

Community Trends

January 2017



**COMMUNITY
SPOTLIGHT!**

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- **What's the Plan?**
- **CAI-NJ FAST**

....and more

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Courtesy CAI-NJ.

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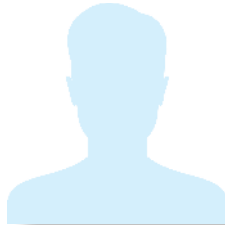
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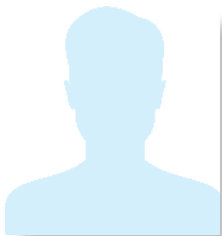
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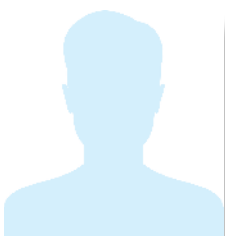
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"There is a road, no simple highway...that path is for your steps alone."

Robert Hunter – "Ripple"

I know this sounds cliché, but about eighteen months ago, I wasn't sure that I would be writing this column. You see, around that time I was facing a serious health issue, and I was not sure what my future, or the road immediately ahead, was going to hold.

And while my prognosis was always optimistic, I will always remember the uncertainty I felt during this time, but I will also remember the love, support and guidance I received from family, personal and professional friends, my co-workers, my faith and of course my medical team. The path was mine, as the quote says, for my steps alone, but through all of it, I was never alone. In addition to love, support and guidance, I also received many words of advice. One of my favorite tid-bits was from a good friend who gave me three words of advice: "Just don't die." Helpful, right? Well, I took that admittedly suspect advice to heart, and I was good to my word – I didn't die. And now, eighteen months later, I am writing my first column as chapter president.

So, by now you are probably wondering what all of this has to do with CAI. Well, I'm glad you asked!

I am incredibly excited and grateful (pun intended) to have been selected to serve as the chapter's president for 2017. I have many, many things that I would like to get done as president this year (that I will share with you in this column over the year), but for now my primary goal is to not mess anything up but more importantly to guide and support all members of our chapter and never make them feel that they are alone in their path to success or when it comes to reaping the benefits of being a member of CAI.

Every member of CAI has the potential of being a mentor or ambassador for CAI. We have an outstanding and active chapter, and, with your help, we can make 2017 even better than the years before. What can you

do to be a CAI mentor/ambassador? Bring a junior or new colleague to an educational seminar or networking event; recruit a new business owner to join our chapter, share your knowledge/experience by joining a committee or writing an article for *Community Trends*[®]; sponsor an event; encourage community association volunteer leaders to become members, contribute to CA-PAC...you get the picture. Our business partners are a wealth of informa-

"Every member of CAI has the potential of being a mentor or ambassador for CAI."

tion in their specific fields, and I am certain would all be very willing to assist in any problem or question you may have regarding their expertise. The same goes for those who need guidance and support in their career paths. Managers, there is a scholarship just waiting for those who have their CMCA to help you along in your path to the AMS and PCAM designations! If you are not sure how you can help, please feel free to reach out to me or anyone at the chapter office. You won't regret it.

This year's journey as president won't be without its challenges, but with guidance and mentoring from our past presidents, I plan to make it a successful and rewarding year. Keep moving ever forward!

I'm looking forward to a great year, and I am also looking forward to seeing everyone at the 2017 CAI-NJ Awards Dinner on February 16, 2017 at The Palace at Somerset Park!

Peace and Love,
Denise



LOOKING FORWARD

LARRY THOMAS, PCAM | CAI-NJ CHAPTER EXECUTIVE DIRECTOR

HAPPY 2017!

I hope your holiday break was enjoyable and full of happy times with family and friends. As the new year gets into full swing, I wanted to write and say how much I appreciate all you do, and to provide you with a few pieces of information I hope will be helpful to you and your communities.

We had a very successful Annual Meeting and Chapter Retreat on December 8th. I want to welcome Jeff Logan to the Board of Directors and thank outgoing board member Fran McGovern, Esq. for all of his efforts during his six-year term as a CAI-NJ board member. All of the committees met at the Retreat, we have several new faces this year and this was a great opportunity for them to get together with the other committee members. Committees discussed their plans and calendar for 2017 and geared up for moving forward as the new year begins. Another member that also has a membership in a different CAI chapter stated to me how amazed she was at how many volunteers we get to serve on our committees. We are truly fortunate to have as many dedicated and passionate members who take their time to better our industry and grow our chapter's initiatives.

Recently, the CAI-NJ Board, staff and other invited guests spent an entire day dedicated to establishing a strategic plan for our chapter. Dawn Bauman from the CAI National office conducted the session and we are all very pleased with the plan that was developed. We will revisit the proposal at the January board meeting and publish the plan sometime in February.

We will be emailing out the applications for the 2017 Jules Frankel Manager Education Assistance Program in early January. This program was introduced by the board in 2016 and was created to assist our manager members in furthering their careers in the community management profession. The board dedicated \$5,000 in the budget for this program. If you are currently a CAI member with

"If you are currently a CAI member with a CMCA designation, you can apply for a scholarship."

a CMCA designation, you can apply for a scholarship. If selected, the Board will pay \$250 towards the cost of a PMDP class after you successfully complete the class. This is a great opportunity to work towards getting your AMS and PCAM designations.

That's all for now. But in closing, I would be remiss if I didn't thank Larry Sauer for a great year as the 2016 CAI-NJ President. Larry was always available and visible at our events. I'm sure that we will have an equally successful year with our new President, Denise Becker. I, and the entire staff look forward to "raising the bar" in 2017 and are always available to assist our members in any way we can. ■

COMMUNITY ASSOCIATIONS INSTITUTE NEW JERSEY CHAPTER

2017 EVENTS & EDUCATION CALENDAR

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

TUESDAY FEB 21	LECTURE SERIES CAI-NJ Freehold, NJ	TUESDAY JULY 13	SENIOR SUMMIT TBD
THURSDAY FEB 16	ANNUAL AWARDS DINNER The Palace at Somerset Park Somerset, NJ	THURSDAY AUG 10	ANNUAL BEACH PARTY Martell's Tiki Bar Point Pleasant, NJ
THURS- SAT MAR 23-25	M-100: THE ESSENTIALS OF COMMUNITY ASSOCIATION MANAGEMENT West Windsor, NJ	TUESDAY AUG 22	LECTURE SERIES CAI-NJ Freehold, NJ
THURSDAY APR 6	MANAGER & BUSINESS PARTNER ROUND TABLE TBD	THURSDAY SEPT 14	MANAGER LEADERSHIP WORKSHOP TBD
TUESDAY APR 25	LECTURE SERIES CAI-NJ Freehold, NJ	TUESDAY SEPT 19	LECTURE SERIES CAI-NJ Freehold, NJ
THURSDAY APR 27	SPRING BREAK PARTY Windows on the Water Sea Bright, NJ	WEDNESDAY NOV 1	PRECONFERENCE NETWORKING RECEPTION & AFTER PARTY TBD Somerset, NJ
THURS- FRI MAY 18-19	M-205 : RISK MANAGEMENT Somerset, NJ	THURSDAY NOV 2	ANNUAL CONFERENCE & EXPO Garden State Exhibit Center Somerset, NJ
THURSDAY JUN 8	BOARD LEADERSHIP DEVELOPMENT WORKSHOP CAI-NJ Freehold, NJ	THURSDAY NOV 16	MANAGER BUSINESS PARTNER ROUDNTABLE TBD
TUESDAY JUN 13	LECTURE SERIES CAI-NJ Freehold, NJ		
THURSDAY JUN 22	MANAGER & BUSINESS PARTNER ROUND TABLE TBD		
TUESDAY JUN 27	DENNIS R. CASALE MEMORIAL GOLF OUTING Forsgate Country Club Monroe, NJ		



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

EVENTS SUBJECT TO CHANGE



LEGISLATIVE UPDATE

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

As the members of the Legislative Action Committee begin a new year, we cannot help but to wonder as we do about many other aspects of our lives - Where does the time go? Could we have done things better this past year? Should we have done things differently this past year? Hindsight is always 20-20 and, yes, we could have spent less time on certain issues or channeled our energy in different directions. Regardless, our attention has always been on improving life in our communities.

In looking back at the priorities the LAC had established at the beginning of 2016, we are confident that we approached each of our priorities with a strategic plan of both legal substance and the proper approach to convince our legislators and other industry groups that LAC's proposals on behalf of CAI-NJ would not only serve its constituency, but would not adversely impact the universe of interests in which community associations operate and thrive.

2016 LAC Priorities.

We began the year with four priorities: Manager licensing, the Municipal Services Act, election reform and mortgage foreclosure reform.

