee
- \_\_\_ F.A.S.T. Committee
- \_\_\_ Golf Committee
- \_\_\_ Legislative Action Committee
- \_\_\_ Managers Committee
- \_\_\_ Membership Committee
- \_\_\_ CA- Political Action Committee
- \_\_\_ Spring Break Committee

### Committee Chair of the Year Options

If Nominating a Committee Chair Please Check Off Only One From Below.

- \_\_\_ Stephanie Wiegand, Esq. (Awards)
- \_\_\_ Jessica Long (Beach Party)
- \_\_\_ Maria Elena Solis CMCA, AMS (Business Partner)
- \_\_\_ Steve Kroll (CAVL)
- \_\_\_ Patricia McGlone, Esq. (Conference & Expo)
- \_\_\_ Joe Chorba, CPA (Editorial)
- \_\_\_ Lauren Vadenais (F.A.S.T.)
- \_\_\_ Georgette Kyriacou (Golf)
- \_\_\_ Christine F. Li, Esq. (LAC)
- \_\_\_ Jeff Cirkus, CMCA, AMS, PCAM (Managers)
- \_\_\_ Erika Befumo (Membership)
- \_\_\_ James Rademacher (CA-PAC)
- \_\_\_ Courtney Knox (Spring Break)

### Board of the Year & Candice Bladt Community Manager of the Year

If Nominating a Board or Manager Please Complete Information Below.

---

Nominated Manager or Board President Name

---

Company or Community Name

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Nominee Email

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Nominee Phone



## **Nomination Information**

Please fill in all information below. Incomplete applications will not be accepted. You may attach additional pages and other supporting documents to this application.

**What has this nominee done to earn this award?**

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**Please provide examples of what this nominee has done to support the goals and objectives of CAI-NJ.**

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**Please provide any additional information that supports your nomination.**

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**Nominate a Young Professional below for the “2017 Outstanding Young Professional Award” to be awarded at the 2018 Annual Awards Dinner, which will be held on Thursday, February 15, 2018 at The Imperia in Somerset.**



The F.A.S.T. committee is seeking to honor a young professional in our industry who gives without asking in return. We are asking for companies to nominate the young professionals on their team who they feel should be recognized for their efforts made in both their personal and professional life.

The nominated young professionals should meet the following criteria:

- Working in an aspect of the community association industry and member of CAI-NJ
- Under the age of 35
- Has gone above and beyond that which is expected of them personally and/or professionally

We are looking for someone who has made a difference in others' lives through volunteer work, self-sacrificing spirit, diligence, reliability, determination, follow through, etc. If you look at them and say “I’m Impressed” then nominate them for the “Young Professional of the Year” award.



Complete the information below and return it to [jaclyn@cainj.org](mailto:jaclyn@cainj.org), along with supporting documents including the following:

- One letter of recommendation from a supervisor
- One letter of recommendation from a co-worker
- Any additional documents that support the nomination

**All nominations must be submitted by Friday, January 5, 2018.**

Nominee Name: \_\_\_\_\_

Nominee Company: \_\_\_\_\_

Nominee Email: \_\_\_\_\_ Nominee Phone: \_\_\_\_\_





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### What is ADR?

The CAI-NJ ADR-Mediation Program is designed as an alternative to the traditional justice system. It includes negotiation and mediation with a third party. This service is offered to parties who live or work in community associations. Community associations are required by state law to offer homeowners, a “fair and efficient” alternative to litigation.

### How does ADR work?

ADR involves a mediation conference where the disputing parties meet with a mediator on a voluntary basis to talk about the problem and attempt to reach an agreement. The mediator is selected by CAI-NJ and assists them in arriving at a solution, but does not impose a decision. The mediator helps the parties look at all aspects of the issues and explore what may be acceptable to both parties as a resolution.

### What are the benefits of ADR through CAI-NJ?

The CAI-NJ ADR Program will most likely be less expensive than the normal judicial process because it is a one-time fee rather than court costs and undetermined legal fees. Also, mediation is a confidential process unlike court cases that are adjudicated in public session. Many mediated disputes only require one session to resolve, and those sessions can be scheduled quickly. A filed court case may take months or years to resolve.

### ADR – Mediation Service Fee

- **\$300 for CAI-NJ members only**
- The CAI-NJ ADR Mediation Program is an exclusive benefit for CAI-NJ members only.
- To be eligible for the program a minimum of two board members from the association must have current CAI-NJ memberships.

### Join CAI-NJ Now to take advantage of the CAI-NJ ADR-Mediation Program

If your association does not currently fulfill the membership requirement, and you wish to participate in the ADR/Mediation program, contact Laura O'Connor at: [laura@cainj.org](mailto:laura@cainj.org). The annual cost for membership is \$210 for two board members.





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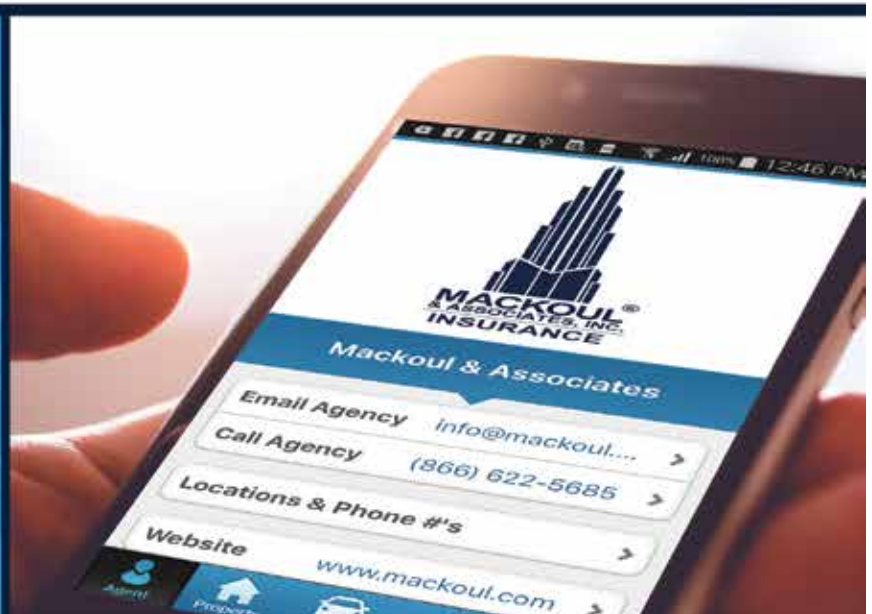
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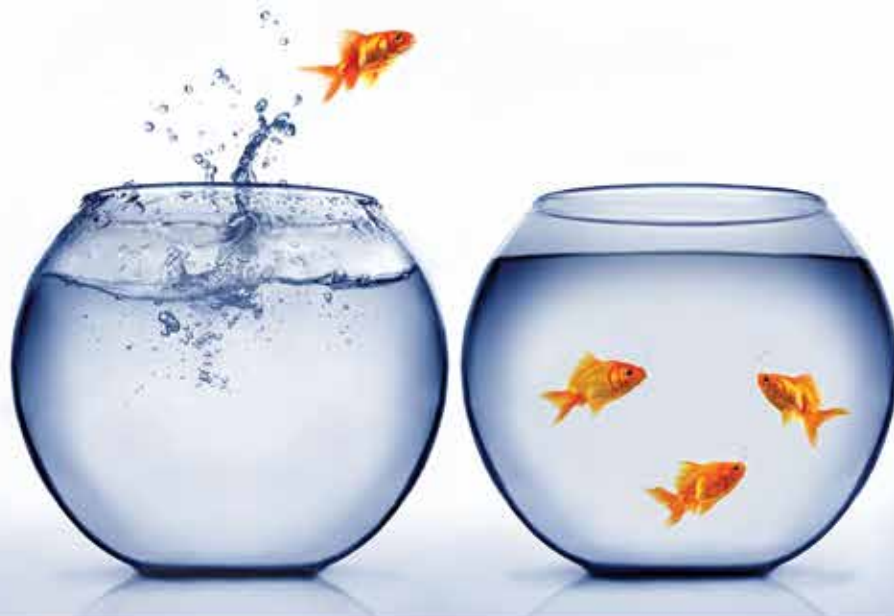
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from page 5.

have achieved a CMCA, AMS or PCAM designation, management companies who have achieved the AAMC accreditation, attorneys who have become CCALs, and business partners who have earned the CAI Educated Business Partner distinction. Keep getting those acronyms! The less room on the business card, the better!

One final point before I let you get to your conference day planning to choose which seminar you will attend or what booths you will visit; if you are not a member of our chapter, I hope you will consider becoming a member. Like the popular back in the day American Express commercial once said, membership has its privileges. Please look for the CAI booth and feel free to speak to one of our Board members or CAI-NJ Staff about what membership can do for you.

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