



Tom Bovino
President - SBACNJ

PRESIDENT'S Report

As many of you already know, this year's theme is "The Times They Are A-Changin'" and I asked you all to "get on the bus" last December and play an active role in the change. I am happy to report that our bus has left the station and is rolling down the highway!

Here is a quick recap of our goals for 2016 and our accomplishments in just four months.

1. We wanted to reengage & grow our builder membership by creating a builder's council. We held our first Builders Council meeting in February with some 25 builders in attendance. We are determined to make the Builders Council a prominent and central fixture of our Association.
2. We wanted to energize, grow and retain Association membership by improving our existing networking events. We recorded the highest attendance at the December Installation Dinner in over 10 years. We also recorded the highest attendance at the Economic Forecast breakfast since 2010. We wanted to create more cost friendly events not only in Monmouth and Ocean Counties but in Mercer and Middlesex as well. We had very strong attendance at our first ever Mercer County Schmoosa Palooza networking event at Fergusons Lawrenceville showroom in April.
3. At the ABC Convention in March, SBACNJ played a leading role in recruitment and networking activities which yielded very positive results and formed a stronger foundation for next year's programs.

4. The results of these combined efforts: to date our total membership is up over 300 members, the highest number since 2010.
5. We wanted to create a tiered sponsorship program for associates and builders with the hope of replacing builder unit dues to the NJBA and to provide SBACNJ with revenue growth to help us regain our financial health. To date, we have 5 Platinum and 13 Master Associate Sponsorships in place with demand growing each day. We will roll out a Blue Ribbon Builder Sponsorship program the second half of this year and expect to expand the builder program with tiered levels in 2017. As part of our new sponsor program we held our first of two annual Associate Sponsor/Builder Only events in early May at the Beach Haus in Belmar with 53 builders in attendance representing 34 builder companies.

6. We wanted to implement a plan that would lead to the reform of the municipal building permit review and building inspection scheduling programs by giving construction code officials the tools they need to meet the demands of the market by being able to hire third party inspectors that are licensed and approved by the NJDCA. To date, the Special Projects Committee under the newly created Builders Council is actively working on establishing a pilot program for such a plan described above.
7. We wanted to create the first Professional Women in Building Council in New Jersey and we did. Among its many goals, expanding our philanthropic and altruistic efforts is a high priority. We held our first Professional Women in Building Council meeting in April and they are off to a fast and very promising start. Members of the council participated in a very successful and fun volunteer effort with the Northern Ocean Habitat for Humanity in early May,

rebuilding a deck for a group home located in Toms River. Up next will be a "tools for schools" school supply drive so keep your eyes open for details.

8. Not to be forgotten, our Young Professionals group is continuing to grow and play a more active and positive role in our Association, helping to fuel and influence our future.

In closing, let me say that it is never too late to "jump on the bus"! If we haven't seen you in a while, please take the time to come out and see what you are missing. You will be pleasantly surprised by the positive energy that surrounds our membership. Business opportunities are created when you get involved and make friends. I hope to see you all at our upcoming events listed below!

Sincerely,
Tom Bovino



SAVE THE DATES!

Rusty Guns Happy Hour
Waypoint 622 Patio Bar, Brielle
Thursday, June 9th

Annual Golf Outing
Jumping Brook Country Club
Monday, June 20th

Annual BBQ on the Beach & Dune
Buggy Race – Martell's Tiki Bar
Thursday, July 21st

Local PAC Pinball Fund Raiser
Silverball Pinball Museum
Wednesday, August 24th

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THE BUILDER CONNECTION



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New Members 2016

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

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SHORE BUILDERS CHARTERS STATE'S First Professional Women in Building Council

Shore Builders Association is proud to announce the formation and charter of the state's only Professional Women in Building Council. Officially named Professional Women in Building of the Garden State, this council was formed to offer members of the homebuilder's associations throughout the state an organization dedicated to supporting the professional development of women in the home building industry. All current members of any state association are invited to join this new council.

The PWB of the Garden State will provide direct member services through education and training programs, as well as networking opportunities, and community outreach. Among their first initiatives was participating in Northern Ocean County's Habitat for Humanity for National Women Build day which took place on Tuesday, May 3rd. Members assisted in building a handicapped accessible deck on a home in Toms River. In addition, the council will be collecting school supplies to support United Way's "Tools for School" school supply drive.

According to the newly appointed President of the PWB of the Garden State, Giovanna Pergola, "We are honored and thrilled to accomplish our goal of chartering the first PWB council in New Jersey. Our members are looking forward to participating in the community projects, as well as the professional development programs that are supported by the National Association of Homebuilders (NAHB) Professional Women in Building." Pergola continues, "While we are still in the early stages of establishing our council,

we are seeking members, both male and female, who own or work for companies that are currently members of a state builder's association."

In addition to community outreach projects and professional development, the PWB of the Garden State will support the overall building industry by mobilizing its membership to assist efforts spearheaded by local, state and national builder's associations.

For more information on the Professional Women in Building of the Garden State, interested parties are asked to contact Shore Builders Association.



Thanks to the following PWB of the Garden State Members for participating in Women's Build Day

- Giovanna Pergola - Meyers Research, A Kennedy Wilson Company
- Wanessa Vaccaro, Karolina Alvarez, Eleanore Decos – Mon Group Properties
- Liz Widdis, Erin Bender, Bernadette Amato, Ilse Gonzalez – CMM Construction
- Gina McNamara, Christine Boyle – Shore Builders Association
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A “RUSTY GUNS” PERSPECTIVE on the Growth of the “Young Guns” as Future Building Industry Leaders

by Dwight Pittenger

Our industry has seen many cycles since our company was founded, most recently the downturn that began around 2006/2007. As a result of this recession we saw many of our colleagues and friends leave the building industry, and many younger professionals who chose not to join our industry during that time. Fortunately, the tides are turning and we are experiencing improvement in the economy, and as a result, much-needed growth in the building industry at the New Jersey shore.

With the increase in home construction and building throughout our state comes a natural increase in association membership, and in particular, younger professionals who are now seeking opportunities in our industry. These younger members of our association are showing us a much different way of doing business than past generations. With the formation of our Young Professionals Committee (aka “Young Guns”) at Shore Builders, there is an insurgence of ideas sharing, networking, and discussing of topics that affect all of us in our industry. And, our older generation members are embracing the Young Professionals and sharing their experience with things like economic cycles and legislative issues. We recognize the importance of embracing our future industry leaders and other local associations throughout the state are forming their Young Professionals Committees as well.

Some of the most exciting conversations and meetings are taking place as a new crop of people with different ideas about housing meet the more conventional thinkers in our industry. Subjects about products, materials, processes, and technology are being discussed and shared with much to learn from each other during these meetings. Our young professionals are more in tune with the entry level housing buyer/renter and they are successfully determining the housing needs of their contemporaries with regard to issues like size, location, and financing to name a few. Not only do our young professionals relate more to these potential buyers, but their different style of communication and dissemination of information is key to building relationships with homebuyers. This critical insight is what helps our members bring relevant products to the marketplace.

We are impressed with the comradery of the young professionals and find it to be healthy for our industry. We encourage participation in our committees across the state. We already have representation by one of our members at the NAHB Young Professionals Committee and look forward to the near-future time when our local Young Professional Committee members get together with others across the state to share their ideas and experiences at the state level.

By investing in our future generations, embracing forward-thinking business methodologies, and supporting our upcoming leaders, our association has made a huge leap toward securing a successful future for all of us. I’m proud of our young generation of homebuilding professionals, as they are certainly leading us into a brighter, healthier building industry.

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“We are impressed with the comradery of the young professionals and find it to be healthy for our industry”

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Mike Kurpiel

NETWORKER VS. NOTworker

by Mike Kurpiel



Have you ever heard someone described as a person "with connections" or witnessed someone who is well received during a business function? If you haven't on either description then you definitely are on the outside looking in, meaning you are very new to the business "social" function and, going further, haven't had the impulse to start conversations.

The descriptions above refer to a person who knows how to have conversations that bring value, is well respected and builds up their social capital as if he/she were deploying dollars into investments, which is exactly what old fashioned networking can do.

Let's uncover the differences between a networker and a NOTworker as it applies to our home builders association as well as any other business function that incorporates a social gathering. This is not a "one size fits all" opinion but rather overviews with basics that should help your newest association members.

What do I mean by "networking?" I believe that networking is part of the process

of developing your social capital. Building your social capital hinges on the development of meaningful relationships with other people. Since one should always be working on building meaningful relationships with other people, he or she should always be networking. However, that doesn't mean someone should always be trying to sell something to someone, because that rarely facilitates the development of meaningful relationships. This is the biggest misinterpretation of the practice of networking. Some people think that networking means to be constantly selling your products or services.

"There is no point going anywhere if people don't remember you were there"

What is the point of going somewhere to meet new people if you leave no lasting or minimal impressions? Or the other end of the spectrum; having others who meet you wish they never had?

Let's discuss the very basics of networking... identification.

The key to successful networking starts with the objective. Without the objective, you will wander aimlessly and then wonder why you are not feeling good about the gathering you're attending. What is your objective? Is it:

9. Meeting new people?
10. Meeting new people that can help you?
11. Meeting new people that can help you while you help them?

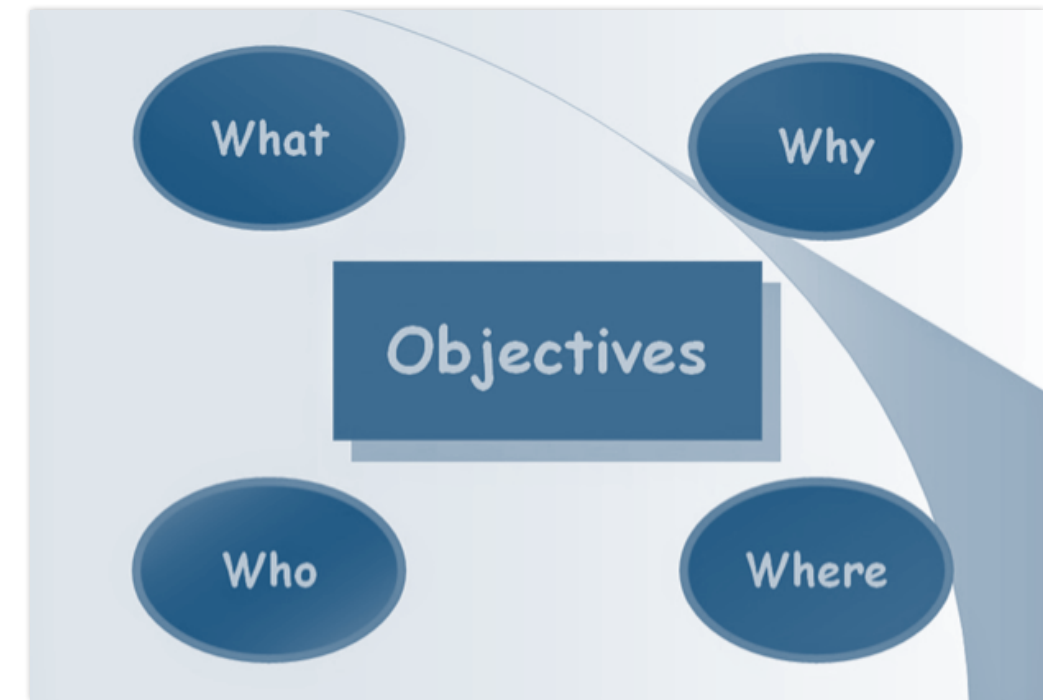
Yes is obvious on #1, yes on #2 but beware of being a "taker" and a big YES on #3 which is what you're objective will be after you get a chance to meet new people or further develop relationships with ones you have met previously.

Once your objective is understood let's look at **WHAT** meaning what is it you are looking to accomplish. **WHAT** is gaining something, it could be:

1. Developing business opportunities
2. Developing a network of industry relationships that can help you further your business opportunities
3. Developing a network of industry relationships that have you gaining and giving business opportunities

Again, yes to all 3 with the third being your ultimate arrival to successfully networking.

WHY do you need to network? Because business does not just drop in your lap. Going home after work is not an option for successful members. Going home means you have a 8-5 job and you are satisfied with your station in life. Why you decide to network is your passion for success and, the question for you is, how passionate are you about success?



WHO is the million dollar (or whatever ever your sales goals are) question. Who are your desired potential relationships. In our association of home builders the seemingly obvious answer would be "home builders." Right? How many new customers can you meet so you can build your book of business? Or for the builder, how many new vendors can I meet that will show results in my bottom line of building a home? Yes to both, after all success has many results and these are definitely two. Two, of many. Two trees that stand in a forest. The answer, when expanded, to WHO is everybody who has anything to do with home building. For associates, in addition to builders, other associates. Why? Because they have something that can help you; established builder relationships. For builders reaching out and developing new vendors is smart and developing relationships with other builders just as smart. No, unless you belong to NAHB Builder 20 Clubs, you probably want share business tactics but you will most likely develop new ways of discussing building "problems" that can either give you heartburn or nightmares and everything in between.

WHERE is the home builders association including all three levels; local state and national. You have at your disposal a vast "supply" of fellow members all looking to network with each other. General membership meetings are something no member, new or established, should pass up. Each encounter helps you with your overall objective of being successful or as successful as you'd like. Check your local's website for calendar of events or call your executive officer for a upcoming events. While you're on the phone (yes, phone. Email is not a great networking tool) ask about a list of committees that are available. Networking is streamlined when you work with others on initiatives.

As a wise person once said, "there you have it, there you go." In order for you to hone your networking skills you have to understand above. Without understanding there is confusion. With confusion you lose time. Can you really afford to lose time?

AO Smith.



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BEST. NIGHT. EVER!

This year's FAME Awards proved to be the best ever, with over 200 sales and marketing industry professionals in attendance to honor the winners of these prestigious builder and associate sales and marketing awards. The event was held on Thursday, February 25th at South Gate Manor in Freehold. The prelude to the awards was two-hours of cocktails, food, and great networking, followed by the awards presentation. According to attendees, the food was fantastic, but the business was even better. For many, this extended cocktail hour proved to be the perfect time to reconnect with past colleagues and friends. Members of various builder's associations throughout the state of New Jersey attend this event specifically to network and generate business.

With off-the-charts energy in the room, and the amazing emcees, Marge Karahuta of Innovative Property Management, and Mike Kurpiel of Universal Supply Company, the awards presentation was an electrifying experience. It moved along quickly and featured a distinguished group of diversified companies as winners, including a lot of new participants. The evening took on a truly magical effect. From the disc jockey music accompaniment to the celebratory atmosphere, this FAME Awards was one to go down in the history of our industry.

The Sales and Marketing Committee would like to thank all of the participants and attendees for making the night so much fun. We would also like to thank our sponsors one more time, as we could not do it without you. Year after year, these sponsors are dedicated to supporting this program for Shore Builders and we truly appreciate their incredible generosity. Gannett NJ, Amboy Bank, NJ Advance Media, PACE Advertising, Citizens Bank, ReVireo, Caliber Home Loans, Flair Marketing Group, SBACNJ Board of Directors, and Design 446.

Photos from the event are now available to view and purchase at [this link](#).

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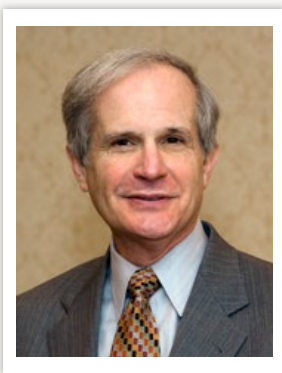


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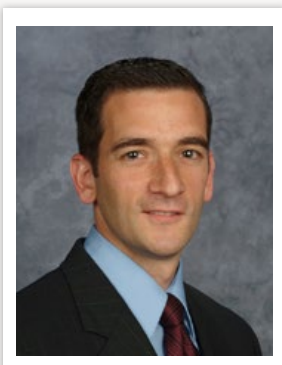


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 Michael J. Gross is a Partner and Chair, Steven M. Dalton is a Partner of Giordano, Halleran & Ciesla, P.C., Red Bank

LAYING THE FOUNDATION FOR FUTURE SUCCESS

This edition of the Bulletin Board – with the forward-looking theme of “celebrating the future” – focuses on the future of the building industry and the continued success of the builder and associate members of NJBA as a whole and of SBACNJ and the other local NJBA affiliates. The future success of the building and development community in New Jersey will be measured by the continued hard work, dedication and commitment of NJBA and its affiliate organizations in their role as the leading voice for the industry in Trenton and local communities working to address and overcome the many obstacles faced by members in the development process. While we celebrate the future, let us find hope for continued success through reflection on the past successes of the organization and its current efforts to shape law and policy affecting the building industry.

NJBA at the 2016 Atlantic Builders Convention circulated its 2014-2015 Legislative & Regulatory Advocacy Pamphlet which summarized many of these past successes and current efforts. Some of the highlights contained in the pamphlet include: adoption of four consecutive versions of the Permit Extension Act that have continued tolling of approvals that otherwise would have expired to in many cases June 30, 2016; adoption of the Economic Opportunity Act of 2014 which provided over 600 million in tax credits to residential projects under the Economic Redevelopment Growth Grant Program;

and adoption of legislation in August 2015 requiring all State agencies to periodically review agency approval programs to streamline and expedite State permitting procedures and requirements, eliminate duplicative or obsolete approvals, and reduce costs.

NJBA has been vocal in opposing many legislative proposals that would impose onerous conditions on development including bills related to sprinkler mandates, enhanced environmental review by DEP, municipal department licensing, mandatory blue/green roofs, municipal blasting ordinances, to name a few. NJBA has also consistently advocated in the context of agency rulemaking and stakeholder processes for various rulemaking efforts including, among others, the Water Quality Management Planning Rules, Flood Hazard Control Act Rules, Coastal Zone Management Rules, Site Remediation Reform Act regulations, and the Highlands and Pinelands arenas. The complete description of these efforts can be reviewed in NJBA’s Legislative and Regulatory Advocacy Pamphlet.

SBACNJ and affiliated members have played an active role in these efforts and actively monitor municipal ordinances that may impact the development industry. One of SBACNJ’s past successes involved challenges to tree removal ordinances adopted by Jackson Township and other municipalities that required developers removing trees to either replace them on site or pay tree replacement fees, resulting in refinement and adoption of revised, more reasonable ordinances. SBACNJ and

the Builders League of South Jersey’s also successfully challenged Open Space Ordinances of Jackson and Egg Harbor Townships that would have required municipal recreation and open space fee exactions in connection with development approvals. The Supreme Court decision had state-wide applicability affirming that municipalities lacked authority to require exactions from developers in the form of land set asides for common open space or recreational areas and facilities other than in “planned development” as defined under the MLUL. The decision further confirmed that municipalities may not require developers to pay fees in lieu of set asides as the MLUL specifically limits contributions for off-site improvements to a developer’s pro rata share of the cost of street improvements, water, sewerage and drainage facilities and related easements.

The traditional role of NJBA, SBACNJ and the other local affiliates as the leading voice for protection of the building industry has helped to keep the industry successful over the course of years and should give current builder, developer and associate members hope for continued success in the present and going forward, and provide inspiration for the continued efforts that will be needed to achieve that success. Let us honor the past by continuing that tradition into the future.

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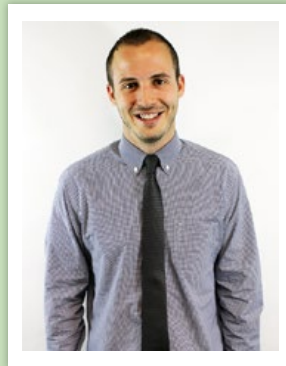
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ReVireo[®]

Company Profile



Matthew Kaplan

1. Who is ReVireo and what is the company's role in the building industry? ReVireo is an interdisciplinary green building services company. Our main focus is helping builders and developers generate a return on investment in the energy and environmental performance of new construction projects. We start by determining the optimal energy code compliance strategy for a building, which includes both engineering and financial analysis. In that process we also consider the merits of pursuing certifications such as ENERGY STAR or LEED, which are sometimes required for financing or zoning and can also qualify a project for incentives. Then we work with the project team to finalize design specifications, and sometimes also provide training to contractors on how to build according to specific high-performance specifications. During construction, we perform inspections of the building to verify compliance with energy code and any applicable certification requirements. We also provide a range of other services, including engineering design, incentive management, marketing consulting, as well as the design and development of print, web, video, and other marketing assets.

2. Do you view your company as a "young" company, and how has that been a benefit or a challenge for growth? Yes, we definitely view our company as a young company in many regards. We were founded in 2009, but some of our competitors have been around for decades. We are also headquartered less than ten minutes from the main campus of Rutgers University, from which we recruit many of our interns and employees. This year, we are also completing the LEED certification of three new buildings on campus, an accomplishment of which we are very proud since so many of us are alumni. From Rutgers and elsewhere, we have compiled some incredible young talent, and our team thrives on innovating new ways to help grow both our own business as well as that of our clients. While we are young, I believe we have already developed a reputation for being sharper and more driven to help our clients cost-effectively leverage the cost of complying with energy regulations. I think our youth has a lot to do with our tremendous growth rate. We have new ideas and a different way of looking at problems. We're highly motivated to build a company that provides better value to builders than the traditional companies in our market. As the new energy regulations become more advanced, it takes an array of skillsets to determine and implement the optimal financial strategy for compliance. Design and construction professionals need someone they can rely on as an authority and partner in these changing times, and that's what we strive to be every day. This approach and forward thinking sets us apart and consistently helps foster new growth opportunities.

3. From your point of view what is the future of the building industry in NJ and how are you positioned to be successful? The energy code change in NJ that took place in March is going to have a major impact on the industry. Many builders and design professionals are unaware of all the compliance options available to them, and are incurring unnecessary costs as a result. For example, there is a lack of awareness about being able to meet the new code based on projected annual energy costs instead of the traditional method of meeting it through an average of insulation values. This can save builders from having to redesign the plans or add any insulation, and also helps them have easier inspection requirements. Hopefully word will spread through the industry and more builders will become aware of their options. It's also worth noting that the building industry in NJ is very fragmented and most of the industry is comprised of many relatively small companies. As price competition for land continues to increase, many small companies will need to find new ways to differentiate their products besides location. Furthermore, the retirement of the baby boomer generation will result in an increase of existing resale homes on the market. A good basis of differentiation for new homes, especially compared to existing homes, is energy and environmental performance. By helping builders achieve certifications like ENERGY STAR and LEED, we are positioned to help the industry leverage the cost of complying with code into increased customer demand and willingness to pay.

4. What services are your clients utilizing most and do you feel this will evolve or change over time? Right now, we are spending almost all of our time consulting with clients on the design of projects permitting under the new energy code and helping them meet the new inspection requirements. In the near term, as more builders learn about the alternative ways of complying with energy code, we anticipate providing even more of these services because they help builders save a lot of money, time, and aggravation. Over the long term, we believe that the trend towards high performance buildings will accelerate as a combined result of increasing regulations and the buying preferences of the millennial generation. So while most clients today are interested in just meeting code requirements, we believe over time that more of them will want us to provide high performance building certification services such as Passive House.

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COMMITTEES

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

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

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

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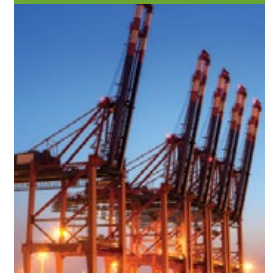
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PRC GROUP, Niche Building Segments Student Housing

Greg Lentine is the Director of Campus Housing for PRC Group, West Long Branch, NJ. He has been with the company for 9 years and in the real estate industry for 30 years.



The PRC Group is a multi-faceted regional real estate owner, developer and services provider that has forged a five-decade long reputation as a clear-thinking, rational voice in any market – up or down. Since 1960, whether real estate market conditions were defined by opportunities or obstacles, The PRC Group has defined market leadership – and market-leading partnerships – that have helped redefine residential and commercial real estate development. About 7 years ago, we did it again by adjusting our business model to expand into student housing.

As a private developer in the academic world we have been able to see very clearly how the advantages of private sector decision making, planning, marketing and development allow colleges to differentiate themselves from other campuses - one of the ways is by developing new residential properties for student housing. Interesting enough, there are programs that make it very easy for educational institutions to build great housing at no cost to the college, and if done properly, have no effect on their bond rating or borrowing power.

The vehicle for this is the PPP – Public Private Partnership – which is basically where the college leases the land to the developer on an extended ground lease and the developer builds the building with its own money and operates the dorm. This process gives the college a brand new state of the art residential building - AT NO COST! The main advantage to the college is that it allows them to focus on improving educational initiatives.

In order for this to be successful for the college as well as the developer, the PPP needs to be well thought out. This includes the ground lease, design product mix, and operation. Because this is a long term commitment by both parties – 50 -60- 70-80 years, creating a successful partnership requires much thought and planning up front. A key component to creating a successful Public Private Partnership begins with having the right partners. The relationship will have to last for decades and the two partners will need to make many joint decisions. They need to be able to focus on the student experience, utilizing each partners strengths and a successful partnership will take advantage of these strengths - the private funding source, development resources and procurement of the private Partner while the public partner offers knowledge of the end user (student) and College.

Some of the other benefits of a PPP are that it helps a college diversify its housing inventory at a faster pace than traditional methods, financial risks are reduced, and it allows for the borrowing power that the institution has been focused on academic needs. A PPP allows the institution to do more development than they could do on their own.

Four major benefits to consider, are:

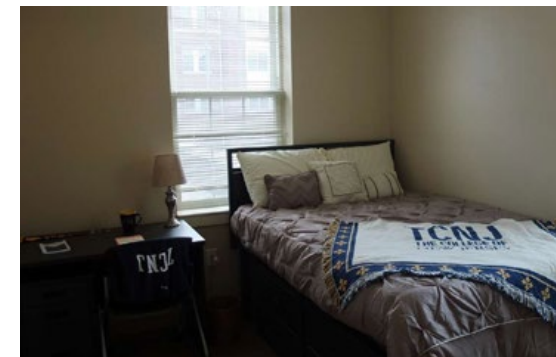
- Debt management
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- Industry leading experience
- Risk sharing

The housing created through the PPP is not the traditional dorms we picture from the past - cinderblock walls and multiple students in a room with no technology. Modern student housing are very nice properties – one would say better than the first apartment following graduation. We have designed suite style apartments at TCNJ, which are very popular however, there is a high interest level in traditional student housing options as well. Whatever fits the requirement for a particular college we know that the ultimate goal is to offer a design that supports community living, student engagement and offers a sense of privacy while increasing the level of community interaction.

We are also seeing a demand for flexible community space where students can meet and faculty and staff can interact with the students for educational engagement. Areas with conference tables and advanced technologies such as white boards video screens and conference equipment are more than perks, as they help in the student’s academic success and student experience.

We also find retail as an extension to well-appointed and defined common areas. Having a community where students can interact outside the classroom is a high priority. Restaurants, coffee shops and other retailers offer an alternative for interaction and study areas. All of our retailers understand the need for services like free Wi-Fi to attract students to gather. These areas also bring in the public allowing for a full social experience.

There are many other aspects to student housing such as security, materials, and the psychology behind how parents feel about the campus and housing their students are living in that are incorporated into the design and specifications of each college’s student housing needs. Our expertise has grown exponentially over the years, as had our opportunities in this unique, niche market.



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About Hollister Construction Services

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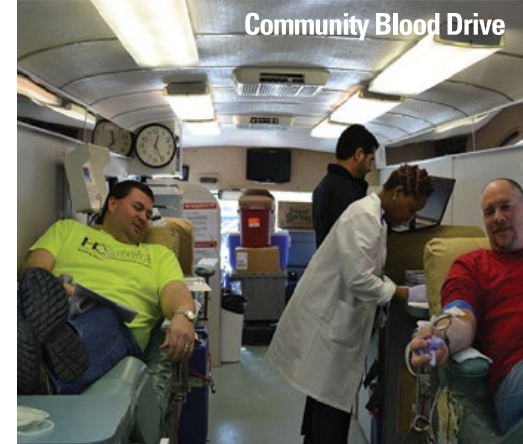
Our client base continues to expand because of an unparalleled commitment to quality illustrated by the caliber of our personnel and our workmanship. Our clients, contractors, vendors and employees make up a trusted community that is built upon a foundation of exceptional service, communication and transparency. Our unconditional commitment to client satisfaction is what inherently guarantees quality deliverables in a seamless transition from project initiation to completion. Our specialties include interior and exterior renovations, remodeling, building additions and ground up construction of corporate, education, healthcare, industrial, retail and residential structures.

We are committed to building relationships and maintaining extreme transparency throughout the duration of a project. Hollister provides reliable service and effective solutions driven by the expectations of our customer's construction needs and manage our projects according to the client's specifications while providing unparalleled professional support and project oversight. As we grow with and adapt to the changing needs of our clients, our primary focus is to provide consistent quality solutions.

We manage all projects with a highly secure, state-of-the-art cloud based project delivery system (PM Web). It hosts all project related data and documents including project agreements, drawing lists, and photos, and makes them readily accessible to all team members. Interactive workflow allows our clients and personnel to efficiently review, approve and most importantly, track the status of time sensitive project documents.

Our company makes all efforts to remain an advanced corporation both in terms of our technology and the strength of our team. We encourage all employees to become OSHA and LEED certified and understand the importance of a responsible corporate footprint.

Hollister works through its own independent philanthropic organization, The Hollister Foundation, to further its community outreach activities. The Foundation's mission is to raise and distribute funds for organizations that foster children's advancement through education and health initiatives.



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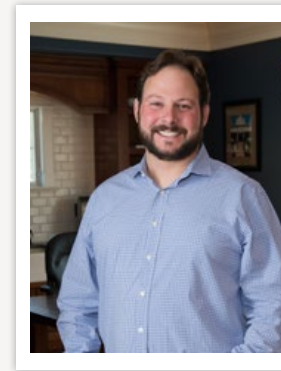
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Do you SLACK?

Do you slack? This is a question that has been popping up in many areas of business communication. Email is becoming less relevant as other forms of intercommunication become more prevalent. The demands of "real time" communication are becoming increasingly important and expected in the fast pace environment of builders. Email continues to be great, but it could be better. Slack is a messaging system that is ideal for any team, whether it be a business or otherwise.

It brings all your communications into one place including pdfs, real time messaging, and archiving. Basically it is just one example of how 21 century innovation is bringing organization, tracking, client relationships, and many other enhancements to the foreground of building efficiency.

Using modern technology for business applications is one area where young professionals tend to excel. The confluence between using an established trusted system, and enhancing it with forward thinking software has created an entirely new business platform. One in which client relationships have come back to the epicenter now that the behind the scenes issues have been streamlined and automated.

This software includes app integration, crms, and organizational tools. The ability of the young professionals to adapt to and integrate these ever-changing business models has brought new life and energy to the game. It is one that is appreciated by clients, vendors, and seasoned business professionals alike. The ability to adapt is what sets one business apart from others. If flexibility is the capacity of a business to adjust internal processes and adapt to unexpected changes, then the answer to the above question will one day be "yes of course I slack."



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ABC Wrap Up

Over 6,000 attendees made their way to Atlantic City last week for the 2016 Atlantic Builders Convention, the Conference and Expo Where Building Begins. NJBA and the ABC Committee thank all of those who were in attendance. We hope to see you again next year! Save the date: April 56, 2017!



Tuesday March 29, 2016 Industry Awards Luncheon

NJBA honored the best of the best from 2015. To view the full list of award recipients, [click here](#). For more photos of this event, [click here](#).



NJBA Legislative Panel The Future of Housing in New Jersey

Ron Ladell of Avalon Bay moderated a panel with NJ State Senators Raymond Lesniak and Bob Singer; and Assemblymen Gary Schaer and David Rible.

The panel discussed legislative trends that affect the housing market and economy in NJ.



NJBA President's Party A "Beach" Ball

NJBA celebrated the newly installed 2016/2017 slate of Officers and welcomed President Dwight W. Pittenger, Esq. to his new seat as President of the NJBA with a Beach Ball. Senate President Steven Sweeney and Assemblyman David Rible presented a Joint Legislative Resolution to Immediate Past President George Vallone for his contributions to the industry while serving as NJBA President.



Wednesday March 30, 2016 Exhibition Open

Nearly 400 exhibitors attended ABC this year to showcase the latest products and services. Thank you to all who participated. We have already sold 25% of next year's floorspace! Interested in reserving for 2017, contact Diane at 609 5702155.



Annual Economic Forecast & Builder Panel

Leading economist Kevin Gillen, Ph.D., Chief Economist of Meyers Research LLC headlined the Economic Forecast, focusing on economic trends in both the local and national real estate markets. Dr. Gillen was followed by a star studded panel of building industry leaders featuring Carl Goldberg, Managing Member of Canoe Brook; Ralph Zucker, President of Somerset Development; David Fisher, Vice President of Governmental Affairs for K. Hovnanian Homes; and Chris Gaffney, Group President of Toll Brothers, Inc. Steve LaTerra, Managing Director of Meyers Research LLC moderated the panel. For a copy of Dr. Gillen's presentation, please [click here](#).



The Builder's Beach Party "Head on Down to Margaritaville"

The Builder's Beach Party was the place to be Wednesday night. Located at Jimmy Buffet's Margaritaville, right off the Boardwalk in Resorts Casino Hotel, this event featured terrific live entertainment. **Thank You to Our ABC Sponsors!**



Thursday March 31, 2016 Exhibitor Awards

Congratulations to Pella Windows and Doors, which was presented with the ABC Cornerstone Award for their 67 continuous years of support to ABC as an exhibitor!

Awards were also presented to the following companies for best exhibits. *Click the exhibitor's name below to view their award presentation and booth space.*

	Award	Company Name	Booth #
1st	10 x 20 or larger	Macaro Iron Works, LLC	416
	10 x 10	Eco Tile Imports LLC	212
2nd	10 x 20 or larger	F&C Professional	1016
	10 x 10	French & Parrello Associates	1013
3rd	10 x 20 or larger	General Electric	1419
	10 x 10	Fullerton Ground Maintenance	1219

The following exhibitors were presented awards for 10 years of continuous dedication to the Atlantic Builders Convention. *Click on their names below for photos of their award presentation.*

Continued >

Company Name	Booth
210 Home Buyers Warranty	416
84 Lumber	212
Accredited Home Elevator	1016
210 Home Buyers Warranty	1013
84 Lumber	1419
Accredited Home Elevator	1219
Alltech Inc.	1615
Appliance Brokers Ltd.	1301
Archer & Greiner, P.C	609
Bethlehem Precast Inc.	815
BHB Insurance Services	622
Bowman Consulting	823
C&L Services	623
Carfaro, a division of Fairway Building Products	514
Construction Journal	715
Delaware Quarries Inc.	902
Direct Cabinet Sales	1203
Eastern Contractor Services	711
Ecolsciences, Inc.	822
Flaster/Greenberg PC	1109
Fox Rothschild, LLP	1004
French & Parrello Associates	1013
FWH Associates, P.A.	825
General Electric	1419
Giordano Halleran & Ciesla	1009
Greenbaum, Rowe, Smith & Davis LLP	909
Guardian Home Technologies	1321
Hill Wallack LLP	709
Huber Engineered Woods	801
Investors Bank	804
Jem Appliance	1413
Johnny on the Spot, LLC	1100
Kipcon Inc.	911
Landscape Maintenance Services, Inc.	627
Maser Consulting, P.A.	810
New Jersey Fire Sprinkler Advisory Board	905
Omega Pool Structures Inc	525
Pella Windows & Doors	816
Professional Warranty Service Corporation	907
Residential Warranty Company	714
RGA, Inc.	712
Seifer Kitchen Design Center	1205
SESI Consulting Engineers	1025
Stark & Stark	807
Taylor Photo	805
Taylor Wiseman & Taylor	1207
TES Inc.	MA26
Total Access	1323
Universal Supply Co.	1202
Wells Fargo Home Mortgage	MA13
Wilentz, Goldman & Spitzer P.A.	512
Wilkin & Guttenplan	910
WindowRama	1019

Sales & Marketing Awards Banquet

The grand finale of ABC 2016 was a Carnival Rio Themed Spectacular! Click here to view the full list of SAM Award winners. Click here to access photos available for purchase.



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Send Us Your Comments!

We are constantly looking to make ABC a better experience for exhibitors and attendees. Let us know what you think, email Diane: Diane@njba.org.



SHORE BUILDERS
Association of Central NJ, Inc.

2016
CALENDAR OF EVENTS

Tuesday, June 7 She-Conomy: What Women Want – Shore Builders Association
Ferguson's Conference Room

Thursday, June 9 Rusty Guns Happy Hour – *Waypoint 622 Patio Bar, Brielle*

Friday, June 17 NJ Energy Code Compliance presented by ReVireo
Shore Builders Association – *Ferguson's Conference Room*

Monday, June 20 Annual Golf Outing – *Jumping Brook Country Club*

Thursday, July 21 Annual BBQ on the Beach and Builder Dune Buggy Race
Martel's Tiki Bar, Point Pleasant Beach

Wednesday, August 24 Local PAC Pinball Fundraiser
Silverball Pinball Museum, Asbury Park

*Date and location is subject to change.



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Young Professional Committees encouraging “UNDER-45” MEMBERS TO BECOME HBA LEADERS

At last year’s NAHB Fall Boards, the NAHB Board of Directors voted to form the NAHB Young Professionals Committee. It was designed to encourage “under-45” members’ involvement in every level of the Federation including networking, education and advocacy initiatives. In January, the NAHB Young Professionals Committee began its first year as a new committee with 13 Builder members and 6 Associate members chosen by the NAHB Senior Officers. We have met informally and made numerous conference calls taking on four important immediate goals. The goals are to:

- Guide NAHB Student Chapters and create a mentorship program
- Establish a NAHB Young Professional awards program
- Formulate new and engaging Young Professional events at the International Builders Show and Mid-Year Meetings
- Develop guidelines for Local and State HBA’s to recruit and engage Young Professionals.

Shore Builders Association of Central NJ’s Young Professionals Committee has been a strong example of Local HBA success in encouraging “under-45” members to become HBA leaders.

When the SBACNJ Young Professionals Committee was formed three years ago, there was under 10 Builder and Associate members participating. Today, the committee has grown to over 40 members with many individuals sitting on other committees, on the SBACNJ ladder, as members of the Board of Directors, and involvement at both NJBA and NAHB. Many SBACNJ Young Professionals Committee ideas have resulted in numerous successes highlighted by the monthly “happy hours” and the PAC Asbury Park Pinball event in August, which brought in significant PAC contributions last year.

If you are a Young Professional, or there is Young Professionals within your company, who would like to get involved at Shore Builders, the best place to start is with the SBACNJ Young Professionals Committee. Many participating members have become good friends and all members in the committee have a respected voice to enact growth and change. Contact Gina or Christine for more information.



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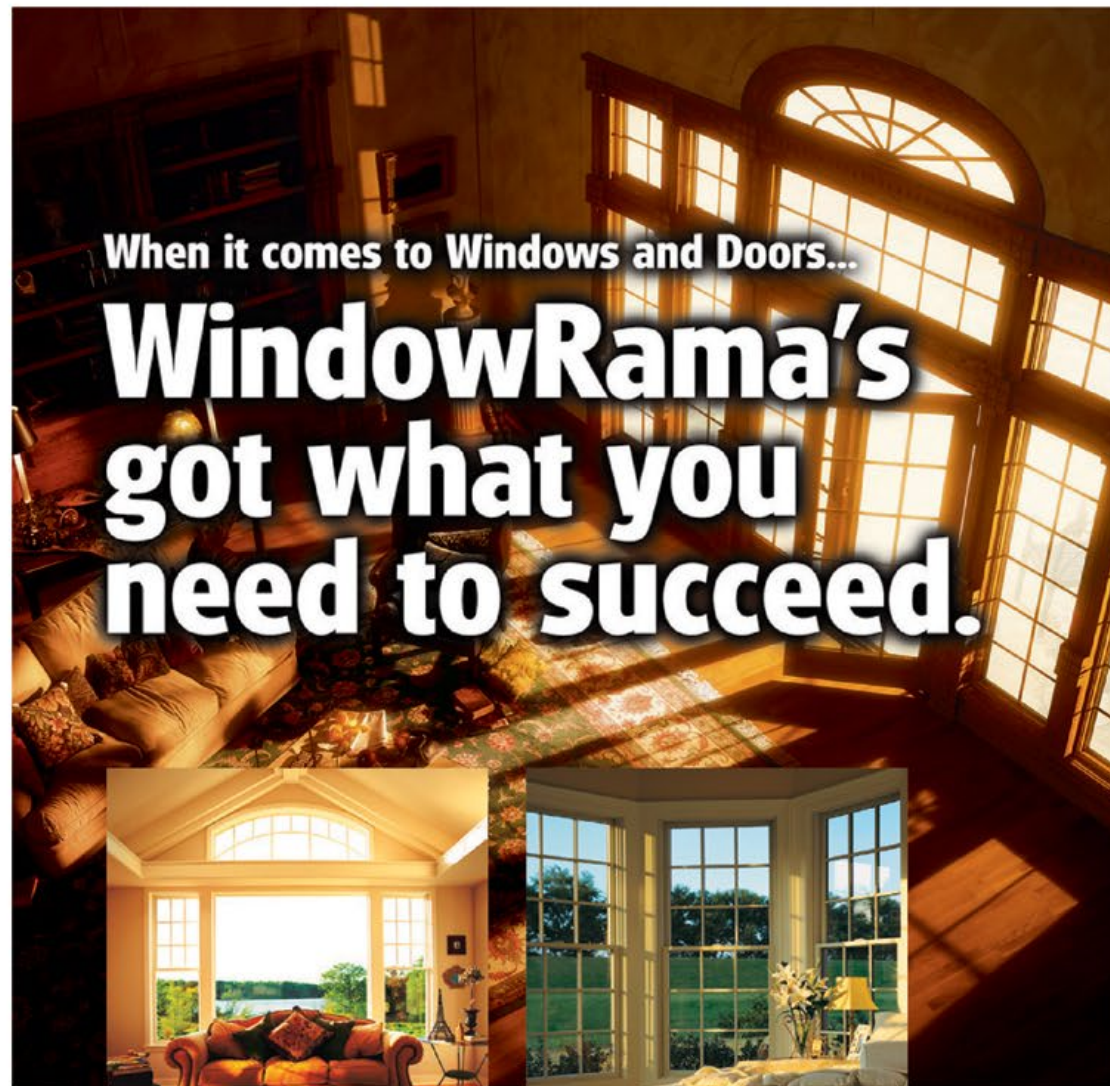
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