After years of discussion and progress when the New Jersey Manager Licensing bill, S1367, passed both the Assembly and Senate in 2014, Governor Christie pocket vetoed the bill in early 2015. The LAC decided to forego further pursuit of manager licensing, either in the form of licensing or possible alternatives of manager certification or registration. Perhaps there will be reconsideration when the administration changes. The opinion of CAI's members will be vital in determining the direction in which the LAC proceeds.

Another one of the LAC's priorities was the Municipal Services Act, with an eye toward expanding the services which municipalities are required to either perform or

reimburse costs incurred by qualified communities. While S2522 was introduced on September 12, 2016 requiring certain municipal authorities to inspect, maintain, and repair fire hydrants in planned real estate developments, the bill does not broaden the scope of the Municipal Services Act to encompass the costs borne by all of our communities for its hydrants. The Municipal Services Act will continue to be one of the priorities of the LAC in 2017 since the Act is at the heart of fair and equalize treatment of the citizens of a single municipality.

Mortgage foreclosure reform was one of the priorities during 2016 and will continue to be given the high rate of mortgage foreclosures in the State and the drastic toll the protracted foreclosure process takes upon our communities. S1832 is one of the bills on which the LAC supports in furtherance of an expedited process for foreclosing vacant and abandoned residential properties in uncontested foreclosure actions. Mortgage foreclosure reform will continue to be a priority as the LAC continues to make slow, but steady, progress..

Finally, the LAC identified election reform as one of its greatest challenges at the beginning of 2016, and it continues as such. There was a number of bills which considered throughout the year but, as will be discussed below, it was not until September 8, 2016 that S2492/A 4091 were introduced, which is a bill to which the LAC lends its full support.

Pending Bills 2016/2017.

As we closed 2016, seven (7) bills were pending in the Legislature, each with the potential of significant impact to communities. On December 5, 2016, LAC member, George Greatrex testified on the following bills at hearings conducted by the Assembly Housing and Community Development Committee, with Tim Martin of CAI-NJ's lobbying firm MBI*GluckShaw.

"We began the year with four priorities: Manager licensing, the Municipal Services Act, election reform and mortgage foreclosure reform."

Bill: A 358

Sponsor: Assemblyman Sean Kean

Title: *Prohibits conflict of interests by governing board members or management employees of homeowners' associations.*

Bill: A 400

Sponsor: Assemblyman Daniel Benson

Title: *Makes homeowners' association in which developer's control of executive board has not been surrendered a public body under "'Senator Byron M. Baer Open Public Meetings Act.'"*

Bill: A 2009

Sponsor: Assemblyman Jerry Green

Title: *Permits master deed of condominium to reflect proportional common and limited common elements interests of each owner as fractions.*

Bill: A 2027

Sponsor: Assemblyman Jerry Green

Title: *Concerns membership and management of homeowners associations.*

Bill: A 2260

Sponsor: Speaker Vincent Prieto

Title: *The "'Owners' Rights and Obligations in Shared Ownership Communities Act.'"*

Bill: S 2492 A 4091

Sponsor: Senator Robert Gordon Assemblyman Timothy Eustace

Title: *Enhances resident voting participation rights in common interest communities.*

Of the bills that were the subject of the hearings, the LAC supports only S2492/A4091 pertaining to voting rights. LAC members, David Ramsey and Michael Pesce, played a major role in the drafting of the bill. The bill is commonly referred to as the "Radburn" bill as it was intro-

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INSIDE CONNECTION

LAURA O'CONNOR | DIRECTOR, MEMBERSHIP & MARKETING

Happy New Year! The CAI-NJ Membership & Marketing department has been very busy preparing for a successful 2017. Here is a recap of some of the items we have been working on.

We recently conducted our annual Membership Satisfaction Survey and I am proud to say we received excellent results again this year.

- 100% of members surveyed report that the chapter provides sufficient and timely communications to members on products, services, upcoming events and local industry issues.
- 90% of members surveyed report that they recommend CAI-NJ membership to others.
- 90% of our members surveyed report attending at least one CAI-NJ event in 2016 with 38% attending five or more events.

These results are all up from last year and demonstrate that our members are as involved, active as ever and proud to be counted as members of our chapter.

Last year we launched an updated Partnership Program with three levels of participation, Ultimate, Elite and Premier. We had an impressive response from our members with 17 Ultimate Partners, 41 Elite Partners and 23 Premier Partners. The 2017 Partnership Program has many of the same benefits our partners enjoyed in the past and we have made some minor adjustments in response to your feedback including adding a new benefit – electronic event attendee lists for the Awards Dinner, Spring Break Party, Beach Party and the Pre-Conference Networking Reception. The participation deadline is January 13, 2017

It is now time again to sign up for the 2017 Online Service Directory. When your company is listed on CAI-NJ's

Online Service Directory, members and the general public can easily find your company and take advantage of your products, services and professional expertise. This is the most affordable way to reach your target market! Listings run through December 31, 2017 and one Primary Listing has been included in the Partnership Program.

If you were not already aware of these opportunities, you must not be following CAI-NJ on social media. Please take a moment now to like us on Facebook at Community Associations Institute of NJ, follow us on Twitter at @CAI-NJCHAPTER and on Instagram at

"If you know someone that should be a member, please refer them to me or bring them to an event."

@cainewjersey and on LinkedIn Community Associations Institute- New Jersey Chapter.

As I mentioned, 90% of our member's report that they recommend CAI-NJ membership to others. My goal is to make that number 100%. Please keep CAI-NJ in mind when as you talk with your boards, managers and service provider colleagues. We need your help to grow our chapter. If you know someone that should be a member, please refer them to me or bring them to an event. We are currently the third largest chapter of CAI. Let's see if we can become the second largest chapter in 2017! Thank you! ■



CA-PAC
*Community Association
Political Action Committee*

Support CA-PAC today!

Dear CAI-NJ Members,

For close to twenty years, the Community Associations Political Action Committee has been the political arm of the New Jersey chapter of Community Associations Institute. As you may know, our legislative efforts in Trenton are vital to the future of the community association industry. Many of our elected officials lack a fundamental understanding of community association issues and many competing trade associations such as the realtors, homeowners, and bankers have large PACs and have been raising funds for many years. It is critical that we constantly work to be the authoritative voice on the issues that impact our members.

CA-PAC represents 6,700 community associations where approximately 1,350,000 residents live in 519,000 homes in New Jersey. When the legislature considers amending the laws that govern community associations members of the legislature should turn to CAI-NJ for advice. One way we can educate these legislators and grow awareness of our industry is with a strong Community Association Political Action Committee (CA-PAC).

By pooling our resources we raised over \$21,000 in 2015 and we are on track to meet our 2016 fundraising goal. The money you contribute ensures that people who understand the community association industry are elected or reelected to serve in Trenton. I challenge you to join me in preserving the future of the community association industry by contributing to CA-PAC. With your support we can raise the \$6,000 needed to surpass our 2016 fundraising goal of \$30,000. Please send in your contribution today.

Thank you,

James Rademacher
President, Community Association Political Action Committee

2016 CAI-NJ Legislative Priorities

Foreclosure Reform

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

Municipal Services Reform

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

Fixing Planned Real Estate Law

New Jersey's patchwork of condo and homeowner association laws remains in need of a 21st Century makeover. CAI-NJ has prepared a nine bill package that tackles everything from simply defining a common interest community to reforming the governance of elections and bylaws, and we are working closely with the legislature to get it done.

Manager Licensing

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

2016 CA-PAC Contribution Form

YES! I'd like to support CA-PAC

\$25- \$100	\$250- \$500	\$500	\$ _____	\$ _____
Individual <ul style="list-style-type: none"> • Community Manager • Board Member • Homeowner 	Business Partner	Management Company	Community Association (Suggested Contribution \$1 per unit)	Other

Please make your CORPORATE or PERSONAL CHECK payable and mail to:

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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 employer of contributors whose contributions exceed \$300 in a calendar year.

Contributions to CA-PAC are not deductible for federal income tax purposes. Contributions are not limited to suggested amounts. CA-PAC will not favor nor disadvantage anyone based upon the amounts of or failure to make PAC contributions. Voluntary political contributions are subject to limitations of ELEC regulations. CA-PAC contributions are not considered payment of CAI dues.

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

Thank You 2016 CA-PAC Contributors

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COMMUNITY SPOTLIGHT: THE PONDS Resort Country Club Style Living

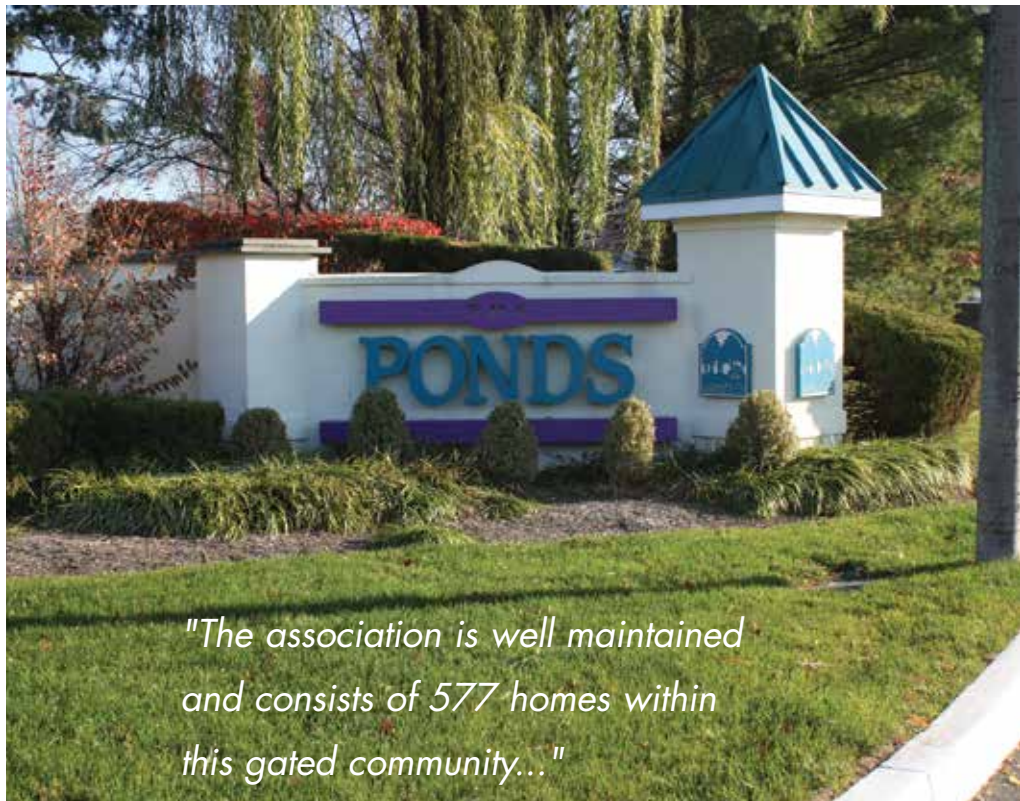
By Kari Valentine, CMCA, AMS



Photos courtesy CAI-NJ.

The Ponds Condominium Association in Monroe Township is a 55 and above community located in Middlesex County. The association is well maintained and consists of 577 homes within this gated community and offers the benefits of a large community with the intimacy and charm of a smaller community. It was built between 1994 and 1999 and the homes range from 1,237 to 2,157 square feet. Ten different floor plans offer two bedrooms with two baths, large eat-in kitchen, great room, living room and dining room. Homes either feature a one or two-car garage. They consist of single, duplex (two homes horizontally attached) and triplexes (three homes horizontally

CONTINUES ON PAGE 16



"The association is well maintained and consists of 577 homes within this gated community..."



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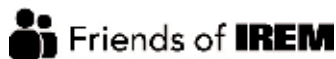


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THE PONDS...

from page 14.

attached).

There is an abundance of both indoor and outdoor amenities on site. Residents of The Ponds take advantage of the unique and tranquil setting within the 140 acres.

The 25,000 square-foot clubhouse at The Ponds has a gym, fully equipped wood shop, card room, three-tabled billiard room, computer room, arts



Photo courtesy CAI-NJ.

"Residents of The Ponds take advantage of the unique and tranquil setting within the 140 acres."

and crafts room, ballroom, men's and women's locker rooms with saunas, and indoor and outdoor pools. The lobby is reminiscent of an elegant hotel. Residents never lack something to do with the various forty-plus clubs and committees year-round activities

CONTINUES ON PAGE 18

THE WEBSITE OF CAI-NJ HAS A NEW LOOK — CHECK IT OUT!

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THE PONDS...

from page 16.

and events both on and off site. The Ponds truly is an active community.

It was built around a 19-acre nature preserve surrounded by water, with a jogging path, scenic nature walk with exercise stations along the way and a pond for fishing. A gazebo overlooking the water offers a tranquil, relaxing setting to enjoy the beauty of nature and the outdoors. Bird lovers will find that the array of birdhouses set throughout the preserve attracts an incredible variety and species of birds. Residents also enjoy tennis, bocce ball, shuffleboard, horseshoes, and a 9-hole putting green.

But as we all know, nothing stays new forever, and things need to be

CONTINUES ON PAGE 61

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2016 ANNUAL PCAM RECEPTION

The 2016 Annual PCAM Reception was held on Wednesday, November 9, 2016 at Ocean Place Resort and Spa in Long Branch NJ.

CAI-NJ honored the elite group of individuals who have maintained their PCAM designations as well as members who recieved their CMCA & AMS designation in 2016.



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1990

Janice Barber, CMCA, PCAM

Liz Comando, CMCA, PCAM

Chuck Graziano, PCAM

Lawrence N. Sauer, CMCA, PCAM

1992

Carol Altschuler, PCAM

Leonard Barber, CMCA, PCAM

Robert E. Barlow, Jr., CMCA, AMS, PCAM,
CIRMS

Sal J. Caso, Jr., PCAM

Barbara Drummond, CMCA, PCAM

1993

Diane Cody, PCAM

James Magid, CMCA, LSM, PCAM

1995

Jackie Bartilucci, AMS, PCAM

Matthew S. Begley, CMCA, PCAM

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Glen A. Masullo, CMCA, PCAM

Karen J. Mesler, CMCA, LSM, PCAM

Gail McDermid, CMCA, AMS, PCAM

Michael Pesce, PCAM

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1997

Allen R. Dvorkin, AMS, PCAM

Lawrence Patrick Thomas, PCAM

2000

Lori A. Kenyon, CMCA, PCAM

2001

Paul Santoriello, PCAM

Ted Tucker, AMS, PCAM

2002

Timothy Clewell, CMCA, PCAM

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2003

Angela Alfano, PCAM

Gregg Danieli, PCAM

Suzanne Lach, CMCA, PCAM

John C. Roberts, CMCA, AMS, PCAM

2004

Steven Y. Brumfield, CMCA, AMS, PCAM

Scott T. Dalley, CMCA, AMS, PCAM

2005

Jane E. Balmer, CMCA, PCAM

April C. Schauer, CMCA, AMS, PCAM

2006

Denise Becker, CMCA, AMS, PCAM

Glenda Carroll, CMCA, AMS, LSM, PCAM

Joanne Granozio, CMCA, AMS, PCAM

Julie McCuthcheon, CMCA, AMS, PCAM

Wayne Scheffer, PCAM

Jane Strydesky, CMCA, AMS, PCAM

2008

Tracy Blair, CMCA, AMS, PCAM

2009

Sue Howe, CMCA, AMS, PCAM

Kristina Munson, CMCA, AMS, PCAM

Debbie Nicholson, CMCA, AMS, PCAM

2011

Trent Harrison, CMCA, AMS, PCAM

Chip Hoever, CMCA, AMS, PCAM

2012

Richard Blenden, CMCA, AMS, PCAM

Louis J. Curtis, CMCA, AMS, PCAM

Susan Fitzpatrick, CMCA, AMS, PCAM

Michael Flippin, CMCA, AMS, PCAM

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Dawn Marie Ruggiero, CMCA, AMS,
PCAM

Shawna M. Smith, CMCA, PCAM

Teresa J. Viggiano, CMCA, AMS, PCAM

2013

Jacqueline Rogers, CMCA, AMS, PCAM

2014

Mary Caporaso, CMCA, PCAM

Michael H. Sutterlin, CMCA, PCAM

2015

Ray Barnes, PCAM

John J. Boselli, CMCA, AMS, PCAM

Jeff Cirkus, CMCA, AMS, PCAM

Stephanie Harmon, CMCA, AMS, PCAM





Congratulations to all of our 2016 CMCA & AMS Members

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- Joseph Abbruzzese, CMCA
- Karen Arena-Spoleti, CMCA
- Hovannes Bakalian, CMCA
- Donna Barbour, CMCA
- Kristie Lynn Bendick, CMCA
- Linda Buczek, CMCA
- Thomas A Chilenski, CMCA
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- Lori Pescherine, CMCA
- Marianna E. Piazza, CMCA
- Amanda Rainville, CMCA
- Neil Ross, CMCA
- Sharyl Rubin, CMCA
- Christina Smith, CMCA
- Michelle Williams, CMCA

AMS

- Michael Alejandro, CMCA, AMS
- Mary Hennessy, CMCA, AMS
- Barbara Scholz, CMCA, AMS
- Ilene Uydess, CMCA, AMS

2017 PMDP National Course Schedule

Date	Location	Class	Date	Location	Class	Date	Location	Class
JANUARY 2017			MAY 2017 (cont.)			AUGUST 2017 (cont.)		
25-27	Falls Church, VA	M-100	1-2	Las Vegas, NV	M-203	24-25	San Diego, CA	M-206
25-28	Denver, CO	M-100	1-2	Las Vegas, NV	M-204	24-26	Sandy, UT	M-100
26-28	Santa Ana, CA	M-100	1-2	Las Vegas, NV	M-205	24-25	Boston, MA	CASE
26-27	Chicago, IL	M-203	1-2	Las Vegas, NV	M-206	24-25	Sarasota, FL	M-350
27-27	Houston, TX	M-202	2-2	Las Vegas, NV	M-380	SEPTEMBER 2017		
27-27	Richmond, VA	M-202	1-2	Las Vegas, NV	CASE	7-9	Chicago, IL	M-100
26-27	Seattle/Bellevue, WA	M-205	18-19	Santa Ana, CA	M-205	8-8	Santa Ana, CA	M-202
26-27	Bloomington, MN	M-204	18-19	Portland, ME	M-206	7-8	Pikesville, MD	M-201
FEBRUARY 2017			19-19	Falls Church, VA	M-202	7-8	Falls Church, VA	M-310
9-10	Denver, CO	M-201	18-19	Schaumburg, IL	M-201	7-9	Sarasota, FL	M-100
9-10	Los Angeles, CA	M-201	18-20	Indianapolis, IN	M-100	7-8	Honolulu, HI	M-206
9-11	Atlanta, GA	M-100	18-19	Seattle, WA	M-201	7-8	Greensboro, NC	M-204
10-10	St. Louis, MO	M-202	18-19	Colorado Springs, CO	M-204	OCTOBER 2017		
9-11	Charleston, SC	M-100	JUNE 2017			19-20	Birmingham, AL	M-206
9-10	Charlotte, NC	M-205	8-9	Phoenix, AZ	M-370	19-20	Broomfield, CO	M-204
23-24	Phoenix, AZ	M-206	8-9	Santa Ana, CA	M-206	20-20	Natick, MA	M-202
24-24	Riverside, CA	M-202	8-9	Falls Church, VA	M-203	18-20	Falls Church, VA	M-100
23-25	Orlando, FL	M-100	8-9	Valley Forge, PA	M-204	19-20	Charleston, SC	M-203
23-24	Portland, OR	M-204	8-9	Boca Raton, FL	M-201	20-20	San Diego, CA	M-202
23-25	Houston, TX	M-100	8-10	Cincinnati, OH	M-100	19-21	Bloomington, MN	M-100
23-24	Richmond, VA	M-205	9-9	Charlotte, NC	M-202	26-27	Sandston, FL	M-204
23-24	Honolulu, HI	CASE	22-23	San Diego, CA	M-203	26-27	Chicago, IL	M-205
MARCH 2017			22-23	Orlando, FL	M-206	26-28	St. Louis, MO	M-100
10-10	Fort Lauderdale, FL	M-202	22-23	Schaumburg, IL	M-206	26-28	Monroe, NJ	M-100
9-10	Lisle, IL	M-350	22-24	Livonia, MI	M-100	26-27	Virginia Beach, VA	M-201
9-11	Seattle/Bellevue, WA	M-100	22-23	Beaver Creek, CO	M-201	26-28	Seattle, WA	M-100
9-10	Sandy, UT	M-204	22-23	Atlanta, GA	M-205	26-27	DC Metro, DC	CASE
9-11	Oxnard, CA	M-100	23-23	Palm Springs, CA	M-202	26-27	Colorado Springs, CO	M-350
17-17	Colorado Springs, CO	M-202	JULY 2017			NOVEMBER 2017		
16-18	Pikesville, MD	M-100	13-15	Riverside, CA	M-100	2-3	Norwich, CT	M-205
16-17	Falls Church, VA	M-201	13-14	Sturbridge, MA	M-310	2-3	Falls Church, VA	M-206
16-17	Atlanta, GA	CASE	13-14	Pikesville, MD	M-206	2-3	Austin, TX	M-320
16-18	Raleigh/Durham, NC	M-100	12-14	Falls Church, VA	M-100	3-3	Atlanta, GA	M-202
23-25	Phoenix, AZ	M-100	13-15	Arlington Heights, IL	M-100	3-3	Pikesville, MD	M-202
23-24	Santa Ana, CA	M-203	13-14	Charleston, SC	M-205	2-4	Palm Desert, CA	M-100
23-24	Seattle/Bellevue, WA	M-330	20-21	Los Angeles, CA	M-360	2-4	Lisle, IL	M-100
23-25	Virginia Beach, VA	M-100	20-22	New Haven, CT	M-100	16-17	Santa Ana, CA	M-204
24-24	Buffalo/Amherst, NY	M-202	20-21	Clearwater, FL	M-360	17-17	Racine, WI	M-202
23-25	West Windsor, NJ	M-100	20-21	Dallas, TX	M-201	16-17	Boca Raton, FL	M-203
31-31	Sacramento, CA	M-202	27-28	Natick, MA	M-204	16-18	Dallas, TX	M-100
30-31	Springfield, PA	M-201	27-28	Houston, TX	CASE	16-18	Phoenix, AZ	M-100
30-31	Myrtle Beach, SC	M-330	27-28	Pleasanton, CA	M-205	30-12/1	Santa Ana, CA	CASE
30-4/1	Natick, MA	M-100	27-28	Monroe, NJ	M-340	30-12/1	Seattle, WA	M-203
APRIL 2017			27-28	Wilmington, NC	M-201	30-12/2	Pleasanton, CA	M-100
5-7	Falls Church, VA	M-100	AUGUST 2017			DECEMBER 2017		
5-8	Beaver Creek, CO	M-100	10-11	Clearwater, FL	M-205	7-8	Falls Church, VA	M-205
6-7	Danbury, CT	M-201	10-12	Nashville, TN	M-100	7-8	Houston, TX	M-201
6-7	Pikesville, MD	M-204	10-11	Dallas, TX	M-204			
6-7	Kansas City, MO	M-205	10-11	Virginia Beach, VA	M-203			
6-7	Portland, OR	M-206	10-11	Santa Ana, CA	M-201			
6-7	Dallas, TX	M-203	17-19	Los Angeles, CA	M-100			
6-8	Chicago, IL	M-100	17-19	Pikesville, MD	M-100			
MAY 2017			17-18	Falls Church, VA	M-204			
1-3	Las Vegas, NV	M-100	17-18	Fort Myers, FL	M-206			
1-2	Las Vegas, NV	M-201	18-18	Lisle, IL	M-202			
2-2	Las Vegas, NV	M-202	23-26	Broomfield, CO	M-100			





COMMUNITY SPOTLIGHT: CANAL WALK

Photos courtesy CAI-NJ.

Canal Walk is an Active Adult Community of eleven hundred plus housing units, located in Somerset, NJ. Our community has a variety of housing choices which includes townhomes, condominium apartments and individual houses with approximately two thousand residents.

Our facilities are large and diversified consisting of two clubhouses, three pools, and over 30 acres of common area. There is a wide array of outdoor activities including tennis, pickle ball, putting green, bocce, a "Ryder Cup" golf tournament with a neighboring community as well as biking, and hiking. We also have our own Jitney which is used for trips to the Broadway theaters, the many nearby theaters and sporting and other attractions in the tri-state area.

Moving indoors we also have plenty to do. In addition to many card games, there are two fitness gyms, the Ballroom, Arts and Crafts Room, Billiard Room, the Library, Café and several Card rooms. Here we enjoy a variety of handicraft groups, a chorus, tap and ballroom dancing, pin pong along with an annual variety show and Acting Up. One of the committees that provides us with professional entertainers throughout the year is





"Our facilities are large and diversified consisting of two clubhouses, three pools, and over 30 acres of common area."



our Cultural Arts Group. The artists are the best New York has to offer.

Grandchildren are the apple of everyone's eye and children are welcome here too. Our grandparents Club provides for many activities including Arts and Crafts, Halloween and Holiday Parties and there is plenty of time for a swim year round.

We believe that there are two principal reasons that makes Canal Walk stand out. First, we have a robust, energetic and diverse group of volunteers who provide us with the rich choice of activities, mentioned above. That is the key which makes it so enjoyable to live here. In addition to the normal compliment of Men's, Women's and Veterans clubs, we have large Indo-American,

CONTINUES ON PAGE 26

CANAL WALK...

from page 25.

Irish-American, and Italian-American clubs. We also have a Hadassah group and Bible study plus any hobby or interest group in which anyone has an interest. The Singles club and Young at Heart are also very popular.

Even more impressive in the kindness and generosity shown by these groups. Each year, approximately \$50,000 is donated to a large number of charities within our area communities including the local hospital, scholarships, the local Food Bank, Adopt a Family and

Operation Shoebox, for veterans on deployment overseas.

Perhaps because of the qualities mentioned above, Canal Walk Homeowners Association is the recent recipient of the 2016 Readers Award as the Best Adult Community in Somerset County.

Another reason for receiving the award is our exceptional financial track record. Our monthly maintenance fees have remained constant for six consec-



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Photo courtesy CAI-NJ.

utive years with no special assessments. And our five year forecast in very solid as well. Here is a comment from our auditors, Wilkin & Guttenplan, with respect to Canal Walk.

"The board at Canal Walk is a very hands on Board. While working with their professional consultants, from the preparation of the annual budget, through the smooth transition process with the sponsor, to their five year planning projections the board is always looking out for the best financial interests of the community to ensure success. The management team and the board at Canal Walk are a pleasure to work with." ■



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CAI-NJ FAST

2016 Review

Written By: Kristy Winchock, Morris Engineering, LLC

By now you've probably heard of CAI-NJ's newest addition, a young professionals group, the Future All Star Team (FAST). FAST has been busy planning networking events, educational events, and philanthropic initiatives with the help of CAI-NJ Staff.

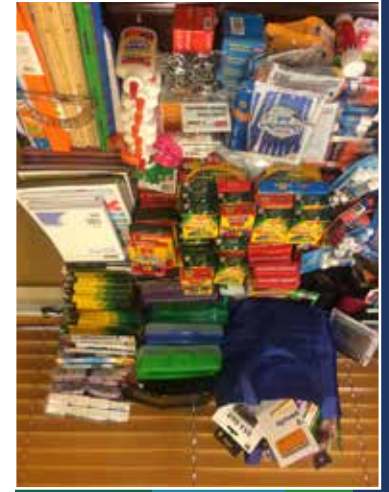
FAST has been working hard to organize our upcoming Quarterly Regional Meet Ups that will take place throughout the different regions of New Jersey in 2017. Join us for the happy hours and networking with industry professionals around New Jersey. These casual mixers are tentatively scheduled to be held in Princeton on March 30th, Morristown on May 18th, Pittstown on September 28th, and Red Bank on December 14th. Prior to one of the Meet Ups we will be hosting an Educational Event targeted to young professionals entering the industry, details coming soon.

FAST is looking forward to hosting the Third Annual CAI Olympics on July 19, 2017 benefitting the Make a Wish Foundation of NJ. Last year we were able to raise \$3,700 for such an important cause. This is a great event to let loose and have some fun participating in different games in hopes for the gold.

But it's not all fun and games. We are also organizing the Event Drives at two of your favorite CAI Events. At this year's Spring Break Party on April 27th, bring non-perishable food items to benefit the Food Bank of Monmouth and Ocean Counties. At the 22nd Annual Beach Party on August 10th, look out for our School Supply Drive. Bring notebooks, backpack, pens, pencils, etc. with you to the networking event or purchase items on the Amazon Wish List and CAI will deliver the supplies to a local NJ school district. Last year, with your help, we were able to donate almost 1,500 school supplies to the Trenton school district.

FAST has also participated in several philanthropic initiatives that we will continue this year. In March, help us FUN-raise in honor of Red Nose Day which supports charities such as Boys & Girls Clubs of America, Save the Children, The Global Fund, and Feeding America. Join us in celebrating Breast Cancer Awareness month in October by purchasing pink roses and "Grow your Mo" in November to support the Movember Foundation, a charity tackling men's health issues including prostate cancer, testicular cancer and mental health.

Keep an eye out for our events on the CAI-NJ website www.cainj.org as well as the CAI NJ Future All Star Team FAST Facebook page. We look forward to seeing you there!

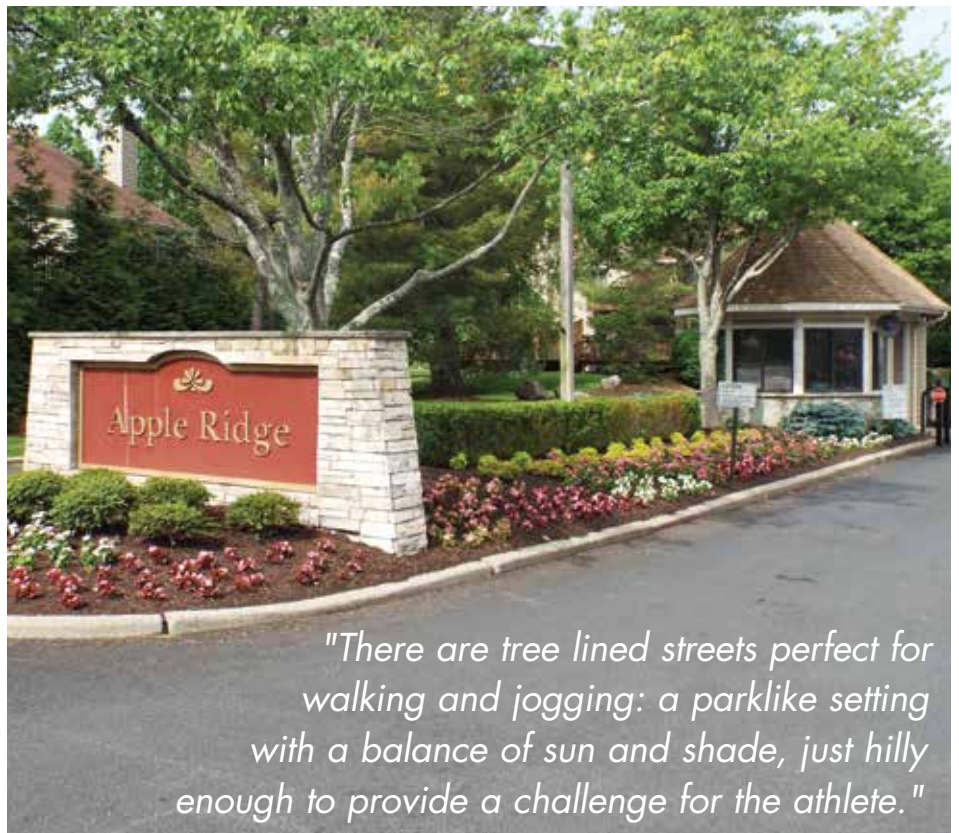




COMMUNITY SPOTLIGHT: **APPLE RIDGE**

Photos courtesy CAI-NJ.

Apple Ridge Townhome Condominiums are nestled comfortably in 92 acres of lush, unspoiled countryside in Mahwah, Bergen County, NJ. The quiet townhome community and its luxurious recreational facilities are designed with a sensitive eye to preserving the natural environment of rolling orchards that gave Apple Ridge its name. There are tree lined streets perfect for walking and jogging: a parklike setting with a balance of sun and shade, just hilly enough to provide a challenge for the athlete. Apple Ridge also boasts a host of amenities such as a heated, professionally maintained swimming pool complete with a certified lifeguard, two



"There are tree lined streets perfect for walking and jogging: a parklike setting with a balance of sun and shade, just hilly enough to provide a challenge for the athlete."

all-weather surfaced tennis courts, an exercise room with lockers and showers, a party room with a full kitchen, and for the kids there is a playground and kiddie pool.

The community holds 260 spacious townhomes and 16 single family residences, each ranging between 1800 and 2600 square feet of interior space. With only 3 units per acre, residents enjoy space, beauty and privacy in a parklike setting. Families enjoy the abundance of outdoor space where their kids can play, yet still be in a secure, gated community with a securi-



ty guard, and the school bus picks up inside the gate at the clubhouse, a safe walk from home. Also, Apple Ridge is a pet friendly community and the rich outdoor space is perfect for walking your four-legged family members. On the social side, there are activity groups that meet as well as regularly scheduled events for the community to enjoy. There is even a community outreach committee where residents come together to support those in need.

All of the units have fire places, full sized basements, and one or two car

CONTINUES ON PAGE 32

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APPLE RIDGE...

from page 31.

garages. Unlike many other condominiums, Apple Ridge offers an abundant amount of outdoor living space with each unit having anywhere from one to three oversized decks, and a large private entry courtyard large enough for a seating area. In addition, there are designated parking areas which preserves the spacious, natural outdoor setting.

Removed from the congestion of the outside world, Apple Ridge residents truly enjoy the best of both worlds having close proximity to Bergen County's local parks, but still only being 19 miles from Manhattan with some of the best shopping and restaurants you can find in between. And for those who don't care to



Photo courtesy CAI-NJ

drive to the city, there are nearby train stations with a Park-and-Ride, or a bus to Manhattan which stops right in front of the guardhouse. And keep in mind, Mahwah ranks

#1 in New Jersey as the safest city in which to live, where the residents enjoy a tax rate that is as much as half that of many neighboring towns. ■

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Awards Dinner 2017

Community Associations Institute of New Jersey

Thursday, February 16, 2017
 The Palace at Somerset Park: 333 Davidson Ave, Somerset, NJ

REGISTRATION/COCKTAIL HOUR:

6:30PM-7:30PM

DINNER & AWARDS:

7:30PM-10:30PM

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2017 Awards Dinner Registration Form

Name/Designation: _____

Company: _____

Address: _____

City, State, Zip: _____

Phone: _____

Fax: _____

Email: _____

_____ # of partnership tickets

Note: Ultimate receive 4 tickets, Elite receive 2 tickets and Premier receive 1 ticket.

_____ \$130.00 person **OR** _____ \$1,200.00 per table
 (10 guests per table)

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

2. _____

3. _____

4. _____

TOTAL \$ _____

Payment options:

Make check payable to CAI-NJ

Mail completed form and payment to:

CAI-NJ, 500 Harding Road, Freehold, NJ 07728

Pay by credit card:

Please fax to (609) 588-0040 or email to jaclyn@cainj.org.

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

*Cancellation Policy-Cancellations must be made by February 9, 2017 in order to receive a refund. Swaps can be made at any time.

For more information: email:

Jaclyn@cainj.org or call: (609)588-0030

2017 CAI-NJ Online Service Directory



When your company is listed on CAI-NJ's Online Service Directory, members and the general public can easily find your company and take advantage of your products, services and professional expertise. This is the most affordable way to reach your target market!

Online Service Directory Listing Information:

Listings run through December 31, 2017 and include one (1) of the following per company: Company Name, Contact Name, Address, Phone and Fax Number, E-mail, and Website Link. Participating companies must be a CAI-NJ Business Partner or Management Company member in good standing.

Online Service Directory Listing Cost:

Primary Category Listing: Just \$200.00 for the entire year!
Additional Category Listings: Just \$100.00 for each additional category. (Additional Category Listings contain the same information as your Primary Listing)

Attention 2017 Partnership Program Participants!

For 2017, one (1) Primary Listing is included in the Partnership Program. Only Ultimate and Elite Partners have their logo displayed with their listing(s). Logo also links to their website.

Questions:

Contact (609) 588-0030 or info@cainj.org



Category List

Please check the category(ies) under which you would like your company to be listed in the Online Service Directory:

- | | | | |
|--|--|--|---|
| <input type="checkbox"/> 24-Hour Emergency Service | <input type="checkbox"/> Deck Maintenance | <input type="checkbox"/> Landscape Water Conserv. Specialist | <input type="checkbox"/> Refuse/Waste Collection/Clean-up |
| <input type="checkbox"/> Accountants | <input type="checkbox"/> Drain Cleaning | <input type="checkbox"/> Laundry/Laundry Systems | <input type="checkbox"/> Reserve Analysis/Reserve Professionals |
| <input type="checkbox"/> ADR Mediation | <input type="checkbox"/> Dryer Vent Cleaning | <input type="checkbox"/> Lender/Financial Services | <input type="checkbox"/> Restoration/Reconstruction/Fire/Water |
| <input type="checkbox"/> Air Conditioning | <input type="checkbox"/> EIFS/EIFS Repair | <input type="checkbox"/> Life Safety and Security Systems | <input type="checkbox"/> Roofing Consultants |
| <input type="checkbox"/> Architects | <input type="checkbox"/> Electrician | <input type="checkbox"/> Line Striping | <input type="checkbox"/> Roofing/Roof Cleaning Services |
| <input type="checkbox"/> Asphalt/Maintenance/Seal Coating | <input type="checkbox"/> Energy Consultants | <input type="checkbox"/> Maintenance & Repairs | <input type="checkbox"/> Sewage Cleanup |
| <input type="checkbox"/> Attorneys | <input type="checkbox"/> Engineering Firms | <input type="checkbox"/> Maintenance | <input type="checkbox"/> Siding |
| <input type="checkbox"/> Backflow Certification & Inspection | <input type="checkbox"/> Exterior Coatings/Waterproofing | <input type="checkbox"/> Management Companies | <input type="checkbox"/> Snow Removal |
| <input type="checkbox"/> Basement Systems | <input type="checkbox"/> Exterior Façade Restoration | <input type="checkbox"/> Management Consultants | <input type="checkbox"/> Street Sweeping |
| <input type="checkbox"/> Builder/Developers | <input type="checkbox"/> Fencing | <input type="checkbox"/> Masonry | <input type="checkbox"/> Stucco |
| <input type="checkbox"/> Building Products/Services | <input type="checkbox"/> Garage Door Installation | <input type="checkbox"/> Mold Remediation | <input type="checkbox"/> Tennis Court Maintenance/Repair |
| <input type="checkbox"/> Carpentry | <input type="checkbox"/> Gutter Cleaning & Installation | <input type="checkbox"/> Painting Contractors | <input type="checkbox"/> Tree Care |
| <input type="checkbox"/> Carpet/Flooring Cleaning/Sales/Install. | <input type="checkbox"/> Inspection Services | <input type="checkbox"/> Paving | <input type="checkbox"/> Valet Parking/Doormen/Concierge |
| <input type="checkbox"/> Catch Basin/Sinkhole Repair | <input type="checkbox"/> Insulation/Weatherization | <input type="checkbox"/> Pest Control | <input type="checkbox"/> Wastewater Management |
| <input type="checkbox"/> Chimney Cleaning | <input type="checkbox"/> Insurance Adjusters | <input type="checkbox"/> Playground/Recreation Equipment | <input type="checkbox"/> Water Removal/Drying |
| <input type="checkbox"/> Collections | <input type="checkbox"/> Insurance Agents | <input type="checkbox"/> Plumbing & Heating | <input type="checkbox"/> Windows/Window Washing |
| <input type="checkbox"/> Concrete/Concrete Repair | <input type="checkbox"/> Irrigation | <input type="checkbox"/> Pool Furniture | |
| <input type="checkbox"/> Construction/General Contractors | <input type="checkbox"/> Junk Removal | <input type="checkbox"/> Pool Management/Services | |
| <input type="checkbox"/> Construction Inspection | <input type="checkbox"/> Lake & Pond Management | <input type="checkbox"/> Power Washing | |
| <input type="checkbox"/> Construction Management | <input type="checkbox"/> Landscape Irrigation Auditor | <input type="checkbox"/> Property Grading/ Drainage | |
| <input type="checkbox"/> Credit Reporting | <input type="checkbox"/> Landscape Maintenance & Design | <input type="checkbox"/> Pump Service | |

2017 CAI-NJ Online Service Directory Form

One (1) Primary Listing & Link = \$ 200.00
 (Included with Ultimate, Elite and Premier Partnership)
 Qty: _____ Additional Listings x \$100.00 ea. = \$ _____
 TOTAL: \$ _____

Company: _____

Contact Name: _____

Address: _____

City, State, Zip: _____

Phone: _____

Fax: _____

E-mail: _____

Web Site: _____

Please check either box 1 or box 2.

1. Use existing listing(s) and link(s).
 2. I have reviewed my info and agree the info listed above is exactly what will be posted in the Online Service Directory.

Signature: _____

PAYMENT OPTIONS:

1. Pay by check:
 Mail completed form and check payable to:
 CAI-NJ
 Attn: CAI-NJ Online Service Directory
 500 Harding Road
 Freehold, NJ 07728
2. Pay by credit card:
 Fill out credit card info below and fax completed form to (609) 588-0040 or email info@cainj.org.

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Mediation is a non-adversarial approach in which a neutral party, the mediator, guides disputing parties through the resolution process to reach a mutually acceptable agreement.

CAI-NJ is hosting the Mediation Training Program for a limited number of registrants to fill the critical need of providing affordable mediation services by persons who are experienced in community association matters.

Facilitators:

Ronald L. Perl, Esq., CCAL
Hill Wallack LLP
CAI National President - 2007
CAI-NJ President - 1987
Adjunct Professor, Seton Hall University Law School

Paul Santoriello, PCAM
President, Taylor Management Company,
AAMC, AMO
CAI-NJ President - 2011

Location:

The Offices of Hill Wallack, LLP
21 Roszel Road
Princeton, NJ 08540

Date:

Wednesday, February 1, 2017

Time:

9:30 a.m. : Registration & Breakfast
10:00 a.m. – 3:30 p.m.: Mediation Training

Lunch will be provided

SPACE IS LIMITED. REGISTER NOW TO RESERVE YOUR PLACE.

CHAPTER ADR PROGRAM: By successfully completing this Mediation Training Course you will be placed on the CAI-NJ list of mediators for the CAI-NJ ADR Program. Being on the list of qualified mediators allows you to be chosen to mediate community disputes through the CAI-NJ ADR Program. Each registrant will receive a certificate of completion which will also be kept on file at the office of CAI-NJ.

REGISTRATION FORM

Name/Designation: _____

Association/Company: _____

Address: _____

City, State, Zip: _____

Phone: _____

Fax: _____

CAI-NJ Members: \$300

CAI-NJ has a 72-hour cancellation policy.

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

Payment Methods:

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

2.) Pay by credit card. Please fax to (609) 588-0040

Cardholder Name: _____

Card Number: _____

Exp. Date: _____

Security Code: _____

Cardholder Signature: _____

Questions? Call 609-588-0030 or visit www.cainj.org

Continuing Education Notice: By successfully completing this program, CAI-NJ will approve a full day of credit for this program towards the Professional Management Development Program (PMDP)

MANAGEMENT TRENDS

What's the Plan?

By Nancy S. Hastings, CMCA, AMS, PCAM
Branch President, Associa Mid-Atlantic

Community Association Boards are faced with a number of challenges requiring their input and decision on a regular basis. While these matters need to be addressed with regular frequency they can be overwhelming and become the only function of the board and management. The use of a strategic plan can be instrumental in guiding the board and allowing a balance of regular problem solving plus moving the community in a forward direction. Strategic planning is an organizational management activity that is used to set priorities, focus energy and resources, strengthen operations, ensure that employees and other stakeholders are working toward common goals, establish agreement around intended outcomes/results, and assess and adjust the organization's direction in response to a changing environment. It is a disciplined effort that produces fundamental decisions and actions that shape and guide what an organization is, who it serves, what it does, and why it does it, with a focus on the future. Effective strategic planning articulates not only where an organization is going and the actions needed to make progress, but also how it will know if it is successful.

The use of a plan will limit the quick pivots and the subsequent shift of focus that can occur. Changes arising from board member replacements or knee-jerk reactions to hot issues can frequently take everyone off task. Having a plan will result in continuity, a more efficient use of resources and time, and demonstrate a commitment to members they serve.

Planning does not have to be hard and can be scaled to fit your group. Here are a few simple steps in getting a strategic plan developed:

Step 1 - Getting Ready:

Use the board, some members of the board, or a committee, and a management team member to outline a few key issues you wish for the process to address (i.e. owner



"However beautiful the strategy, you should occasionally look at the results."

— Winston Churchill

participation, large scale projects, property value stabilization). Establish a reasonable timeline for the process to occur. Begin to gather data using existing statistics, studies, surveys, etc. Be sure to reach out to current and past committee members and board members. This group of people are your Planning Committee.

Step 2 - Articulate a Mission and a Vision:

Draft both a mission and a vision statement. This mission should outline the purpose of the organization and the vision should articulate what success looks like. Consult your governing documents for some initial language on your mission.

Step 3 - Assessing the Situation:

Once an organization has committed to why it exists and what it does, it needs to take a look at its current situation. Determine the organization's strengths, weaknesses, and performance - information that will highlight the critical

CONTINUES ON PAGE 38



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MANAGEMENT TRENDS...

from page 36.

issues that the organization faces and that its strategic plan must address. These could include a variety of primary concerns, such as funding issues, new program opportunities, changing regulations or changing needs in the client population, and so on. The point is to choose the most important issues to address. The Planning Committee should agree on no more than five to ten critical issues around which to organize the strategic plan.

Step 4 - Develop Strategies, Goals and Objectives:

This part of the planning stage can be time-consuming. You will need to allow ample round table and thoughtful discussion on the approaches to resolving critical issues and agreeing on the goals. There needs to be a specific emphasis on strategy to

achieve the goals. Goals should be specific and not be too broad. Do not be alarmed if discussions take you back a step or two. It is part of the process.

Step 5 - Complete a Written Plan:

The plan should be simple, easy to read, and allow for timely review and approval. Disseminate the plan to the Board. Make a determination which parts, if any or all, should be communicated to others (committees, members, etc). It is important that the plan be used when the budget process begins to be sure that any necessary funds are aligned to meet objectives in the plan.

The strategic plan and process can be as simple or expansive as you desire. The strategic planning

process is an important part of most organizations' operating rhythm. The leadership challenge, however, is to make sure that it's more than just an exercise. To do this, I recommend an annual review of the plan, at a minimum, to see what objectives have been accomplished, what may need to be adjusted based on changing issues and what may need more resources.

Think big.

Do not limit your thoughts to one year. Do not limit your thoughts to one goal. There are many templates online and even consultants that will conduct some sort of a strategic planning retreat for you. ■

Resources:

<http://www.namac.org/strategic-planning-steps>,
http://en.wikipedia.org/wiki/Strategic_planning

2017 CAI-NJ Annual Conference & Expo
Thursday, November 2, 2017
Garden State Exhibit Center
50 Atrium Drive, Somerset, NJ 08873

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Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
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5	6	7	8	9	10	11
12	13	14	15	16	17	18
19	20	21	22	23	24	25
26	27	28	29	30		

NEW JERSEY CHAPTER
community
ASSOCIATIONS INSTITUTE

Manager & Business Partner Best Practices Roundtable Discussion and Networking Event

Thursday November 17, 2016
The Chart House, Weehawken, New Jersey



2016 Managers Committee

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Vice Chair

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Jane Balmer, CMCA, PCAM

Walter Broome, AMS

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Gail Davis

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Chuck Graziano, CPM PCAM

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Community Associations Institute NJ Chapter
Jules C. Frankel
Manager Education Assistance Program

2017 PROGRAM

Jules C. Frankel was a long time member of CAI and was a key figure in the success and growth of our chapter. Jules was President of our chapter in 2000. Jules also received the following awards from CAI-NJ: Speaker of the Year in 2003 and Author of the Year in 2004. Jules was inducted in the CAI-NJ Hall of Fame in 2003. Jules was a staunch advocate for manager education and training and was always willing to help with seminars and industry educational programs.

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

CAI-NJ will provide a fifty (50%) reimbursement per course to select managers for any of the 200 or 300 courses offered by CAI. More than one award may be given per applicant. CAI-NJ will be hosting the M-205 (Risk Management) class and the M-340 (Managing the Large-Scale Association) class during 2017.

All awards must be approved by the CAI-NJ Board of Directors. Accordingly, a submission does not guarantee any applicant assistance. Awards are at the sole discretion of the CAI-NJ Board of Directors.

Please review the attached guidelines and application. If you have any questions, please contact the CAI-NJ office at 609-588-0030 or info@cainj.org.

GUIDELINES AND APPLICATION PROCESS

- Award:**
- The MAP awards a deserving candidate \$250 per course (200 and 300 level only) towards the PMDP course of his/ her choice. More than one award may be given during a calendar year.
 - The Scholarship Review Group will award scholarships once per year on or by April 13th.
 - Scholarships must be used for PMDP courses offered by any CAI Chapter or CAI National. Courses may be in person or online.
- Eligibility:**
- You must be an active CMCA, AMS, or PCAM to qualify for the program.
 - At the time of the application and the reimbursement, you must be a member in good standing with the Community Associations Institute and the New Jersey chapter of CAI.
 - You must have attended at least 3 CAI-NJ events during the last 12 months.
 - You must provide a follow up piece that will be printed in the Community Trends magazine that summarizes your experience with the MAP and the ways that it has allowed you to advance your professional goals. CAI-NJ reserves the right to modify any content prior to print.
- Deadlines:**
- All applicants must submit entry no later than April 1st in order to be considered for a scholarship award. Selections will be made no later than April 13th.
- Process:**
- Interested candidates must fill out the attached application and submit an essay for review prior to April 1st. All entries must be typed and complete to avoid disqualification. Entries must be mailed to the chapter office or printed to PDF and emailed to larry@cainj.org.
 - Anonymous essays are evaluated and award recipients will be selected by the Scholarship Review Group. Should there be a conflict on the committee (meaning that a company representative is evaluating an entry for the same company), that committee member will remove themselves from the process and not participate in the review/ selection of the candidates. Since this is an anonymous process, the chapter Executive Director will inform the Scholarship Review Group members of the conflict.
 - Selected managers must turn verification of course completion to the CAI-NJ office within 30 days of conclusion of the course to receive the scholarship reimbursement.

To apply visit www.cainj.org/map

Questions? Contact: Larry Thomas, PCAM, Chapter Executive Director
500 Harding Road, Freehold, NJ 07728
Tel: 609-588-0030 Fax: 609-588-0040
Email: larry@cainj.org




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Readers of *Community Trends*[®] can ask the Editorial Committee of the magazine for their feedback about any issue facing the community association industry. The committee is made up of legal, insurance, engineering and property management professionals with a wealth of information and experience specific to community associations.

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

Jackie Olszewski
CAI-NJ
500 Harding Road
Freehold, NJ 07728
Phone: (609) 588-0030
Fax: (609) 588-0040
Email: communitytrends@cainj.org





Help CAI's Amicus Effort

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



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ULTIMATE PARTNER Profile

Painting by Pearce, Inc. Questions answered by Edward Pearce



Photo courtesy CAI-NJ.

Painting by Pearce, Inc. is a second generation family owned commercial painting and restoration contractor serving coastal New Jersey for nearly 40 years. Founded in 1978 by Edward Pearce, the company has grown to become one of the most respected and accomplished contractors in the region. Although Edward is still very much involved in all of the phases of running the business, Edward Pearce Jr. assumed the role of General Manager in 2001 after graduating from The

University of Scranton's School of Business Management. His dedication, hard work and management skills contribute to the steady growth of the company. His earnest demeanor achieves a level of trust with the customers as well as the employees and suppliers. Steady Eddie! Mr. John Zappile, a coating and corrosion consultant with the former MAB and Sherwin Williams Paints joined the company in 2014, contributing his 43 plus years in architectural and industrial coatings. He is a member of the Construction Specifications Institute and past president of the Atlantic County chapter. John is also a member of the National Association of Corrosion Engineers. He has spent his entire career working along the Jersey Coast. Property Management Companies, Engineering Firms and Condominium Associations have worked with John when they needed an expert in the field of coatings. His specifications for proper surface preparation and his knowledge of the best products available from a particular manufacturer, makes him an invaluable part of our team, as well as providing his expertise to the other parties involved.

We focus primarily on low-midrise properties along the coast, from Jersey City to Cape May and have recently expanded to include the Delaware and Maryland beach communities. There is no harsher environment than the wind driven rain, sand and salt. As "The Shore" has grown in popularity, and some may say that "Mother Nature" has grown in intensity, the challenge for everyone involved in the industry from construction to maintenance and restoration has never been greater. Construction components are improving, as well as the coatings needed to protect the integrity of these materials. The importance of knowing when to tend to these parts, how to perform the work and what products to use, are critical to the life expectancy and the overall maintenance cost of the building.

Is there a specific project or program that you would like to highlight?

A recent project we completed, The Shores Condominium, is a twelve story building consisting of two separate towers

which is located on the beach in Monmouth Beach. The scope of work included the repair and preparation of the entire brick façade and the application of a high performance elastomeric coating. Elastomeric coatings bridge hair-line cracks, fill surface imperfections, provide long term durability and prevent wind driven rain from penetrating into the building. The scope also included the removal of the existing tile on all unit balconies and the application of a new polyurethane deck coating system. The polyurethane coating provides a waterproof deck system which will prevent future damage and will improve the overall aesthetics of the building.

The first stages of this project began with providing the property manager and the condominium association with a comprehensive proposal to help guide them with their decision. We provide detailed job specifications and we believe it's the key to good communication. Each stage of the job is carefully explained with a committed start and completion date. All of our work is backed with the strongest Labor and Material Warranty in the industry. All work is done with the highest safety standards, our equipment operators are OSHA certified and we have an outstanding safety record.

What might someone be surprised to learn about your company?

Some may be surprised to learn that we are more than just a painting contractor as our name implies, but a full restoration and coatings contractor. We can restore most surfaces eliminating the need to coordinate with other contractors, thus providing single source responsibility. When the need arises we will consult with the areas structural engineering firms, for specific site inspections or job specifications. With nearly four decades of experience, we have the resources, manpower and expertise to perform quality work on time and within budget.

Have you or your company received any recent awards or certifications?

In June of this year Painting by Pearce received an award from The Friends of Hereford Inlet Lighthouse Association,



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in appreciation for donating the labor cost to prepare and repaint the exterior of the lighthouse. In 2002 the lighthouse received state grants to restore and preserve this landmark structure, designed by Paul J. Pelz, who would later garner worldwide fame as the designer of the Library of Congress in Washington D.C. Unfortunately, due to state budget restraints some 10 years later, the keepers of the Lighthouse were faced with a dilemma: How to find the money to repaint this beloved building.

That's when I wandered in! I happened to stop by on a beautiful October afternoon to walk around the gardens, which are as magnificent as the structure they surround. I was amazed at the vibrant color, particularly for this time of year, and how it complimented the fading, peeling paint on the lighthouse building. I could see that the wood surfaces were in excellent condition. It first needed a repainting to keep it that way. Moments later, as I turned to walk under a leafy canopied walkway towards the beach, I met "The Keeper" of the lighthouse who also created the gardens over a 20 year period. He told me the story of how so many citizens and city officials dedicated their time and talents since the early 1980's to save this lighthouse from ultimate deterioration. I was so impressed with the site and the collective effort of so many people to keep this long history alive that I had to act. It was a once in a lifetime opportunity for me (not as young as I used to be!) to work on the most beautiful property that I have ever worked on, along the Jersey Shore. I started the job last spring and completed it this spring. Now the vibrancy of the new paint colors compliment even more the color of the gardens. It truly was an honor to contribute to such a great cause. In addition to our contribution, Pittsburgh Paint donated the material and the local ELKS Club paid for the equipment rental. If you ever visit Cape May County, I highly recommend a tour of The Hereford Inlet Lighthouse! ■

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CAI offers a number of ways to help members understand and support our government affairs efforts. Some of these resources are public and some are for CAI Members only. You will be directed to the Members Only login page before being allowed to proceed to these sections. If you are not a member but wish to learn more, please email glia@caionline.org or call CAI at 703-548-8800. Membership benefits can also be viewed online.

CAI Political "Heads-Up": Review the latest legislative, regulatory, and legal developments potentially impacting the industry.

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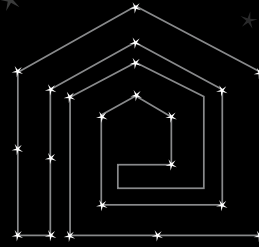
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THE PONDS...

from page 18.

updated, replaced, and repaired. The Ponds is currently undergoing some of their more major component replacements due to attrition. They are in the process of roof replacements, asphalt, and drainage remediation, sports court rejuvenation or replacement, all without special assessment or bank loans. Projects of significant magnitude are typically phased projects to keep fees reasonable while maintaining the fiscal responsibility. This type of process requires a significant amount of planning and consulting with industry professionals who are experts in their fields like engineers, construction, heating and air conditioning, etc. Not least of these are the accountants and attorneys. The manager of the professionally managed Ponds is not the expert in these fields. The manager needs to be able to investigate, ask questions, oversee the experts and report to the board.

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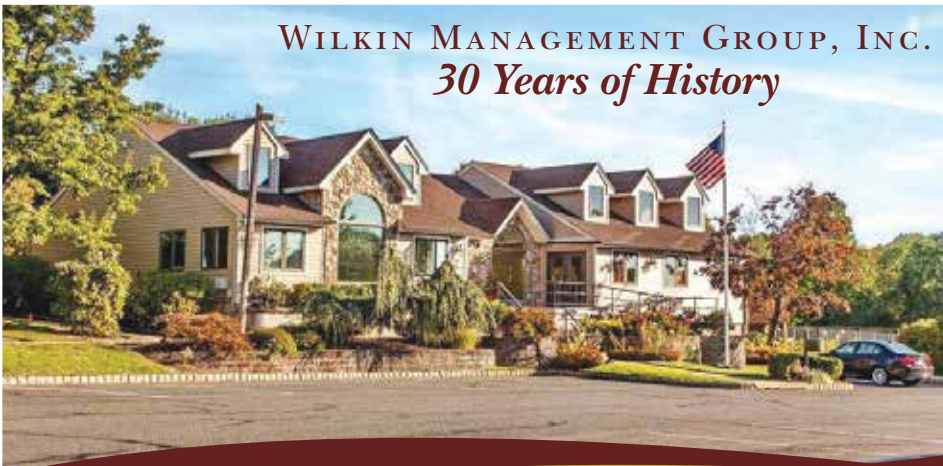
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LEGISLATIVE UPDATE...

from page 9.

duced as a means of dealing with the oddities in the election process at the Radburn community in the Borough of Fair Lawn in Bergen County. The bill is intended to ensure that all owners in communities are voting members with the power, not only to nominate themselves, but to run in an election of board members.

At the Annual Meeting and Chapter Retreat held on December 8, 2016, the LAC included as its priorities of A3683 on the treatment of deductibles imposed under association insurance policies, to the previous priorities of the expansion of the scope of the Municipal Services Act, mortgage foreclosure reform, and election reform. Election reform is one of the nine (9) concerns addressed in the Uniform Common Interest Ownership Act (UCIOA) on which members of the LAC worked on for years. As the Radburn bill progresses, the LAC will direct its attention to other concerns addressed by UCIOA.

I look forward to serving as the Chair of the LAC for another year and express my deep appreciation to this dedicated group of Business Partners, Managers, and Community Association Volunteer Leaders. Alongside me will work George Greatrex as Vice Chair, Michael Pesce as Secretary and Carol Koransky as Treasurer.

Always feel free to contract me at cli@greenbaumlaw.com with your thoughts and suggestions as to how the LAC may better serve you.

I wish you much happiness, good health and prosperity in 2017. ■

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