

Community Trends®

November 2024

inspire
give friendship
wisdom COMMUNITY
GRACE HEALING humility
receive abundance CARE
LOVE UNCONDITIONAL
GRATITUDE
JOY compassion RESPECT
kindness ONENESS SOUL
heartfulness blessings
CONNECT feel generosity
mindfulness all that is
intention PEACE
SHARE

NikkiZalewski/iStock/Getty Images Plus

In This Issue

- Happy Holidays! Political Signs and Holiday Decorations in Community Associations
- Year End Compliance
- Grateful Gains: Success Stories of Community Associations Thriving with Expert Help

... and more!

NEW JERSEY CHAPTER
community
ASSOCIATIONS INSTITUTE



↓ TO DOWNLOAD AND PRINT THIS ISSUE, PLEASE CLICK THE ICON BELOW. ↓



The Community Associations Institute New Jersey chapter would like to thank its 2024 Ultimate Partners below. For more information on our sponsorships, please contact CAI NJ at 609-588-0030 or info@cainj.org.



THANK YOU FOR YOUR SUPPORT!

THE CAI-NJ COMMUNITY TRENDS® MAGAZINE

CONTENTS

14



14 Happy Holidays! Political Signs and Holiday Decorations in Community Associations

By David L. Dockery, Esq.
Becker

24 Year End Compliance

By Robert Arnone, MSRE, AMS, CPM
RCA Management Properties, LLC

30 Grateful Gains: Success Stories of Community Associations Thriving with Expert Help

Thankful for High-Efficiency MEP Equipment That Keep Our Communities Comfortable

By Casey Sky Noon, *Coolsys Energy Design*

Overcoming Obstacles with the Power of Teamwork

By Laura Rivera, *Denali Property Management, Inc.*

The Journey from Drab to Fab

By Lois Gerber, *Harbour Mansion Condominium Association*

Thankful for Disasters Dodged

By Casey Sky Noon, *Coolsys Energy Design*,
Featuring contributions from Elaine Warga-Murray, MS, CMCA,
AMS, PCAM, *E.W. Murray Consulting, Inc.*

42 Management Trends:

I'm Thankful for Internet Reviews... Good or Bad!

By Erin Spiliotopoulos, CMCA, AMS
Matrix Property Management Group, LLC

30



EXTRAS

President's Corner	5
Looking Ahead	6
CAI-NJ Upcoming Events	7
CAI-NJ Awards Nominations	7
Legislative Update	8
Your Voice is Key with NJ-LAC & CA-PAC	11
Make-A-Wish Breakfast & Castle Tour — Save the Date	13
Annual Meeting & Chapter Retreat — Save the Date	17
Beach Party Photos and Recap	19
Winter Break Party — Register Now!	23
F.A.S.T. Kickball Tournament Recap & Photos	27
F.A.S.T. Adopt-A-Family	35
2025 Partnership Program	40
9 & Nosh Recap & Photos	44
2025 Online Directory Advertising Form	49
New Members	50
Request for Educational Speaking Proposals	53
2024 Ultimate Partner Listings	56

42



CAI-NJ BOARD OF DIRECTORS

EXECUTIVE COMMITTEE



PRESIDENT
CHRISTOPHER NICOSIA,
CMCA, AMS, PCAM
RCP MANAGEMENT
COMPANY, AAMC, AMO



PRESIDENT ELECT
STEVEN MLENAK, ESQ.
GREENBAUM, ROWE,
SMITH & DAVIS, LLP



VICE PRESIDENT
RYAN FLEMING, CIRMS, EBP
THE BALDWIN GROUP



TREASURER
JOSEPH CHORBA, CPA
WilkinGuttenplan



SECRETARY
MARY BARRETT, ESQ.
STARK & STARK,
ATTORNEYS AT LAW

BOARD MEMBERS

Michael Flippin, CMCA, AMS, PCAM
INTEGRA Management Corp., AAMC
Community Association Manager

Charles Lavine
Traditions at Federal Point Condominium Association
Homeowner Leader

Tony Nardone, MBA, PCAM
Corner Property Management, LLC, AAMC
Community Association Manager

Cheryl Rhine, CIC, CIRMS, EBP
USI Insurance Services
Business Partner

Robert Travis, CIRMS
Long Beach Commons Condominium Association
Homeowner Leader

GENERAL COUNSEL

Jason Orlando, Esq.
Orlando Murphy LLP

GENERAL COUNSEL EMERITUS

Wendell A. Smith, Esq., CCAL
Greenbaum, Rowe, Smith & Davis, LLP

IMMEDIATE PAST PRESIDENT

Tony Nardone, MBA, PCAM
Corner Property Management,
LLC, AAMC



PRESIDENT'S CORNER

Christopher Nicosia, MM, CMCA, AMS, PCAM
2024 CAI-NJ PRESIDENT
RCP MANAGEMENT COMPANY, AAMC, AMO

November is upon us, fellow CAI-NJ Members!
Welcome to another edition of *Community Trends*®!

This month's issue of *Community Trends*® focuses on gratitude. While November traditionally has an aura of gratitude because of the Thanksgiving holiday, this year hits a little differently as I head into the final two months of my presidency. Please indulge me for a few paragraphs as I try to appropriately express gratitude for my time as president of CAI-NJ.

First, I have to thank my fellow board members. This year has been a wonderful year to lead the organization and my fellow board members have been truly exceptional in their commitment and focus as we tackled the business of the organization, including some new and exciting initiatives. It is always easier to lead when you have an amazing team with you to discuss, discern, and decide and the 2024 CAI-NJ Board of Directors are true professionals and dedicated servants of the organization. Thank you for your efforts on behalf of the chapter — it has made my final year on the board a treat and a highlight of my career.

Next, I want to express my gratitude for Angela and the entire CAI-NJ chapter staff. Our team in the chapter office represents the absolute best anywhere throughout CAI and I am truly thankful for their continued dedication, creativity, and member-centric drive on behalf of all of us. As a board member for the last 7 years and a committee member before that, I have had the distinct pleasure of working with our chapter staff and witnessed the evolution of leadership and culture that has allowed our entire organization to flourish. I appreciate all of you: Angela, Jackie, Robin, Brooke, Jocelyn, and Helen. Thank you on behalf of a grateful organization!

CAI-NJ is incredibly fortunate to have such a dedicated group of volunteer professionals that are willing to commit so much time to serve on our various committees. CAI-NJ has the most volunteers serving on committees of any chapter throughout all of CAI. I am incredibly grateful for all the time and talent given back to CAI-NJ by our committee members to advance all the various initiatives and programs of the chapter forward. Thank you for your continuing commitment and dedication to making CAI-NJ the best membership organization it can be now and into the future.

"This year has been a wonderful year to lead the organization and my fellow board members have been truly exceptional..."

CONTINUES ON PAGE 55



NEW JERSEY CHAPTER
community
ASSOCIATIONS INSTITUTE

CAI-NJ TEAM

- ANGELA KAVANAUGH**
CHAPTER EXECUTIVE DIRECTOR
ANGELA@CAINJ.ORG
- JACLYN OLSZEWSKI**
DIRECTOR, CONFERENCE & EVENTS
JACLYN@CAINJ.ORG
- ROBIN SURGENT**
DIRECTOR, MEMBERSHIP DEVELOPMENT
ROBIN@CAINJ.ORG
- BROOKE STOPPIELLO-NEVINS**
EDITORIAL & WEBSITE MANAGER
BROOKE@CAINJ.ORG
- JOCELYN GARLOCK**
PROGRAMS & EVENTS COORDINATOR
JOCELYN@CAINJ.ORG
- HELEN KIECHLIN**
MARKETING & MEMBER RELATIONS
COORDINATOR
HELEN@CAINJ.ORG

Contact CAI-NJ

- ADDRESS**
CAI-NJ
500 HARDING ROAD
FREEHOLD, NJ 07728
- PHONE**
609-588-0030
- FAX**
609-588-0040
- WEB**
WWW.CAINJ.ORG
- EMAIL**
INFO@CAINJ.ORG

CAI-NJ on Social Media



www.facebook.com/CAINJCHAPTER



Community Associations Institute - New Jersey Chapter



@cainewjersey



CAI-NJ



LOOKING AHEAD

ANGELA KAVANAUGH | CAI-NJ CHAPTER EXECUTIVE DIRECTOR

Dear CAI-NJ Family – Wishing that all good things fill your days throughout the year.

Thanksgiving is such an easy holiday, centered around food and family. It's a day of reflection on how fortunate we are. It's a day to spend with people that we love, and the gifts shared are the time and memories that we make. Thanksgiving is too big for one single day. How wonderful it would be if everyone perpetually practiced gratitude, remembering to appreciate and thank those in our lives that make a difference.

Thank you to all of the New Jersey chapter members of CAI, that have faith in the organization and recognize the value of their membership, year after year; our loyal Board of Directors that can be counted on to always choose what is best for the members; the dedicated New Jersey Legislative Action Committee (NJ-LAC) as they advocate for those living in Common Interest Communities (CICs); the 200 volunteers sitting on our committees who create programs and events for all member representation groups of the chapter; the CAI-NJ Partners and event sponsors, who without their continued support we would not be able to provide the education and resources to our members and the enthusiastic CAI-NJ team, that strives to create every program and event to be the best it can.

2025 Partnership Program is now available. Business Partner and Management Company members, you can take advantage of this program to gain brand recognition and enhanced exposure that will allow you to stand out in New Jersey's community association industry. For further information, <https://cainj.org/partnership/>

Adopt-A-Family – Once again the CAI-NJ F.A.S.T. Committee will be hosting the **Adopt-A-Family** program,

to ensure that families in need enjoy the holiday season. Please remember to support this initiative. For further information please go to the CAI-NJ website at www.cainj.org.

Annual Retreat and Winter Break Party on Tuesday December 3rd, at the Grand Marquis. Please join us as we welcome the 2025 CAI-NJ Board of Directors and all of the upcoming year's volunteer members. The committees will come together and have the opportunity to

“Thank you to all of the New Jersey chapter members of CAI, that have faith in the organization and recognize the value of their membership, year after year...”

begin to plan for their year of initiatives. The Winter Break Party will follow as we kick-off the holiday season with our colleagues and network to build new relationships.

Veterans Day – Let us not forget to thank our veterans for their service, bravery, and sacrifice, allowing us to live in peace every day, as we celebrate Veterans Day on Monday, November 11th.

For further information and to register for all our upcoming programs, please visit, <https://cainj.org/network-events/>, for networking events and for educational programs, visit <https://cainj.org/education-events/>.

I hope you enjoy the season. ■



2024-2025 Events & Education Calendar

NOVEMBER

Wednesday, November 6th
Community Conversations Live
Virtual

Wednesday, November 6th
Fall Pints with PAC
Chickie's and Pete's, Bordentown

Thursday, November 21st
**Make-A-Wish Check Presentation
Breakfast & Castle Tour**
Make-A-Wish New Jersey Castle, Monroe Twp.

DECEMBER

Tuesday, December 3rd
Annual Meeting & Chapter Retreat
Grand Marquis, Old Bridge

Tuesday, December 3rd
Winter Break Party
Grand Marquis, Old Bridge

Register for these and other events at www.cainj.org
All events are subject to change.

FEBRUARY

Wednesday, February 19th
Annual Awards Celebration
Hyatt, New Brunswick

MARCH

Thursday, March 27th
CA-PAC Top Golf
Top Golf, Edison

JUNE

Wednesday, June 4th
PAC the Haus
Beach Haus Brewery, Belmar

Tuesday, June 17th
Dennis R. Casale Memorial Golf Outing
Forsgate Country Club, Monroe Twp.



**AWARDS
NOMINATIONS**

**DETAILS COMING SOON TO
THE CAI-NJ WEBSITE THIS
MONTH - STAY TUNED!**

<https://cainj.org/awards-nominations/>

NEW JERSEY CHAPTER
community
ASSOCIATIONS INSTITUTE



LEGISLATIVE UPDATE

MATTHEW Z. EARLE, ESQ.
KATES, NUSSMAN, ELLIS, FARHI & EARLE, LLP
LEGISLATIVE ACTION COMMITTEE CHAIR

As we approach the end of the Legislative year, there are several things that New Jersey community associations should keep in mind:

1. The deadline for filing the information necessary to comply with the federal Corporate Transparency Act is the end of the year. Community Associations Institute (CAI) National currently has a pending lawsuit and application seeking to enjoin the law as applied to community associations. However, unless and until a judge grants an injunction, you must file by the end of the year. The filing website is <https://fincen.gov/boi>.

In connection with same, you may wish to seek guidance from management and attorneys regarding information security and best practices.

2. If your association does not have a reserve study, or if your reserve study is more than five years old, you must have an updated reserve study in place by the end of the year. In addition, and subject to the catch-up periods in the reserve funding law, you must also fund reserves in the manner required by the study. We strongly suggest that associations which are developing their budgets for 2025 consult with their reserve provider, professional management, and legal counsel to discuss your reserve funding strategy and legal compliance.

“If your association does not have a reserve study, or if your reserve study is more than five years old, you must have an updated reserve study in place by the end of the year.”

Additionally, we are pleased to announce that S3121, which requires municipalities to pay for the cost of fire hydrant maintenance, passed out of the Senate and Urban Affairs Committee on September 30, 2024. The bill will now go to the Senate Budget and Appropriations Committee.

As many of you may know, passing a bill requiring municipalities and water authorities to maintain private community fire hydrants in the same manner that hydrants are maintained for other taxpayers has been a high priority, and is currently one of our top legislative issues.

In that connection, former New Jersey Legislative Action Committee (NJ-LAC) Chairperson George Greatrex, Esq. and LAC member Paul Raetsch graciously agreed to attend the Senate Urban Affairs Committee and testify with regard to the bill. In particular, Paul provided incredibly impactful testimony about several fire losses that occurred due to faulty fire hydrant maintenance.

Hopefully the bill will begin to move. If it does, expect to receive an urgent LAC alert to contact your legislator to support the bill! ■

Stay up-to-date on legislative issues at www.cainj.org.



2024 CAI-NJ COMMITTEES

AWARDS

Lila Khiry Cirillo — *Chair*
Kim Dempsey — *Vice Chair*
Liz Bonafide
Jeanine Clark, Esq.
Drew Cowley
Lindsay Cupples, EBP
Michelle Gadaleta
Kristin Guinan
Nick Haralambopoulos, CPA
Christine Maldonado
Matthew Manley
Newlin Peng
Kari Prout, CMCA
Eileen Szelewicki, CMCA
Mary Visco

Board Liaisons:
Steve Mlenak, Esq.
Chris Nicosia, CMCA, AMS, PCAM

Staff Liaisons:
Jocelyn Garlock
Jaclyn Olszewski

BUSINESS PARTNER

Mike Luzzi, CPA, EBP — *Chair*
Theresa Beckett, EBP — *Vice Chair*
Jack Benson
Joe Cunningham
Glenn Fedale, Sr.
Carrie Fusella
Dave Kiessling, RS, EBP
Richard Lang, EBP
Christopher Lugara
Fran McGovern, Esq.
David McNamara
Chris Merkler
Donna Meyer, EBP
Jonathan Moscou
John Prisco, Esq., EBP
Ross Rutman, EBP
Herman Shaugger
David Velasco, EBP
Gregory Vinogradsky, Esq., EBP

Board Liaisons:
Joe Charba, CPA
Ryan Fleming, CIRMS, EBP

Staff Liaisons:
Jaclyn Olszewski
Robin Surgent

CONFERENCE & EXPO

Shelia Adams, CMCA, AMS — *Chair*
John Echelmeier — *Vice Chair*
Tom Anzalone
Brian Aubrey, PCAM
Martin Bahner
Michael Blaney
Joe Bonafede
Jay Burak
Jordan Burkhalter, CPA
John Desien
Ellen Comiski, CMCA
Marty Conway
Anthony Dellanno
Saher Gouda, EBP
James Kiernan
George Caso Martinez
Jerome Quagliozzi
Holly Teufel, CMCA, AMS

Board Liaisons:
Ryan Fleming, CIRMS, EBP
Chris Nicosia, CMCA, AMS, PCAM

Staff Liaisons:
Jocelyn Garlock
Jaclyn Olszewski

EDITORIAL

Drew Podolski, Esq. — *Chair*
Casey Noon — *Vice Chair*
Robert Arnone, MSRE, CMCA, AMS
David Cerqueira, Esq.
David Dockery, Esq.
Damon Kress, Esq.
Nicole Martone, CMCA, AMS, PCAM
Michael Mezzo, CPA
Steven Morris, RS
Andrew Newman, CMCA, AMS, PCAM

Board Liaisons:
Mary Barrett, Esq.

Staff Liaison:
Brooke Stoppiello-Nevins

EVENTS

Diane Cody, CMCA, PCAM — *Chair*
Randy Vogel — *Vice Chair*
Nicole Ancona
Michael Blaney
Tim Bruchez
Dean Catanzarite
Justine DeVecchio
Mary DeNone
Frank Fasolo
Anthony Gjergji
Maria Mikowski
Debbie Pasquariello, CIC, CIRMS, EBP
Alexandra Pollera
Lyly Ton
Melissa Volet, Esq.
Jill Zulin

Board Liaisons:
Charles Lavine
Tony Nardone, MBA, PCAM

Staff Liaisons:
Jocelyn Garlock
Jaclyn Olszewski

F.A.S.T.

Jessica Long — *Chair*
Eric Eggert, CIC, CIRMS, EBP — *Vice Chair*
Adara Azeez
Chelsea Brodmerkel
Jonathan Cairone
Melanie Donnoli
Kristi Evans
Shelby Evans, CPA, EBP
Rebecca Gavin
Steven Kuhnert
Mary Ellen Liberatore, Esq.
Will Meola, RS
Marian Miawad, Esq.
Nicole Miller, Esq.
Kristina Munson, CMCA, AMS, PCAM, CPM
Jen O'Brien
Jose Romero, EBP
Dharmi Shah
Peter Shine, EBP
Jimmy Stovall
Lauren Vadenais, EBP
Michael Vargetto
Kristy Winchok, EBP

Board Liaisons:
Michael Flippin, CMCA, AMS, PCAM
Cheryl Rhine, CIC, CIRMS, EBP

Staff Liaisons:
Brooke Stoppiello-Nevins
Robin Surgent

GOLF OUTING

Lisa Komitor — *Chair*
Jasmin Shelton — *Vice Chair*
Chris Belkot
Harold Berlowe, CMCA
Lorenzo Cullari, AICP
Marty Ehrlich
Donna Fiore, CMCA
Keith Gilberti, PE, RS, EBP
Fred Hodge, EBP
Sal Iozzia
Hank Johns, EBP
Cathy Mango, EBP
Karl Meth, Esq.
Paul Migliore
Mike Polulak, Esq.
David Shahrabani, EBP
Jodi Smallwood
Michael Sturchio
Ryan Weiner
Paul Wojciechowski

Board Liaisons:
Michael Flippin, CMCA, AMS, PCAM
Tony Nardone, MBA, PCAM

Staff Liaisons:
Jocelyn Garlock
Jaclyn Olszewski

HOMEOWNER LEADER

Lois Gerber — *Chair*
Bruce Blum — *Vice Chair*
Joseph Branciforte
Roslyn Brodsky
Barbara Finn, CMCA
Charles Fredericks
Carl Kentzel
Thomas Krieger
Richard Lans
Cheryl Palent

Board Liaisons:
Charles Lavine
Bob Travis, CIRMS

Staff Liaisons:
Jaclyn Olszewski
Robin Surgent

LEGISLATIVE ACTION COMMITTEE (LAC)/PAC

Matthew Z. Earle, Esq. — *Chair*
Edward San George, PCAM — *Vice Chair*
Jackie Thermidor, CMCA, AMS, PCAM — *Secretary*
Mohammed Salyani, CPA — *Treasurer*
Elizabeth Comando, CMCA, PCAM — *PAC President*
Andrew Podolski, Esq. — *PAC Vice President*
James Rademacher, EBP — *PAC Committee*
Jennifer Alexander, Esq.
Roslyn Brodsky
Barbara Drummond, CMCA, PCAM
Mitchell Frumkin, RS
Vincent Hager, CIRMS
Karyn Kennedy-Branco, Esq.
Terry Kessler, Esq.
Richard Milder
Cheryl Palent
J. David Ramsey, Esq.
Lisa Rayca, CMCA, AMS
John Reichart
Alexander Scheffer, CMCA

Board Liaisons:
Steven Mlenak, Esq.
Robert Travis, CIRMS

Staff Liaisons:
Angela Kavanaugh
Robin Surgent

MANAGER

Chuck Graziano, PCAM — *Chair*
Mariosellen Varelis — *Vice Chair*
Antoinette Hutchinson
Richard Mattalian, CMCA, AMS, PCAM
Erin O'Reilly, CMCA, AMS, PCAM
Dan Penix, CMCA
Vince Rapolla, AMS, PCAM
Christopher Spagnuolo
Erin Spiliotopoulos, CMCA, AMS
Barbara Strubel, CMCA
Elaine Wargo-Murray, CMCA, AMS, PCAM

Board Liaisons:
Michael Flippin, CMCA, AMS, PCAM

Staff Liaisons:
Jaclyn Olszewski
Robin Surgent

MEMBERSHIP

Tara Baldwin, CPA — *Chair*
Ken Shah — *Vice Chair*
Lysa Bergenfeld, Esq.
Jeffrey Cuevas
Megan Brazil, EBP
Nichole Gist
Melissa Lloyd, CMCA, AMS
Kim Manicone, EBP
Francisco Marcucci
Kathleen Radler
Brent Rivenburgh, AAI
Steve Roderick, EBP
Michael Ryan
Larry Sauer, CPM, CMCA, PCAM
Denise Schiera
Ryan Trembley

Board Liaisons:
Joe Charba, CPA
Charles Lavine

Staff Liaisons:
Robin Surgent

WOMEN'S LEADERSHIP

Jamie Cullen-DeVries, CMCA, AMS — *Chair*
Linda Courain, CMCA, AMS — *Vice Chair*
Jennifer Carr
Alexis Dairman, Esq.
Beth Duffy, CMCA
Kimberly Finno
Patricia Foltanski
Jessica Kizmann, CPA
Lirille Klein
Elizabeth Maltais
Jessica Marvel, EBP
Kristin Marzarella-Amato
Shannon McCormick
Rachel Neves
Anita Rothery
Nikki Schillaci, EBP

Board Liaisons:
Mary Barrett, Esq.
Cheryl Rhine, CIC, CIRMS, EBP

Staff Liaisons:
Jaclyn Olszewski
Robin Surgent

CAI-NJ 2024 PARTNERS



Alliance Association Bank

Ansell.Law

Associa Community Management Corp., AAMC

Becker

BELFOR Property Restoration

Brown & Brown Insurance of Lehigh Valley

Clearview Washing, LLC

Corner Property Management, LLC, AAMC

Denali Property Management, Inc.

The Falcon Group

FWH Associates, P.A.

GAF

Hill Wallack LLP

Kipcon Inc.

McGovern Legal Services, LLC

PS&S, LLC

Professional Restoration Services, LLC
DBA PuroClean of Hoboken

Rezkom Enterprises, Inc.

Sweeping Corp. of America (SCA)

Taylor Management Company, AAMC, AMO

Technocality, Inc.

USI Insurance Services

WilkinGuttenplan



Accent Group

Access Property Management, AAMC, AMO

Acrisure

Adamas Building Services

All County Exteriors

Amco Pest Solutions, Inc.

Anchor Pest Control

Apex Air Duct Cleaning & Chimney Services

The Baldwin Group

Becht Engineering BT, Inc.

Buckalew Frizzell & Crevina LLP

Capital One

CCA, Construction Consulting Associates, LLC

CertaPro Painters of Central & Lower Bucks

Cowleys Pest Services

Cutolo Barros, LLC

Environmental Designers Irrigation, Inc

First Onsite

Greenbaum, Rowe, Smith & Davis LLP

Griffin Alexander, P.C.

Guardian Service Industries, Inc.

Innovative Pressure Cleaning

IronRock Security

The Jesan Companies

KPI2 Enterprises, Inc.

Mackoul Risk Solutions, LLC

Morris Engineering, LLC

National Contractors, Inc.

National Cooperative Bank

O & S Associates, Inc.

Parallel Architectural Group

Pardini R. Construction Corporation

Popular Association Banking

Quality 1st Contracting, Inc.

Rainbow G & J Painting, LLC

Regal Restoration USA

Republic Services of New Jersey, LLC

Servpro of Howell, Wall, Spring Lake,
Asbury Park

Stark & Stark Attorneys at Law

Valley Bank

Wilkin Management Group, Inc.



Accurate Reconstruction

APC Hospitality, LLC

AR Management Company

Association Advisors NJ

Association Reserves

BluSky Restoration Contractors

Core Maintenance Construction

Down to Earth Landscaping, Inc.

Felsen Insurance Services

First Citizens Bank

FirstService Residential, AAMC

Garden State Pavement Solutions

Giordano, Halleran & Ciesla

Homestead Management Services, Inc.

Hueston McNulty, P.C.

L.N. Rothberg & Son, Inc.

Landscape Maintenance Services, Inc.

Lemus Construction, Inc.

MyPropertyBilling.com

SmartStreet Powered by BANC of California

Preferred Community Management
Services, Inc., AAMC

Radom & Wetter

Renda Roads, Inc.

Servpro Team Fox

South Shore Construction, LLC

STAR Building Services

Towne & Country Management

YOUR NJ-LAC & CA-PAC WORKING HARD PROTECTING THE INTERESTS OF COMMUNITY ASSOCIATIONS



Walk the halls of our capitol in Trenton and you see a lot of doors... doors to legislator's offices... doors to committee rooms... doors to the Assembly and Senate chambers. It takes a lot to get through those doors. You're not just invited in. You need a key. With a key you're taken seriously. With a key, you get things done.

THAT'S WHY CAI-NJ CARRIES THREE KEYS:

- **Your Legislative Action Committee (NJ-LAC):** Your key eyes, ears, legs and voice in the legislative process.
- **Your Political Action Committee (CA-PAC):** Your key contributions to support elected officials who aim to strengthen your community.
- **Your Professional Lobbyists:** Your key, full-time pros retained by the LAC who know government's ins and outs, advise us on who to see and when, and how to connect.

WHAT CAN YOU DO?:

- **Take Action – Your voice is key!** After meeting with elected officials and clarifying our position on pending legislation, we will alert you to the most crucial actions you can take. By calling or writing your officials, you ensure that your voice, and our agenda, is heard.
- **Give –** Your donations are key! Supporting the PAC with your donations shows legislators that you're serious, and that our cause counts.
- **Promote –** Your personal influence is key! Talk about CAI-NJ's legislative engagement in your community and business. Let fellow residents know that we're fighting for them and their communities!

The keys only work with your support.



CA-PAC
Community Association
Political Action Committee

Make your gift to the CA-PAC today!

Yes, I'd like to support CA-PAC with a pledge!



PLEASE NOTE: Sorry, CA-PAC cannot accept credit cards. Please make your **CORPORATE** or **PERSONAL CHECK** payable and mail to:
CA-PAC, 500 Harding Road, Freehold, NJ 07728

I AM A...

___ **Community Association Manager.** You represent a company or association who manages CAI-NJ communities.

___ **Community Supporter.** You represent a business that supports CAI-NJ communities with services or products.

___ **Community Resident.** You live in a CAI-NJ community and want to see it grow strong.

My Association/Management company is making a PAC gift of: ___ \$250 ___ \$500 ___ \$1000 or \$ _____

My supporting business is making a PAC gift of: ___ \$100 ___ \$250 ___ \$500 or \$ _____

I am personally making a PAC gift of: ___ \$50 ___ \$100 ___ \$250 or \$ _____

Community/Company: _____

Individual Name: _____

Mailing Address: _____

City, State, ZIP: _____

Phone: _____ Fax: _____

Email: _____ Occupation: _____ Employer: _____

Employer Address: _____

City, State, ZIP: _____

Management Company Name: _____
(Community Association's Only)

DO NOT INCLUDE MY NAME OR COMPANY ON THE LIST OF CA-PAC CONTRIBUTORS

Sorry, CA-PAC cannot accept credit cards.
Please make your CORPORATE or PERSONAL CHECK payable and mail to:
CA-PAC, 500 Harding Road, Freehold, NJ 07728

The New Jersey Election Law Enforcement Commission requires us to collect and report the name, mailing address, occupation and name of the employer of contributors whose contribution exceeds \$300 in a calendar year. Contributions to CA-PAC are not deductible for federal income tax purposes. Contributions are not limited to suggested amounts. CA-PAC will not favor nor disadvantage anyone based upon the amounts or failure to make PAC Contributions. Voluntary political contributions are subject to limitations of ELEC regulations. CA-PAC contributions are not considered payment of CAI dues.

TO DONATE TO CA-PAC, SEND CONTRIBUTIONS TO:
CA-PAC, 500 Harding Road, Freehold, NJ 07728

SAVE THE DATE

*The Make-A-Wish
Check Presentation
Breakfast & Castle Tour*

**THURSDAY
9:30AM - 11:30AM**

21

**NOVEMBER
2024**

**SAMUEL & JOSEPHINE PLUMERI
WISHING PLACE**

**1384 PERRINEVILLE ROAD
MONROE TWP., NJ 08831**

DETAILS ON WWW.CAINJ.ORG

Happy Holidays!

Political Signs and Holiday Decorations in Community Associations

By David L. Dockery, Esq.,
Becker

With election and holiday season upon us, community association boards are typically tasked with the best way to promulgate rules and regulations concerning political signs and holiday decorations. Living in a pluralistic society can have its challenges. However, a lawful, well-crafted, objective, and non-discriminatory policy can help a community live harmoniously while respecting the beliefs and traditions of all its members.

Political Signs

Many Master Deeds and Declarations prohibit any signs to be displayed on common property or in the doors and windows of the Unit. While such restrictions are permissible if the signs are in connection with a commercial or personal interest, such as a for-sale sign or a happy birthday sign, political signage cannot be completely banned. The New Jersey Supreme Court determined in two recent cases, *Committee for a Better Twin Rivers v. Twin Rivers Homeowners Ass'n*, 192 N.J. 344 (2007), and *Mazdabrook Commons Homeowners Ass'n v. Khan*, 210 N.J. 482 (2012), that due to the free speech protections as provided for in the New Jersey Constitution, notwithstanding the association's

CONTINUES ON PAGE 16



"Some associations have taken the position that all holiday decorations are prohibited..."



KIPCON

Engage. Envision. Engineer.

ENGINEERS THAT *maintain, elevate & protect* YOUR COMMUNITIES



Reserve Studies



Transition Reports



Engineering Inspections



Structural Inspections



Parking Garages



Siding, Façade & Roofing



Decks & Balconies



Pavement, Drainage & Retaining Walls



Building Design Specifications



Site Design Specifications



Bidding Services



Contract Oversight



COMMUNITY ASSOCIATIONS INSTITUTE

ULTIMATE
PARTNER 2024

NEW JERSEY CHAPTER



INFO@KIPCON.COM

(800) 828-4118

WWW.KIPCON.COM

HAPPY HOLIDAYS...

from page 14.

rules or covenants, political signage cannot be completely banned; however, the association can regulate the time, manner, and place of such signs. It is presumed in this instance that signs, banners, and flags of a political nature are synonymous.¹

In general, courts hold that the First Amendment to the United States Constitution and the Bill of Rights only applies to "state action" (i.e., a governmental entity). However, the New Jersey Supreme Court's reasoning in the above-referenced cases was that the New Jersey Constitution provides for greater First Amendment rights than found in the United States Constitution; and even though community associations are private entities which normally would not be defined as a state actor, the Court held the New Jersey Constitution grants certain free speech rights to owners within private community associations. The court's holding was narrow and only applies in the context of political free speech and not to other areas of the law.

Typically, under the time, manner, and place rule, an association, for example, could enact a policy at a condominium providing that political signs are prohibited on the common elements, only a certain number of signs are permitted to be displayed from the unit, the size of the signs can be limited, illumination of signs are prohibited, and the signs can only be displayed for a certain period of time before and after an election. Legally, it is imperative, however, that the board enact a written policy reviewed by legal counsel prior to enforcement as every community is different in layout, such as a townhome versus a high-rise, and may have different covenants and restrictions in their governing documents.

Holiday Decorations

Some associations have taken the position that all holiday decorations are prohibited due to competing traditions and religious interests. Care should be taken to ensure that a community association has the legal authority in its governing documents to enact such a ban. While the focus of this article is not on religious symbols, there are instances where a community association may have to allow the dis-

CONTINUES ON PAGE 18



We're excited to custom build an **insurance solution** that's just right for your community. Our community association specialists can help you meet your governance needs. Together, we can put your worries to rest.

Local Offices in New Jersey

Acrisure is a leading insurance broker and consultant that provides employee benefits, property and casualty, retirement and individual private client solutions through our licensed subsidiaries and affiliates. Our expertise is matched only by our local presence and personal commitment to each client's goals.



Extraordinary Advantage Circle of Excellence

- Condominiums:
Low/Mid-Rise & High-Rise
- HOA's including 55+ and Resorts
- HO6 & Dwelling Insurance
- Coastal Property Expertise
- Responsive Service Department
- Risk Management &
Educational Seminars

(973) 439 - 9423

njcondos@acrisure.com

SAVE THE DATE!

CAI-NJ
Annual Meeting

& Chapter Retreat

3

DEC

2024

GRAND MARQUIS, OLD BRIDGE
3:30 PM - 5:00 PM



PCMS

**Preferred Community
Management Services**

Extraordinary Services. Exceptional People.

- 24 Hour Emergency Service
- Work Order Tracking
- Vendor Management
- Leadership Guidance
- Training For Board Members

**Our
Services:**

FINANCIAL
MANAGEMENT

PROPERTY
MANAGEMENT

SITE
MANAGEMENT



**We Customize A Management Program
Tailored To Your Community**

35 Clyde Road Ste 102
Somerset, NJ 08873
732.873.1258

Over 30 Years Experience

AAMC
ACCREDITED ASSOCIATION
MANAGEMENT COMPANY

MEMBER OF
community
ASSOCIATIONS INSTITUTE

Glen A. Masullo, CMCA, PCAM Email: info@pcmsus.com • Web: www.pcmsus.com




Accurate Reconstruction

Fire and Water Damage Rebuilders

*Servicing:
New Jersey • New York
Pennsylvania • Connecticut*

888-404-4321

www accuratereconstruction.com

Insurance Reconstruction Experts



**Visit the website of CAI-NJ
www.cainj.org**

HAPPY HOLIDAYS...

from page 16.

play of a permanent religious symbol regardless of its covenants and restrictions, such as a mezuzah.

Most associations want to ensure that residents can enjoy the holidays and for the most part, many communities do so harmoniously without incident. However, it only takes the one owner that goes to the extreme with too many lights and the giant inflatable snowman, ultimately creating an

"...it only takes the one owner that goes to the extreme with too many lights and the giant inflatable snowman..."



interminable display that would rival any Christmas store, where a board determines a policy is needed to rein in Santa's reindeer and the over-exuberant holiday reveler.

There are of course some practical issues that arise with holiday decorations, such as placing items on the common property and penetration of any common element, both of which are rightfully prohibited due to the need to preserve the integrity of the building, fire safety issues, and the

CONTINUES ON PAGE 48



MARTELL'S TIKI BAR, PT. PLEASANT THURSDAY, SEPTEMBER 12, 2024

Presented By:

**T H E
FALCON
G R O U P**

PHOTO BOOTH SPONSOR

FIRST CITIZENS BANK

BAND SPONSOR

FIRST ONSITE PROPERTY RESTORATION

CORNHOLE TOURNAMENT SPONSOR

ANCHOR PEST CONTROL

LANYARD SPONSOR

PRINCETON TREE CARE

RAW BAR SPONSOR

USI INSURANCE SERVICES

CHAPSTICK SPONSOR

CCA, CONSTRUCTION CONSULTING
ASSOCIATES, LLC

SUNGLASSES SPONSOR

mem PROPERTY management CO., INC

RITA'S ICE SPONSORS

REGAL RESTORATION USA
RMG, REGENCY MANAGEMENT GROUP, AAMC

KOOZIE SPONSOR

FWH ASSOCIATES, P.A.

BUFFET SPONSORS

BELFOR PROPERTY RESTORATION
PSES, LLC
REINO PAVING INC.
VANTACA, LLC

COCKTAIL NAPKIN SPONSORS

DENALI PROPERTY MANAGEMENT, INC.
KIPCON, INC.

BEVERAGE CUP SPONSORS

EOSSO BROTHERS PAVING
WEBSTER BANK

DRINK TICKET SPONSORS

FIRST ONSITE PROPERTY RESTORATION
mem PROPERTY management CO., INC.

DECORATION SPONSORS

GLEEM TEAM COMMERCIAL CLEANING
MEZZACCA & KWASNIK, LLC
MORRIS ENGINEERING, LLC
O&S ASSOCIATES, INC.

EVENT SPONSORS

BLUSHY RESTORATION CONTRACTORS
SERVPRO TEAM FOX







SAVE THE DATE



CAI-NJ

Winter Break Party

Tuesday, December 3, 2024
Grand Marquis, Old Bridge

SCAN ME



Click Here on the Digital Version
or Scan the QR Code for Details to Register!

THE FALCON GROUP

Architecture & Design
Building Envelope
Capital Reserve Studies
Civil Engineering
Concrete Restoration
EV Charging
Expert Witness
Façade Inspections
Forensics, Litigation & Insurance Claims
MEP & Energy Services
MEP Energy Rebate Programs
Structural Engineering
Transition Studies

95 Mount Bethel Road
Warren, NJ 07059

marketing@thefalcongroup.us
www.thefalcongroup.us
(800) 839-7740

66 York Street, 4th Floor
Jersey City, NJ 07302



YEAR END COMPLIANCE

By Robert Arnone, MSRE, AMS, CPM,
RCA Management Properties, LLC

Are the recent deadlines set in place by the state and federal government in your best interest? From the perspective of the property manager, we are faced with an encompassing challenge of managing an asset for the members of its communities. We need to be constantly aware of outside variables that can impact the community we manage. Now it may not be as dramatic as the butterfly effect in which a butterfly flaps its wings in one state and causes a tornado in another, but for the community leaders we represent, it can feel like a sandstorm – rubbing their eyes at how we are going to get through this. This article addresses three recent deadline requirements.

FinCen Corporate Transparency Act (CTA)

In January of 2024 the United States Congress passed the Corporate Transparency Act (CTA), requiring that companies report and provide certain information about owners with beneficial ownership or control. The classification for control in your community is the board of trustees. The reactions have been mixed, such as, “Why do you need my ID?”, “I don’t feel comfortable emailing it.”, and “I’ve been told by my attorney that it’s not necessary.”

The purpose of the law was to prevent illegal activities with foreign and domestic companies including fraud,

domestic terrorist activities, and money laundering, among other criminal activities – scenarios unlikely to be present in most community associations. That is why CAI National advocated for community associations to be exempt from CTA requirements. There is an ongoing legal challenge by a number of interest groups to the CTA, and CAI has filed briefs of its own to exempt community associations from the law’s reach. Unfortunately, however, this challenge will not likely be resolved before the statutory compliance deadline of January 1, 2025. Therefore, while we remain hopeful of a legislative or legal solution, you must be prepared to file the required information no later than January 1, 2025.

Structural Integrity Inspections

Buildings covered by this legislation, as described below, that were newer than 15 years old as of January 8, 2024, must have a structural inspection of the primary load bearing system and report issued within 1 year of the 15th anniversary of the building’s Certificate of Occupancy. For communities with covered buildings that were older than 15 years as of January 1, 2024, there is a firm deadline of January 8, 2026, to obtain an initial structural integrity report. Notwithstanding these deadlines, if a covered building shows signs of any “observable damage” to its primary load bearing system, the community must have

CONTINUES ON PAGE 26

ELEVATE YOUR COMMUNITY WITH **ARTHUR EDWARDS, INC.**

AT ARTHUR EDWARDS INC., WE'VE DEDICATED OURSELVES TO COMMUNITY ASSOCIATION MANAGEMENT FOR OVER 39 YEARS. OUR COMMITMENT ISN'T JUST IN OUR YEARS OF EXPERIENCE; IT'S IN OUR DEDICATION TO SERVING YOUR COMMUNITY WITH UNPARALLELED EXCELLENCE.

- **Experience Excellence:** With over three decades in the field, our expertise speaks volumes.
- **Team Collaboration:** Our approach involves working hand-in-hand with your board, alleviating all pressures and stresses.
- **Human-Centric Service:** Tired of automated responses? A live person will always answer your calls with personalized service, every time.
- **24/7 Emergency Assistance:** Emergencies don't wait for office hours. That's why we provide round-the-clock live emergency service, ensuring peace of mind for all residents.
- **Listening, Learning, Leading:** We understand the power of listening. We value hard work and embrace each day as an opportunity to learn something new—empowering us to serve you better.



Join hands with Arthur Edwards Inc. and witness the difference experience and dedication make in community management. Serving all of NJ.

Contact us today!

201-722-9600

info@arthuredwardsinc.com

www.arthuredwardsinc.com



YEAR END COMPLIANCE...

from page 24.

a structural engineer inspect and issue a report within 60 days. Although "observable damage" is not defined by statute, an example would include visible damage to a wall or interior podium support caused by a car crash or other significant impact event.

As the legislation states, **residential buildings** with a load-bearing system of concrete, masonry, steel, or hybrid structure must perform a structural study. The structural study will include observations, immediate repairs, and recommendations. Boards should review the study, including repair recommendations, with their property manager to implement an action plan. Here is what can become confusing for board members. What is the overlap between the structural study and the second part of the law, the Reserve Study? A professional who performs the façade study will include photos, details, observations definitions, and immediate repairs and recommendations as mentioned.

"If the funding increase requires a ten percent (10%) increase to meet funding requirements, the association has up to ten (10) years to meet the funding requirements."

Reserve Study

If your last reserve study is dated before January 8, 2019, it must be updated by January 8, 2025. If your association does not have a reserve study, it must obtain one by January 8, 2025. Thereafter, the reserve study must be updated at least once every 5 years. If your last reserve study is dated after January 8, 2019, the deadline is the five-year anniversary of the last study's date. Senate. No. 2760 is a capital study to determine the adequacy of funding based on the replacement cost of the capital assets of the community association. It applies not only to residential condominium associations but all planned communities, including office condominiums. It is important

CONTINUES ON PAGE 58

Experience, Quality Service, Beautiful Results

Managed Property Services

Exterior Painting & Staining
Interior Painting
Full Carpentry Services
Deck Refinishing
Protective Coatings
Power Washing
Soft Washing
Gutter Cleaning
Gutter Installation

rainbowgjpainting.com
office@rainbowgjpainting.com
908-595-9666



100% of Proceeds Donated to

Make-A-Wish[®]
NEW JERSEY



Thursday, September 26

8 Teams - 130+ Attendees

Over \$10,000 Raised

Thank You Sponsors!!

SUPER TOURNAMENT SPONSORS

BELFOR Property Restoration | EOSSO Brothers Paving

McGovern Legal Services, LLC | mem property management co., inc. | Quality 1st Contracting

LUNCH SPONSORS

Accent Group
Cowley's Pest Services
Denali Property Management, Inc.
Regal Restoration USA

FIELD SPONSOR

USI Insurance Services

ICE CREAM TRUCK SPONSORS

First Onsite Property Restoration
Hill Wallack LLP

BEER & HARD SELTZER SPONSOR

FWH Associates, P.A.

SPIRIT SPONSOR

Denali Property Management, Inc.

*2024 Kickball Champions
Team Orange*



*Runners Up
Team Purple*







Grateful Gains: Success Stories of Community Associations Thriving with Expert Help



The Thanksgiving season is the perfect time to reflect on the many ways in which community associations thrive and be grateful for the invaluable contributions of professionals who have played a pivotal role in enhancing community associations. From MEP engineers ensuring building systems run smoothly, to pool companies creating sparkling sanctuaries for relaxation, and attorneys guiding boards through complex legal waters, these experts are an integral part of community living success. Rather than focusing on the doom and gloom of things that could and have gone wrong, here is a collection of case studies showing success stories of how CAI-NJ's business partners not only resolved challenges but also enriched our communal living experience.

GRATEFUL GAINS: Thankful for High-Efficiency MEP Equipment That Keep Our Communities Comfortable

By Casey Sky Noon, CoolSys Energy Design

As we gather around our tables for turkey and mashed potatoes, we remember to be thankful for the comfort and warmth of our homes, but it is easy to overlook the behind-the-scenes mechanical, electrical, and plumbing (MEP) equipment that keeps our buildings running. In recent years, technological advancements have revolutionized the efficiency and greenhouse gas (GHG) emissions associated with MEP systems. Today's equipment is not only more environmentally friendly but also less expensive to operate and maintain, making it a win-win for community associations and their residents.

CONTINUES ON PAGE 32

The Goldilocks of Property Managers



Not Too Big.



Not Too Small.



WE'RE JUST RIGHT.

Forget the large corporations where you're just a number, not a priority. At mem property management, we have the size and knowledge to take care of your communities optimally - with the personal touch of a small agency.

 Like

Like your home by caring for it the best way possible.

 Share

Share it with others when you use mem property management.

 Comment

Comment regularly with your dedicated property manager.

For the latest news and latest views,

 Like us at facebook.com/mempropertymanagement or  Follow us @memproperty

www.memproperty.com or call us at 201.798.1080

GRATEFUL GAINS...

from page 30.

Take, for instance, modern boilers. Condensing boilers capture and utilize heat that would otherwise be lost in traditional systems by condensing water vapor in the exhaust gases and using the latent heat to warm the water. This process allows the boiler to extract more heat from the same amount of fuel, achieving efficiency ratings of up to ninety eight (98%). Additionally, modern boilers often feature modulating burners that adjust the flame size to match the exact heating demand, further reducing energy waste. Enhanced insulation and electronic controls also contribute to minimizing energy loss and optimizing performance, making today's boilers far more efficient and environmentally friendly than their predecessors.

Another shining example of high-efficiency technology is LED lighting. Unlike traditional incandescent bulbs, which convert only about ten percent (10%) of their energy into light (the rest is wasted as heat), LED lights are designed to be incredibly efficient. They use a fraction of the energy to produce the same amount of light, resulting in substantial

energy savings. LEDs also have a much longer lifespan, often lasting up to twenty-five (25) times longer than incandescent bulbs. This means that community associations can spend less time and money on maintenance and replacements. Additionally, the return on investment for LED upgrades is impressively short, making them a smart finan-

"Easily taken for granted, building systems not only keep residents comfortable but also healthy and safe..."



cial decision for any association or individual unit owner. While LED technology has been around for years now, there are continuous technological advancements making LED lighting more and more attractive for new and retrofit projects.

GUTTER Master

SEAMLESS
GUTTERS & LEADERS

SPECIALIZING IN CONDOMINIUM AND TOWN HOME COMMUNITIES...

CALL TOLL-FREE

877-833-8844

Fax: 732-833-8008

E-mail: njguttermaster@optonline.net

FRIENDS & MEMBERS OF:



NJ LIC. #
13VH02643700



GUTTERS • LEADERS • GUTTER GUARDS

WE'VE GOT YOU COVERED!



WWW.NJGUTTERMASTER.COM

For mid and high-rise buildings, high-efficiency and low-emissions MEP equipment is especially important. These buildings rely on large-scale systems like boilers, chillers, cooling towers, air handling units, pumps, ventilation fans, building automation systems (BAS), water heaters, and domestic water pumps to maintain comfortable living conditions for hundreds, if not thousands, of residents. Not to mention the ongoing challenge of being able to comply with more and more stringent regulations.

“Easily taken for granted, building systems not only can keep residents comfortable but also healthy and safe,” said Ben Rosenzweig, Vice President and General Manager of CoolSys Energy Design.

CONTINUES ON PAGE 34



TAKE A FRESH LOOK AT YOUR INSURANCE



At Felsen Insurance Services, one size DOESN'T fit all. Using our experience and expertise we work with your property manager and board to design an insurance program based upon your community needs.

We canvas the marketplace to find the insurance company that fits YOU best.



Felsen Insurance Services, Inc.

3155 Route 10 Suite 103
 Denville, NJ 07834
 (973) 361-1901
www.felsen.com

40+ Years of Excellence



Best Practices In
 Managing Your Most
 Precious Resource...
 Your Home




epmweb.net
 T: 732.821.3224
 4-08 Towne Center Dr
 North Brunswick, NJ



CAI-NJ advises that for training, marketing or other purposes, all events may be recorded, videotaped and/or photographed. By attending a CAI-NJ event, the registrant(s) consents to the use of his/her image by CAI-NJ and agrees to waive any claim for the use of his/her image, including without limitation, the appropriation of his/her image for commercial purposes or the invasion of his or her privacy.

Excellence in Community Association Management since 1974



With an exclusive focus on Full Service property management, RCP offers an experienced hands-on team that's always available to our clients throughout New Jersey, including High Rise Condominiums, Active Adult Communities and Small Association Management.



rcpmanagement.com



2 Commerce Drive . Suite 101 . Cranbury, NJ 08512

609.683.7980

info@rcpmanagement.com

GRATEFUL GAINS...

from page 33.

Ventilation is a great example. Air Handling Units (AHUs), exhaust fans, and ventilation ducts work together to bring in, filter, condition, and distribute fresh outdoor air throughout the building. The system also removes stale indoor air, which helps maintain good indoor air quality (IAQ) by reducing the concentration of pollutants and controlling humidity levels.

"In addition to being grateful for the equipment that maintains healthy indoor environments, I think we can be excited about the technological improvements that continue to improve indoor environments while decreasing buildings' carbon footprints and operating costs," Ben said. "For example, today's demand-controlled ventilation (DCV) technology adjusts the amount of fresh air based on occupancy and air quality sensors, optimizing air exchange and energy efficiency."

It is recommended that boards consider working with a professional engineer to evaluate the possibility of installing the latest and greatest high-efficiency systems rather than replacing outdated equipment one-for-one.

Overall, in the spirit of the Thanksgiving season, let's take a moment to appreciate the high-efficiency MEP equipment that quietly enhances our quality of life and the technological advancements that continue to make them more sustainable and affordable for community associations across the state.



We've Got Your Community Covered

Insurance and Risk Management Solutions for CAI Members

USI's Community Association Specialists combine proprietary analytics, broad experience and national resources to custom-fit an insurance and risk management plan that meets your needs. For decades, our team has provided the solutions and services that CAI members count on to protect their communities. We'd like to do the same for you.

USI Insurance Services
1433 Hooper Ave., Suite 110
Toms River, NJ 08753
732.349.2100 | usi.com

Cheryl Rhine, CIC, CIRMS, EBP
732.616.4319

Debbie Pasquariello, CIC, CIRMS, EBP
732.207.4818

Employee Benefits | Property & Casualty | Personal Risk

©2023 USI Insurance Services. All Rights Reserved.

GRATEFUL GAINS:
Overcoming Obstacles with the Power of Teamwork

By Laura Rivera, *Denali Property Management, Inc.*

A high-rise community with over one hundred and twenty (120) units located in the heart of Hackensack, New Jersey, was experiencing a range of challenges. In fact, the community had long suffered from inadequate attention, evidenced by frequent staff changes, significant structural issues, a serious funding shortfall, and several other pressing problems.

Working with the management company, the board, and their respective property manager they began by addressing these long-standing issues with a strategic approach, transforming an overwhelming list of problems into manageable tasks and providing creative funding options. Within a short period, a comprehensive \$5 million project was launched that aimed to resolve both the aesthetic and the structural concerns that had been plaguing the community. The management company and the board used a

combination of special assessments along with securing a capital improvement loan to minimize the financial burden on the unit owners. This spread the cost to the association over fifteen (15) years.

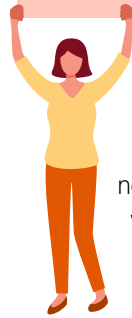
One of the first major undertakings was the penthouse roof project. For years, water seepage through the roofing had caused internal damage to the penthouse units and beyond.

“What initially seemed like a formidable challenge was quickly brought under control thanks to teamwork.”

The damage was both aesthetic and structural. The community tackled this issue by replacing the roof and implementing waterproofing measures, effectively halting

the water damage and restoring the building’s structural integrity.

Next was the parking garage, which was in dire need of structural repairs and on the brink of disaster. What initially seemed like a formidable challenge was quickly brought under control thanks to teamwork. Both the property management team, the cap-



CONTINUES ON PAGE 36

FAST
CAI-NJ
FUTURE ALL STAR
TEAM

Adopt A Family

HELP CAI-NJ F.A.S.T. SPREAD SOME HOLIDAY CHEER!

CAI-NJ F.A.S.T. is once again adopting families this holiday season through Interfaith Neighbors in Monmouth County. We invite you to support by donating via the event page by clicking here or scanning the QR code. You can also visit the Snaps with Santa booth at the Winter Break Party to donate by credit card or cash. Let's make the holidays brighter together!

SCAN ME

Thank you in advance for your generosity in helping us support this amazing organization and the families in our community who need our help!

CLICK HERE ON THE DIGITAL VERSION OR SCAN THE QR CODE FOR DETAILS

Interfaith Neighbors

GRATEFUL GAINS...

from page 35.

ital project management team, and the community worked together to devise and execute a plan to successfully raise the necessary funds to embark on this critical project.

Today, more than halfway through the strategic journey originally planned, all can proudly say that the internal issues affecting the building have been substantially resolved. No challenge is too great for strategy, collaboration, and teamwork. Having a single partner who is able to provide a full range of services for large projects like these eases the stress of large capital projects and ensures greater collaboration and communication—with a better outcome as a result!

Overall, the community is grateful for the guidance and expertise of the professionals it has enlisted to overcome major obstacles with lasting solutions.



GRATEFUL GAINS:

The Journey from Drab to Fab

By Lois Gerber,
Harbour Mansion Condominium Association

The road to “things that go right can be a rough one,” said Lois Gerber, Board Trustee of Harbour Mansion Condominium Association, but the only place where success comes before work is in the dictionary. Harbour Mansion is a one hundred and fifteen (115)-unit high-rise beach-front building constructed as a rental property in 1968. Several years later, the building was converted into one of New Jersey’s first condominiums. