

Bulletin Board

The Builder Connection

'Tis the Season:

The Buying Season at the Jersey Shore



Tips for Homebuyers
& Sellers this Spring

Considerations
for Family Business

ABC
Recap

Buying Process for
a New Custom Home

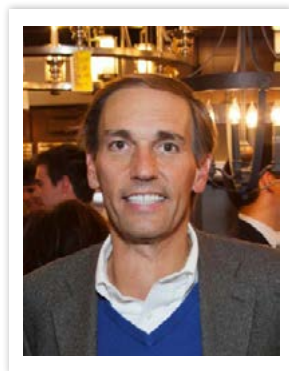
FWH Platinum
Sponsor Spotlight



SHORE BUILDERS
Association of Central NJ, Inc.

Covering Monmouth, Ocean, Mercer, & Middlesex Counties

Contents



Tom Bovino
President - SBACNJ

SPRING IS THE SEASON FOR GROWTH and we are seeing plenty of it in New Jersey!

by Tom Bovino President - SBACNJ

Like many other states across the country, the New Jersey real estate market is starting to heat up. Consumers are feeling more optimistic and hopeful about their economic future. But, homebuyers are finding low housing inventory and higher prices than in previous spring selling seasons. According to an article by Stephen Stirling of NJ Advance Media, housing inventory is at its lowest level in 20 years!

In addition, the urban markets in New Jersey continue to stay strong, especially near train stations. Developers of mid & high rise projects, as well as suburban rental properties, are also continuing to see plenty of growth in demand and rent.

And, let's not forget that Millennials are an integral and growing segment in the overall marketplace driving sales at the first time-homebuyer level and giving existing homeowners a chance at the move-up market. In addition, millennials are responsible for increasing demand in the luxury rental and condominium markets. Our industry is recognizing this generation as an important part of the buying cycle and a report by Zillow found that 56% of all first-time homebuyers are under the age of 36.

So, what does this mean for Shore Builders Association and its members? First, sellers are in a strong position this spring housing market. With inventories low, buyers have less choices which is causing intense competition for the same properties, resulting in price increases and occasional bidding wars with multiple offers. With resales selling more quickly and at higher prices, new homebuilders and remodelers can better compete in the market.

This is welcome news, especially for our builder and remodeler members. And if it is good for them, it is also good for our associate members who rely on their success for increased business opportunities.

So, whether you are a builder, a remodeler or an associate member of Shore Builders, this spring market is offering many opportunities for sales, investment, and growth.

Our association continues to move ahead with new programs, new ideas and growing attendance. Overall member engagement is on the rise too and it is exciting to see increased participation on our committees, successful outreach to the public as evidenced by our recent Young Professionals Committee's #FirstTimeHomebuyers event, and support of member philanthropic efforts through our Professional Women in Building Council.

As a result, Shore Builders Association is having a bigger and more positive impact on the communities we serve. So let's put the pedal to the metal and keep our forward momentum going right on through the summer and into the fall!

SAVE THE DATES!

June 19th – Annual Golf Outing
Jumping Brook Country Club

June 26th – PWB Happy Hour
Jack Baker's Warfside Patio Bar in Pt. Pleasant 4PM

July 20th – Annual BBQ on the Beach and Dune Buggy Races,
Martell's Tiki Bar in Pt. Pleasant

August 9th – Local Shore PAC Event
Silverball Pinball Museum Asbury Park

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

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

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

62 Continuous years of publication to our members

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Gina McNamara
Shore Builders Association
of Central NJ,
Executive Officer

Executive Officer's CORNER

by Gina McNamara

Spring and summer are one of our busiest times at Shore Builders Association. Having wrapped up several successful events, like the Atlantic Builder's Convention, Schmooza Palooza, and the Young Professionals Committee's #FirstTimeHomebuyers seminar, we're building up the momentum for some of the best programs and events for our association this year.

First up, we're looking forward to another successful golf outing on June 19th, which sold out in record time. On July 20th, we'll be hosting our Annual BBQ on the Beach and Dune Buggy Races at Martell's Tiki Bar in Pt. Pleasant. Once again, we'll be collecting donations for the Monmouth County SPCA Pet Pantry, so we ask that all attendees bring a donation of pet food, pet toys, gift cards, or cash for this worthy organization. And, last, but not least, we'll be enjoying a night of networking, fun, and games at the Silverball Pinball Museum in Asbury Park on August 9th to support our local Shore PAC. Keep an eye out for additional information and registration for these events in the coming weeks.

Our community outreach programs are in full swing this year, continuing throughout the summer. Not only are we collecting donations for the pet pantry at our BBQ on the Beach event, but throughout the months of June & July we'll be collecting "Tools for School" school supplies for the United Way's supply drive which covers Monmouth & Ocean counties.

Please consider making back to school easier for area children in need by dropping off school supplies at our office this summer.

And on a final note, our Professional Women in Building has organized Team PWB "Too Inspired to be Tired!" in support of HOPE Sheds Light's 4th Annual Celebration of HOPE Walk scheduled for Saturday, September 9th. Please consider joining our PWB members in their quest to raise money for this local organization co-founded by Arvo Prima, and his family. If you are unable to walk, please consider donating to our team at this link. Many of our members are participating in fundraisers and community organizations throughout the summer. We try to highlight those that we know about on our Facebook page, and in our weekly email, NewsLinks. Be sure to let us know if you are involved with any community outreach and how we can help.

I wish you all a very happy, healthy summer and look forward to seeing each and every one of you at these upcoming events!

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Suzzane J Kronenfeld, Director of New Homes Gloria Nilson & Co. Real Estate

Tips for HOMEBUYERS and SELLERS This spring

Suzzane J Kronenfeld, Director of New Homes Gloria Nilson & Co. Real Estate, a Berkshire Hathaway affiliate

Buying a home is a financial decision as well as an emotional decision involving many lifestyle factors. For most home buyers, the purchase of a home is one of the largest financial transactions they will make. Sellers may now have the equity and buyer demand

to sell their home buy may be facing reduced affordability to buy a new home.

Here are some tips to help you navigate what you've been hearing is going on in this hot, ever changing spring real estate market!

For Buyers

Keep your options open: Savvy shoppers should have a Plan B in place, hoping to buy if it works out, but willing to sign a lease if they don't make a deal by the time they need to move.

Be realistic with your budget: Before meeting with your lender, take a good look at your finances and spending to determine a monthly payment range that you feel comfortable with. And once you set that budget, stick with it!

Get your financing squared away early: Plan to meet with a lender four to six months before you're ready to buy to make sure your finances are in order. This will ensure that you can make a competitive offer quickly when you find your dream home. Interest rates have started to inch up and are projected to increase over the next year. These increases will impact your monthly mortgage payment.

Find an agent with a winning track record: With multiple offers and competition the new norm this spring, you want an agent who has expertise in negotiations and winning bidding wars. Ask for a recommendation from a friend or associate who has had a successful transaction with the agent. You can also use online tools to choose an agent based on sales and listing activity as well as area of expertise and reputation. According to the National Association of REALTORS® Profile of Home Buyers and Sellers (2106), having an agent help them find the right homes was what buyers wanted most when choosing an agent.

Communication is the key: Your style and frequency of communication should mesh with your agent. Phone call? Text? Email? Make sure you're both on the same page. A missed communication could be the difference between getting that house-or not!

For Sellers

Start early and be strategic: The latest trends have shown that the "spring" market can start as early as the week after the Super Bowl. And with the housing supply under 6 months (6 months is a normal housing market), that means that there are not enough home for sale to satisfy buyers. Bottom line: prep your home for sale and put it on the market as soon as you can.

Work with an agent from the start: Sellers who reported that they sold more quickly and for more than list price worked with an agent from the beginning of the process.

Pay attention to your online curb appeal: With over 90% of buyers starting their search online, curb appeal is more important than ever. Sellers who sold for more than the listing

price made Imagery and home information available online using professional photos, video footage and drones.

Home improvements can be a worthwhile investment: Tackling home improvement projects before listing your home can result in a sale price of more than the listing price. The most popular projects are modifying an existing plan and renovating a kitchen.

Don't be afraid to try again: Nearly half of listing views occur in the first week the home is on the market. Sellers who took their home off the market to adjust the price, then put it back on as a fresh listing (rather than let it languish with minimal activity) sold for over the asking price.

Thinking of being a FSBO (For Sale by Owner)

Only 8% of recent home sales were FSBO sales. FSBOs typically sell for less than the selling price of other homes: 12% less than last year's median price and 25% less than the median of agent-assisted homes. FSBO homes sold more quickly on the market than agent-assisted homes. 67% of FSBO homes sold in less than 2 weeks-often because homes are sold to someone the seller knows!!

It's Time To Move On With Your Life

Look at the reasons you're considering selling or buying a home and determine whether it is worth waiting. For buyers, the "cost" of a home- market price of a home and the current mortgage rate are on the rise. If the right thing for you and your family is to purchase a home this year, buying sooner rather than later could lead to substantial savings. For sellers, look at the reasons you're deciding to sell in the first place and determine whether it is worth waiting. Perhaps the time has come for you and your family to move on and start living your life!

Applications Open for Pillars Awards

The application process is open for the 2017 NAHB Multifamily Pillars of the Industry Awards competition. Multifamily owners and developers, builders, architects, interior designers and other industry professionals are encouraged to enter? and let NAHB shine the spotlight on their creative projects. The awards highlight excellence in apartment and condominium design, both market rate and affordable. They also honor interior merchandising and superior property management and marketing. All applications must be submitted online by Aug. 4th.

More information about the awards competition is available at nahb.org/pillarsawards.





Lynn Conover
Curchin Group

Considerations for FAMILY BUSINESSES

by Lynn A. Conover, CPA, CFBA
The Curchin Group, LLC

Family businesses are found in virtually every sector of the world's economies. In fact, they are considered the most common form of organization. A family business can range from a small mom and pop business to large multi-million dollar publically traded companies. Family businesses and their leaders often experience many of the common problems of a regular business, but also have an added layer of problems and dilemmas related to unique family issues. An effective way to deal with these issues is the use of a team of qualified family business advisors.

First, it is important to understand "What is a family business?" The broad definition of a family business would be an organization where ownership and/or management decisions are influenced by a family. This holds true when the family has control over both the ownership and the management of the business. In this case, the family can exert great influence over the behavior of the business and likewise the business can exert influence over the family. In some cases, the family may own the business, but will take a back seat to the management function and choose to have that handled by nonfamily members. Family members here are interested in the business' mission and goals, occupying seats on the board and receiving financial return for their ownership with no responsibility for the management of the operations of the business.

Family businesses are also unique in that they must consider a balance between three different

systems that exist. The first system is the business system. This includes the organization's mission and strategies and the infrastructure that will help the organization achieve its goals. The second system is the ownership or governance system. It includes the business' legal formation and form of ownership, the board of directors and the goals and aspirations of those who own and govern the business. The third system is the family system. This involves the family that is connected with the business. It considers the family's goals and aspirations, its roles and relationships, communication patterns and cultural values. Each family member could be included in one, two or all three of these systems. The goals of each of these systems may be very far apart. For instance, a goal in a family system might be the development and support of family members where a goal in a business system might be profits, revenues, efficiency and growth. These two goals in the different areas might work against one another. Each family business is unique and may require the help of family business advisors to help sort through the difficult family, business and governance issues. Sometimes a third-party point of view and objective guidance is helpful to the family in assessing and understanding the relationship a family has with its business.

Essentially, a family business can either be healthy or unhealthy. Sometimes it is unclear as to whether a business is entirely healthy or unhealthy in which case it may have attributes of each. Generally, a healthy family is one that "has fun" making money together, is without

tension, has individuals who trust each other and makes use of each other's abilities and knowledge. Some healthy attributes would be:

Family Functioning:

- Resolution of conflicts with mutual support and trust.
- Open and clear communications.
- The family's ability to make decisions and move on.
- Family clarity about goals and movement toward them.
- Good family direction and leadership.
- Respect of appropriate work, family and intergenerational boundaries.
- Individuals are flexible and welcome the use of advisors.

Business Management:

- Decision making based on knowledge and expertise.
- Balance of responsibility and authority.
- New competencies and effective behavior developed by organizational learning.
- Leadership is spread throughout the company and family.
- Succession is planned early.
- Efficient use of knowledge to adapt to changes.

Governance and Ownership:

- Clear mission and goals.
- A functional board of directors with non-family members.
- A sound plan for succession and intergenerational transfer of ownership.

Effective Boundaries Between Family and Business:

- Consideration of family values in business strategic planning.
- Both systems use goals and values to steer the course.
- Business issues are not discussed in the family and vice versa.
- Mutual learning between systems.

- Understanding of individual core competencies and that of the business.
- Porous boundaries and appropriate exchange of information between systems.

Converse to your healthy family business there is a fair share of unhealthy family businesses as well. In this situation, there is no separation of the business and family issues, individuals "are their own island" and do not work together, and there is no coordination of family and business goals. Some unhealthy attributes of a family business would be:

- Little thought given to succession planning within the family and for the business ownership.
- Unclear family member roles and obligations.
- Unclear family goals and values.
- Lack of trust between family members.
- Poor communication skills among family members and ineffective conflict resolution.
- Lack of direction and strategic planning for the business.
- Lack of expertise for the business and the family does it all.
- Lack of collaboration between and nonfamily employees.
- A nonfunctioning / absentee board of directors.
- There is no one to go to for advice and help with key problems. Family issues effect business issues and vice versa.
- Unclear boundaries between work and family.

To determine if a business is healthy or unhealthy, it may be more effective to identify its strengths and weaknesses in various dimensions of businesses. Infrastructure in a family business can be informal and flexible. If this atmosphere is well managed, it can foster creativity and innovation within the business. On the other hand, this informality could create a weakness where roles are unclear often causing duplications of work, confusion, boundary problems, carelessness and lack of management development.

As you can see there are many traits and considerations of family businesses that are like regular businesses. Yes, all businesses have control issues. Yes, all businesses have succession issues. Yes, all business need to define a clear set of goals and objectives. The difference here is that family owned businesses have an added dimension to the business. That is the consideration of the underlying family, its members and its goals and its interplay with the operations of a successful business.

Choosing a qualified team of family business advisors with various multidisciplinary backgrounds will provide an objective and third party approach to helping the family, the business and its owners achieve their collective goals. The family business advisory team can be the "fall guy" for the difficult decisions that sometimes must be made by certain members of a family business. They can help the family business manage the process of change. Family business consultants work at the boundaries where there are overlaps between the three family business systems. For instance, they can help family business members decide whether they should treat on another as family members or employees. They can help with succession plans to ensure the needs of the family, the business and the shareholders are considered. They can also work with the family to make sure there is proper family representation on the board and that the board runs effectively.

About the Author:

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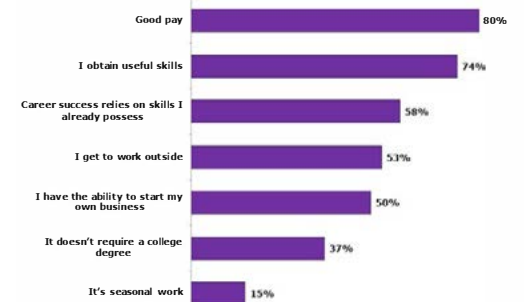


How Millennial's Feel about THE CONSTRUCTION TRADES

Most young adults between the ages of 18 and 25 say the two most important benefits of a career in the construction trades are good pay (80%) and learning useful skills (74%), according to a recent poll of this age group conducted by NAHB.

Only 15% cite seasonal work as a benefit, while a modest 37% rate it as an advantage that this field does not require a college degree.

Most Important Benefits of a Career in the Construction Trades (% of Respondents Who Want to Work in Construction Trades)



The vast majority of those surveyed, 74%, say they already know the field in which they want to have a career.

Meanwhile, the 26% of respondents who do not yet know the career path they want to take got a follow-up question about the chance they might consider a number of fields (construction trades being one of them) using a scale from 1 to 5, where 1 meant "no chance no matter the pay" and 5 meant a "very good chance if the pay is high."

Construction trades got an average rating of 2.1, with 63% of undecided young adults rating it 1 or 2 (no or little chance regardless of pay) and 18% a

Distracted Driving a Serious Matter

Whether the driver is off-the-clock or on the job, **Distracted Driving** is a growing problem.

The National Safety Council estimates that in 2016, roughly 40,000 people died in motor vehicle crashes — the highest total in nine years and an alarming 14% increase from just two years ago.

"From an insurance industry perspective, distracted driving is the No. 1 issue for automobile safety, as the vast majority of people admit they frequently drive while talking on the phone, texting, eating, or doing any number of other activities," says Bill Schaffner, director of risk management for Builders Mutual Insurance Company.

Schaffner suggests that more employers should be mindful of how often their workers are potentially distracted while operating company vehicles and heavy equipment.

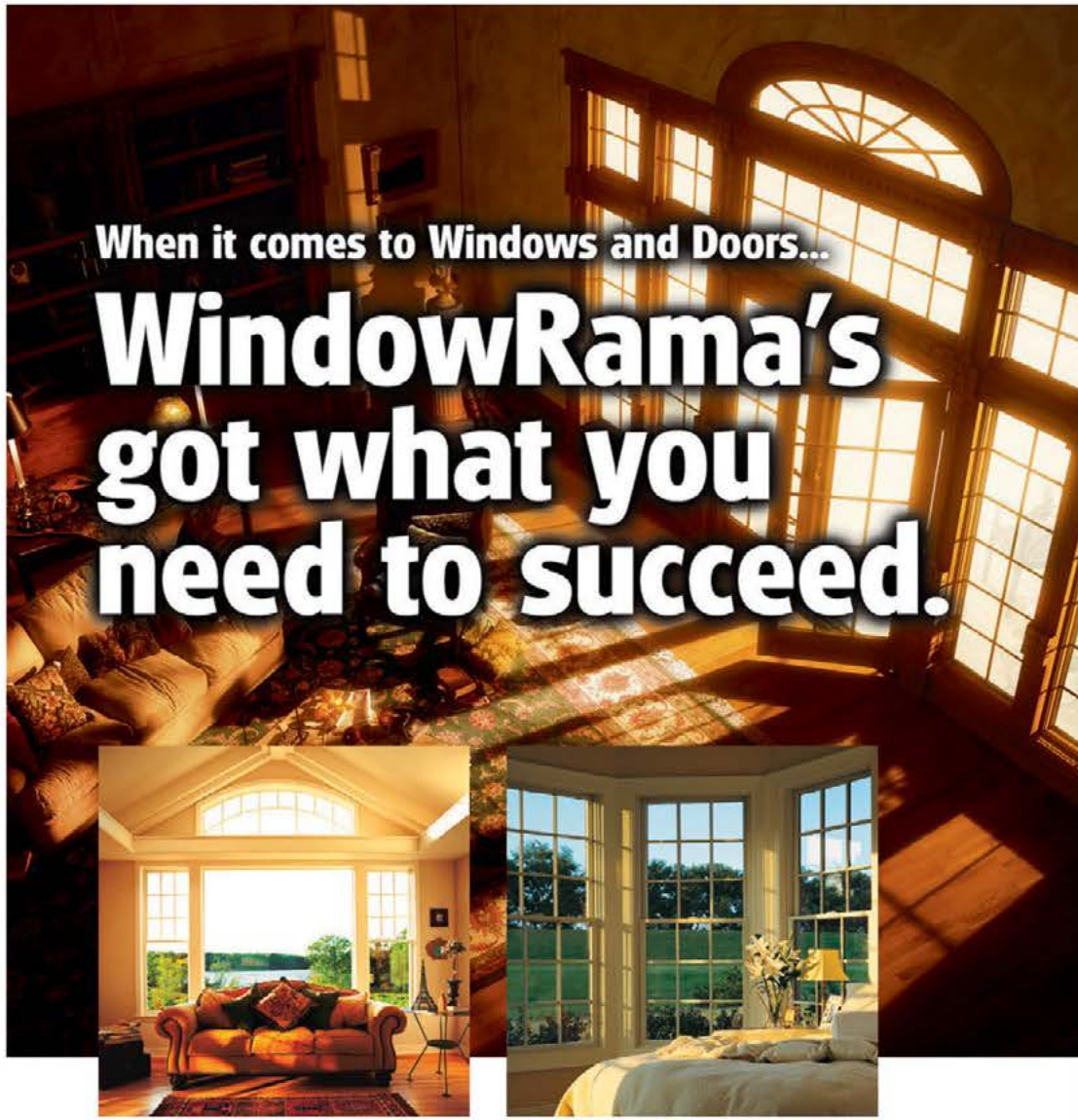
Model Codes Adoption Kits

Forty-eight states adopt some version of the model International Energy Efficiency Code (IECC). But there are a number of provisions in the model that can be improved.

The NAHB Construction Codes and Standards department has put together a Code Adoption Kit for each edition of the IECC to help states navigate the code adoption process.

The 2015 version of NAHB's **energy codes adoption kit** is a great tool for home builders and HBAs seeking sensible codes that save home owners on their energy bills.

There's no national requirement for states to use the latest version of the codes. Some states use the 2012 or 2009 editions, or a combination of the three. NAHB has adoption kits to help builders and HBAs convince the adopting authority that a modified version of the model code is a better way.



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Chris Amato
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When searching the market for that perfect house, it is a common occurrence to look at every listing and not find exactly what you want. There is one house that is close but it is more than you want to spend. There is another that is closer to your price point but the layout is all wrong. Building new or renovating seem like they could be good options for you but you have so many questions about the process you are not sure where to begin. You are not alone. This process can be daunting especially if this is your first time exploring this field. Finding the right location can yield rewards that will literally last a lifetime. We are here to help guide you through this journey to simple, timeless, living.

When shopping for a location you are looking for more than just a place to build a house, you are selecting a community. We suggest you write out your community preferences by order of priority and stick with them. Items like distance to the beach, restaurants & shopping, access to cultural centers, entertainment, and schools are all important factors that need serious consideration at the beginning of this process. You could find the perfect area for you and your family, but if it leaves you with a two hour commute everyday it becomes far from perfect. These preferences are so personal and vary according to life stage and style.

At times it is difficult to ascertain what attributes each area offers. This is why local knowledge is priceless. For example, a home close to the

BUYING PROCESS for a New Custom Home

By Chris Amato, CMM Construction



ocean is in a much different community depending on the season. Each beach draws a much different crowd. Knowing these local details is important to the process of choosing your place. If you are not intimately familiar with an area, talk to someone who is. We are here to help guide you by using our local knowledge to help you make the right decision.

Once you have focused in on your target community, we can help navigate the unknown about buying in that location. This is a deceptively complicated purchase that has the potential to lead to many headaches. If purchasing an existing home for renovation, we love to look at the bones and possibilities. The open concept layout is very popular right now, and with the right engineering many times we can make that work in an old home. Renovation inherently has more unknowns than building new because you are working with materials that may come with many surprises. However, we have been doing this for many years and know how to best handle any situation that an older home may throw at us. If surprises like these do not fit your personal framework (pardon the pun), then building new may be a better option for

you as it has a more predictable timeline. There are benefits to both of these options that we can discuss and set you on your right path.

Once you have found your space it is important to look at the property and decipher exactly how to make the best use of the land. What is the best way to capitalize on a view? Which landscape plan will give you the most privacy? Which layout makes the most sense for you and your family? We can help answer these questions as they are part of a larger conversation that provide a clearer view of your building goals.

This purchase is a highly practical investment as well as an expression of yourself and your family structure. We will guide you through the intricate confluence of these two factors. This process doesn't have to be daunting. If you use the right tools, it can be an exciting, adventurous endeavor. It is explorative in nature and calls to that primal side of you that wants to stake your ground and build your home. We love being a part of this stage because we know that it puts the right professional in proximity of your dreams.



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Congratulations to our New NJBA President, John Kirkenir



Following the Annual NJBA Board meeting, John H. Kirkenir of Alliance Homes LLC was installed as President of the New Jersey Builders Association. Administering the Oath of Office was John's longtime friend and colleague Joseph Millstein. President Kirkenir stated, "I'm honored to assume the office of President with a deep sense of humility and appreciation for the trust and confidence shown in me. I look forward to leading NJBA over the next year as we fight for fair and balanced, pro-growth housing policies in NJ."

Installed along with Kirkenir were the 2017-2018 NJBA Elected Officers:

- Vice President: Thomas F. Troy, Sharbell Development Corp.
- Treasurer: Corey T. Wescoe, PulteGroup
- Secretary: Michael Canuso, Canuso Communities
- Builder Vice President: Josh M. Mann, Esq., Seaview Capital Partners LLC
- Associate Vice President: John J. Healey, Pella Windows & Doors
- Second Associate Vice President: Michael T. Kurpiel, Universal Supply Company
- Third Associate Vice Chair: Michael A. Borodinsky, Caliber Home Loans

Marlen Kroll Wins Above & Beyond Award at the 30th Annual SAM Awards



Congratulations NJBA Above and Beyond Community Service Award winner our very own Marlen Kroll of Design Floors & Interiors-congratulations Marlen!!

SAM Awards Winner



Congratulations to all of the SAM Award winners, Chuck Insalaco & Georgette Kyriacou of #reMattersRadio who hosted the awards, and Giovanna Pergola of Meyers Research, the SAM Committee Chair. Great job everyone! [Click here to view the photos](#)

It Was a Jurassic Good Time!



The Cowan & Guteski Young Professionals party was a fun, Jurassic Park themed event, for both the young & rusty guns! Check out the video to the right for a recap of this event!

<https://youtu.be/68zico3nnUg>



To view photos from the Atlantic Builders' Convention in Atlantic City

Visit the website of SBACNJ Member All is Sharp Photography by visiting



Jackie Giordano
Dynamic Engineering
Consultants, PC

DILIGENCE Bullet Points for the Buying Season

by Jackie Giordano, Dynamic Engineering Consultants, PC

As most real estate professionals can attest, the State of New Jersey has established a very comprehensive and sometimes onerous set of rules and regulations over land use and development, specifically in coastal areas. Jersey Shore builders understand the value of building on the desirable coastal areas of the State, but

it can come with its own challenges that can impact design, timing and cost of development. When purchasing properties, specifically for subdivisions, it is important to complete your due diligence. Be sure to check these items off your list before a deal is made:

- Know the history of your site.
 - o Understand what uses and environmental conditions exist or formerly existed on the property. Complete an ASTM Phase I Environmental Site Assessment. If you expect to be seeking liability protections (i.e. “innocent purchaser defense”), you should be conducting a NJDEP Preliminary Assessment (N.J.A.C. 7:26E-1.7) instead. The NJDEP does not recognize the Phase I ESA process for liability protections in New Jersey.
 - o The Permit Extension Act has expired. Previously existing NJDEP Approvals for your property under contract may have expired or will expire by June 30th, 2017.
- Have your professional consultants review available GIS information using online resources and electronic databases to identify mapped site conditions that may impact the development of the site such as wetlands, flood plain, threatened and endangered species habitat, steep slopes, well protection areas, etc.
- Walk the site and evaluate any major visible development constraints which may include grading, drainage, site access or other related issues that may affect the development potential or permitting process. Locate visible utilities and contact service providers to confirm no water or sewer service limitations exist for your project.
- Consider stormwater management design at the beginning stages, especially with projects that will require NJDEP Applications.

What standards do you need to meet? What low impact development techniques make sense for your project? Where does stormwater runoff go now?

- Work with your professional consultants to determine what local and State regulations and associated permit applications are applicable to your project.
 - o Regulations are continually changing and could affect the value of your development. For example, last year’s updated Flood Hazard Rules included modifications to subdivision projects, now permitting homes to have garages enclosed at or below the flood hazard area elevation. Now that builders can finish homes with enclosed garages, the market value of the home increases.
 - o In other cases, the changing regulations may limit your development. In March of this year mainland coastal centers expired and sites under jurisdiction of the Coastal Area Facilities Review Act (CAFRA) may be limited to a reduced development footprint.

With respect to the buying season, due diligence is critical to your understanding of the land development process and the success of your project. Take advantage of the resources available to identify development constraints, limitations and the permitting process up front. Don’t wait until it is too late!

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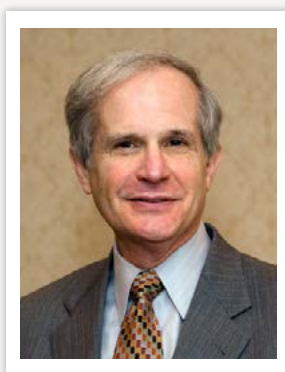
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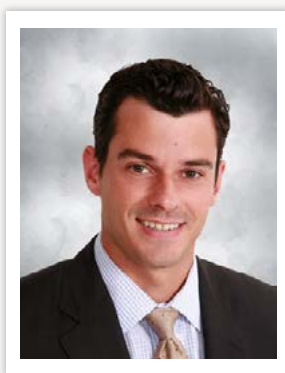
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Michael J. Gross



John A. Sarto

Legal/Legislative

by Michael J. Gross, Esq. and John A. Sarto, Esq.
 Michael J. Gross is a Partner & Chair, and Mr. Sarto is an Associate of Giordano, Halleran & Ciesla, P.C.

AFFORDABLE HOUSING'S OBLIGATIONS AND OPPORTUNITIES

You may have recently read about New Jersey's affordable housing litigation or a proposed affordable housing development in the news. Presently, many municipalities are in the process of preparing housing elements and fair share plans that they hope to have approved by the courts pursuant to the New Jersey Supreme Court's 2015 Mount Laurel IV decision. Some municipalities have reached settlements on their third round obligations and fair share plans and have court approved settlement agreements. Meanwhile, the gubernatorial candidates have presented an array of proposals that could change how affordable housing obligations are determined and/or how municipal compliance is achieved. Whatever the future has in store it is safe to assume that developers will play a significant role in the production of affordable housing.

By way of background, in New Jersey a municipality's power to zone carries a constitutional obligation to create a realistic opportunity to produce its fair share of the regional present and prospective need for low and moderate income housing. This requirement is commonly referred to as a municipality's Mount Laurel obligation and is named after the New Jersey Supreme Court's Mount Laurel cases.

The Legislature enacted the Fair Housing Act of 1985 N.J.S.A. 52:27D-301 et seq. ("FHA") to assist municipalities to comply with the obligation, and created an administrative agency, the Council on Affordable Housing ("COAH"). COAH's responsibilities included

periodically assigning and determining a definitive affordable housing obligation for each municipality, and providing rules by which a municipality's proposed affordable housing plan, housing element, and implementing ordinances could satisfy its obligation.

Under the FHA towns are free to remain in the courts to resolve disputes over their Mount Laurel obligation. However, the FHA prefers COAH's optional administrative alternative to litigating compliance through civil exclusionary zoning litigation. Compliance through the administrative process provided a municipality with the benefit of a period of immunity from civil lawsuits, as well as the presumption of validity of its zoning ordinance in any exclusionary zoning litigation.

COAH adopted rules for three different affordable housing cycles or rounds. After the expiration of the second round in 1999 COAH adopted third round rules which were judicially invalidated. Despite the Court's directive COAH failed to timely adopt valid third round rules. The role of determining municipal compliance was returned to the courts by the Mount Laurel IV decision. Mount Laurel IV established procedures for a participating municipality to voluntarily comply with its third round affordable housing obligation by filing a declaratory action in the Superior Court seeking approval of its fair share housing plan addressing the third round affordable housing obligation. The third round spans from 1999-2025 and the municipal obligation includes the need arising during the

"gap" period from 1999-2015 as set forth in a decision issued by the New Jersey Supreme Court in January 2017.

In the wake of Mount Laurel IV many municipalities filed declaratory actions, many of which are still pending today. The process established by Mount Laurel IV permits those property owners or others interested in constructing residential development with an affordable housing component to participate in the process by (1) joining in the litigation on a motion to the court seeking intervention, or (2) by identifying themselves as an "interested party." Both intervenors and interested parties are provided with the opportunity to comment on the municipality's proposed housing plan and third round compliance mechanisms, however, intervenors in the litigation are provided with additional benefits including the right to file motions, attend mediations, and appeal decisions of the court.

Developers have used their standing as intervenors and interested parties to work with municipalities and demonstrate how their development proposal can help the municipality comply

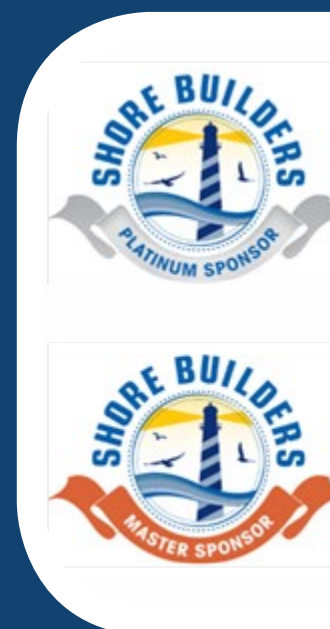
with its third round affordable housing obligation. In this process, the developer seeks to have its site included within the municipal housing plan, presumably requesting agreement to permit development at a greater density than would ordinarily be achieved through the existing zoning on the property. In return for including the developer's site in the housing plan the municipality is able to claim credits against its Mount Laurel obligation. As mentioned, a number of towns have already settled their declaratory actions by entering into agreement with the Fair Share Housing Center and intervenors, and have obtained court approval of the agreements and third round housing plans.

In addition to seeking inclusion in municipal third round housing plans developers and property owners must navigate and comply with the existing statutory and municipal affordable housing regulations that pertain to their sites. There are a number of issues that regularly present themselves including: the applicability and amount of municipal affordable housing development fees; the applicability and amount of affordable housing

fees associated with non-residential development; municipal ordinances requiring construction of affordable units; the form and duration of deed restrictions; and, permitted rent and sales prices of affordable units, to name a few. If you or your client's have any questions about affordable housing obligations you should consult with an attorney.

Giordano, Halleran & Ciesla, P.C. counsels clients on all aspects of residential and commercial real estate acquisition, financing and development, including affordable housing matters. John A. Sarto, Esq., is an attorney in the Real Estate, Land Use & Development Practice Area whose practice focuses on affordable housing issues and obtaining development entitlements.

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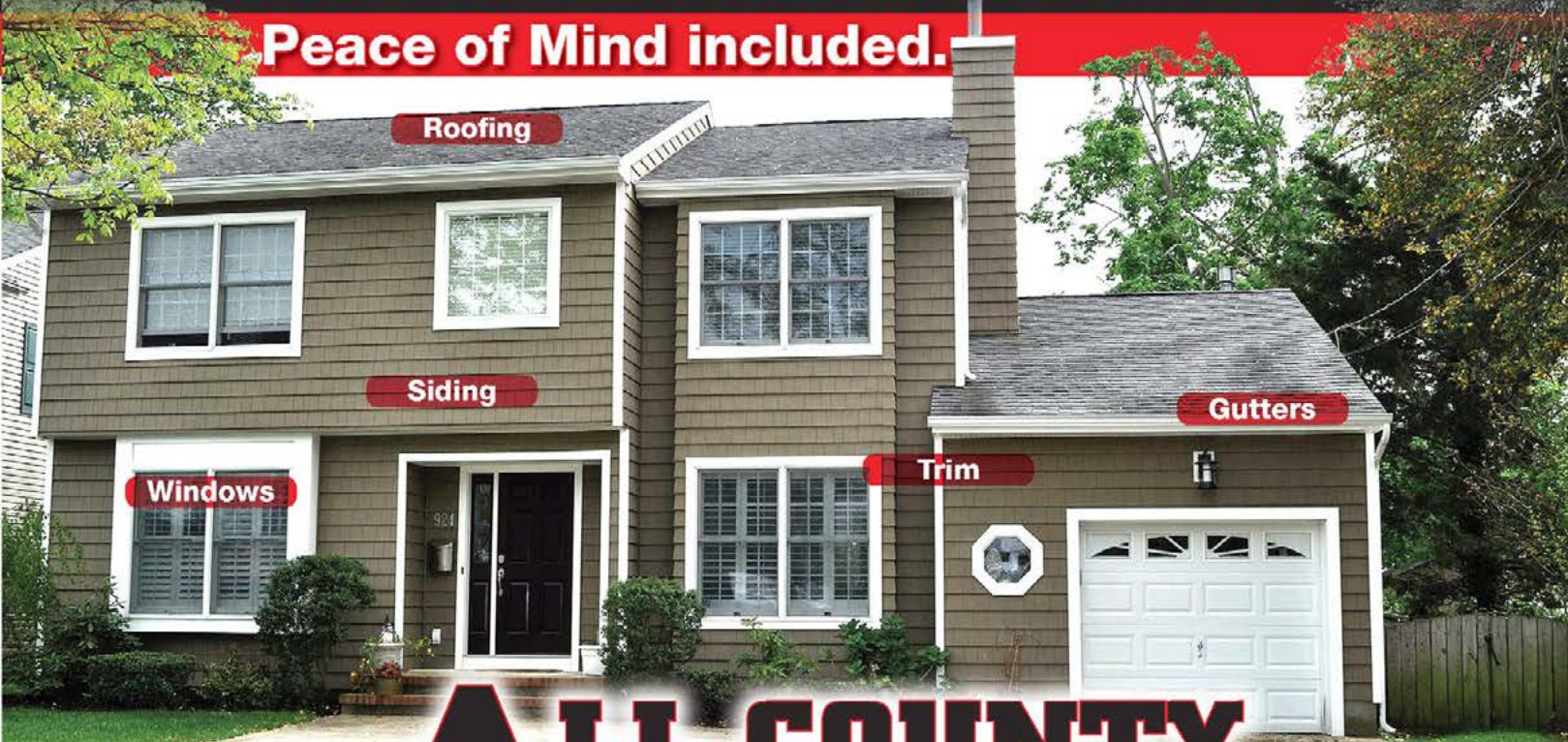
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LABOR SHORTAGE in Construction

The Great Recession did tremendous damage to our industry. That is stating the obvious and quite a few of our industry peers disappeared from the ranks of survivors. The sharp drop off of builders building caused an acceleration of suppliers, service providers and trades to seek another industry. The length of the Great Recession contributed to those who left not returning and the trades, specifically skilled trades, shortage today is one of three drivers hampering a full housing recovery here in New Jersey. The recession also caused a gap in time. We lost about 4-5 years of recruiting workings into our industry and some of the older tradespeople are also retiring, furthering a trade shortage. The National Association of Home Builders (NAHB) stated that additional training and recruitment programs, such as efforts by the Home Builders Institute, will pay

dividends in the future. Nonetheless, developing the next generation of construction workers is a key industry concern.

It will take some time to rebuild the skilled labor force and NAHB is doing their part to help their members. NAHB has joined forces with the National Housing Endowment (NHE), the National Kitchen + Bath Association, the National Association of the Remodeling Industry (NARI) and SGC Horizon to address the lack of skilled labor entering residential construction with the creation of the Skilled Labor Fund. The fund will be utilized to help with recruiting our next generation and returning veterans into our home building industry and teaching them, through various vehicles, the value of learning a trade.

Note: Visit SkilledLaborFund.org to learn more

This won't be a quick fix and it will take some time to rebuild our trades. In the meantime, builders need to secure the current pool of trades to keep their projects on track. Doing some of the things that seem standard but nonetheless needed to be spelled out;

- Make sure you give each of your trades a very detailed timeline so they are prepared to start when you need them to start their part. Include your trades in your overall construction timeline. Your construction draws will depend on this.
- Make sure your job is ready for them and the previous trade has left the next trade in good shape.
- If they are OSHA compliant, deliver good, clean work and keep your project moving during their part of construction pay them on time. Today's trades are in demand and if they are constantly worried about their receivables they won't be staying with you for long. Be fair and reasonable with your job-site work orders.
- Hold monthly or quarterly "stake holder" meetings with your subs to receive their feedback and to give input.
- Stay in touch with associate members of your local HBA, in particular your suppliers. They are a great networking source and will help you build your "little blacbook" of reliable trades.

I advise the above for a very simple reason; one interruption in the construction process will cause a domino effect that could cause one day to turn into a week or more of carrying the construction loan. Time truly is money.

NAHB has provided for its members access a wide variety of tips, articles and presentations from industry professionals that can help builders keep their business running more efficiently.

Visit nahb.org/biztools



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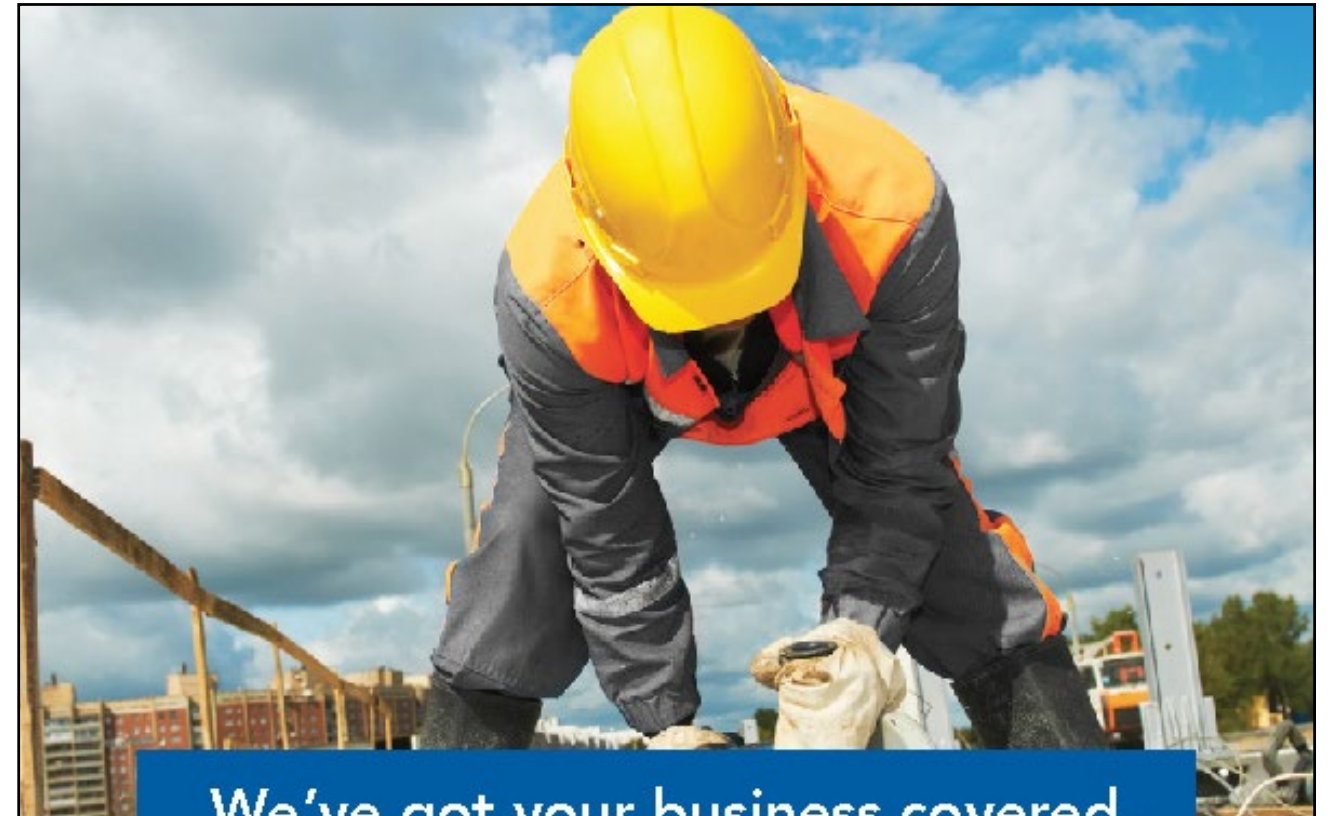
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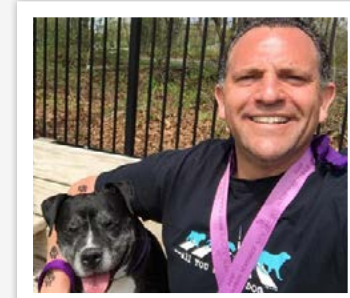
Georgette Woman of the Year

We would like to congratulate member Georgette Kyriacou on her nomination to compete in the 2017 Person of the Year campaign for the Leukemia & Lymphoma Society (LLS). We have walked beside her throughout this journey, which culminates in the Grand Finale Gala event on June 15th. We are sure that your efforts have helped many who are fighting blood cancers and are proud that you are part of our Shore Builder's Family!



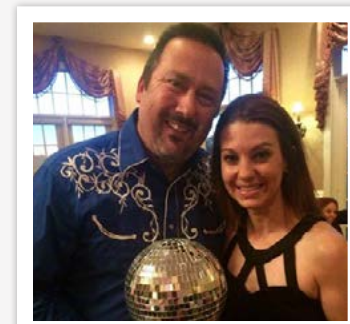
Marlen Kroll – NJ Half Marathon for MCSPCA – April 30th

As we all know, Shore Builders member Marlen Kroll is passionate about pups! He is a volunteer with the Monmouth County SPCA and ran the NJ Half Marathon this past April to raise money for this organization. His support of pets is ongoing and we look forward to continuing to support his efforts this summer at the Pet Pantry donation drive during our BBQ on the Beach!

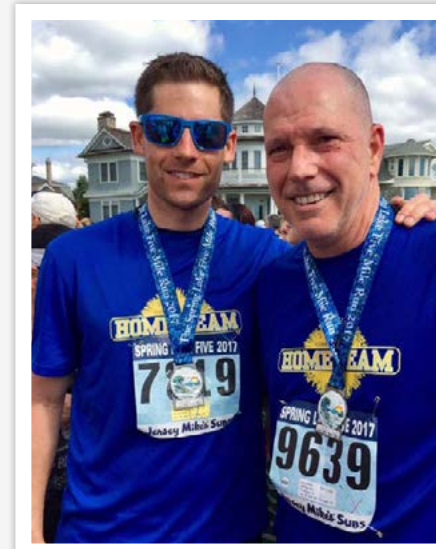


Kelly Flillar Dancing with their Stars – June 3rd

No bumps, bruises, or sore muscles could stop member Kelly Flillar from her mission to support Caregiver Volunteers of Central Jersey in their local version of Dancing with their Stars to raise money to support the organization's mission to help seniors, the disabled, and veterans to remain independent in their own homes. Kelly danced with partner Philip Brilliant after weeks of practice and rehearsing. We are so proud of her dedication and commitment to this charity and event!



Corey Wescoe Covenant House – Spring Lake 5 Mile Run – May 27th



Congratulations and thank you to our Past President Corey Wescoe who joined upwards of 12,000 people Saturday morning to run the Spring Lake 5. According to Corey, Chris Gaffney encouraged him to take this opportunity to help raise money for an incredible cause! As much as he enjoys this race every year, it was even more rewarding knowing that he was able to raise money to make a difference in the lives of so many under privileged children.

Always high 5 every kid watching, always let them shoot you with their water gun, always thank the volunteers, and always take the time to acknowledge those who serve!... and now, welcome Summer!!!



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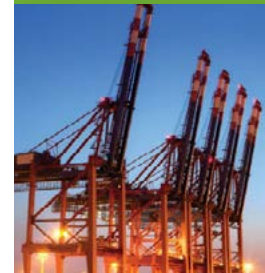
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- ❑ **ASSOCIATE MEMBERS:** This committee works for the betterment of all associate members. This committee is responsible for the BEAM (Builders Employing Associate Members) Award as well as the SBACNJ and NJBA Associate of the Quarter nominations.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

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

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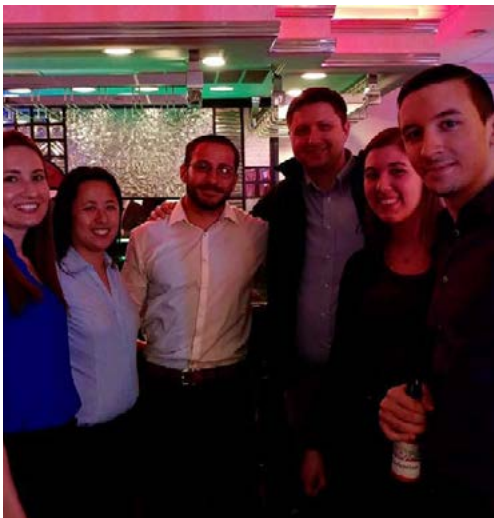
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Schmooza Palooza

Shore Builders Association continued the networking that started at the Atlantic Builders Convention in April with its annual Schmooza Palooza, hosted by Master Sponsor General Plumbing Supply at their location in Lakewood on May 10th. We would like to thank GPS for hosting the Association, and everyone who came out to attend this event. It was a great night of networking, food, and fun!



Young Professionals Committee: #FirstTimeHomeBuyers Event

Over the winter our Young Professionals Committee (aka Young Guns) was busy planning their first education event that was geared toward #FirstTimeHomeBuyers. The event, Millennials and the Art of Homebuying, was a smashing success, with over 100 attendees joining a panel of real estate professionals on April 27th at the Jumping Brook Country Club. We would like to thank our panel for an amazing discussion, including Moderator Matt Amato of Shire Realty, Gloria Siciliano, Broker-Owner of RE/MAX Gateway, James Pittenger, Pittenger Builders, Adam Lepore, Citizens Bank, Tara Carver, Giordano, Halleran & Ciesla, and Jose Rodriguez, Clean Slate Credit Solutions.



Member Advantage at a Glance

www.nahb.org/ma

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

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

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SHORE BUILDERS

Association of Central NJ, Inc.

2017 CALENDAR OF EVENTS

June 19th Annual Golf Outing,
Jumping Brook Country Club

June 26th PWB Happy Hour - 4PM
Jack Baker's Warfside Patio Bar in Pt. Pleasant

July 20th Annual BBQ on the Beach and Dune Buggy Races
Martell's Tiki Bar in Pt. Pleasant

August 9th Local Shore PAC Event
Silverball Pinball Museum Asbury Park

COMMUNITY ORGANIZATION PROGRAMS

June 20th Bring a donation for the Monmouth County SPCA
Pet Pantry food drive to our Annual BBQ on the Beach

July & August Drop off "Tools for School"
at SBA office for United Way's School Supply Drive

September 9th HOPE Sheds Light 4th Annual Celebration
of HOPE Walk – join our PWB walk team
"Team PWB Too Inspired to be Tired"
or consider donating

*Date and location is subject to change.

WHAT'S NEW with our Young Professionals?

At FWH Associates, employees are regarded as family members. The culture within the engineering firm's walls is that of comfort, companionship, and of course productive interactions.

When Ryan Ste. Marie first began working at FWH, he was the firm's Print and Delivery Coordinator. In dealing with each partner and employee within the company, he was introduced to the daily operations of each department. He learned about the roles of a Land Surveyor, and spoke more to the surveying team about their duties and responsibilities in the field. Ste. Marie's father is also a longstanding employee of the company, who began as a Land Surveyor himself. Sharing the same love of the outdoors as his father, it became clear that he wanted to pursue the profession.



One of FWH's core values has always been treat its employees as family, and Ryan Ste. Marie was no different. In bringing that family feel to the workplace, Ste. Marie was excited to share with the principals his interest and desire in adding to his value within the company by furthering his education.

With the blessing of the principals at FWH, Ste. Marie transitioned into the Surveying Department. He dove into the opportunity wholeheartedly, working full time with the Land Surveyors during the day, and pursuing a Surveying Engineering Technology degree from New Jersey Institute of Technology at night. While taking a full course load at NJIT, Ste. Marie was honored to be invited for membership into the Omicron Alpha Chapter of Tau Alpha Pi, the National Engineering Technology Honor Society.

“My father, who worked as a Land Surveyor many years ago, told me about how much he enjoyed his time as a Land Surveyor. Sharing the same love of the outdoors, I knew that I would enjoy the work just the same as he did.”

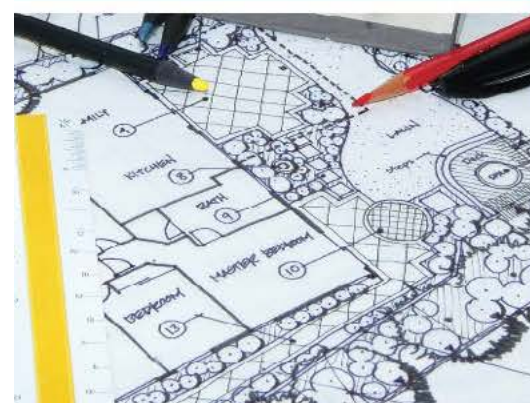


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Let's get started.



Induction into this Honor Society embodies the pride of academic achievement and the excellence of character and leadership. The Society accepts only the top four percent of all actively enrolled Engineering Technology students.

Following graduation from NJIT in 2018, Ste. Marie will continue to gather experience under the firm's PLS until he is able to sit for the exams required to obtain a license to practice as a Professional Land Surveyor.

FWH would like to congratulate Ryan Ste. Marie on his academic accomplishments thus far and wishes him continued success through graduation, licensure, and beyond!



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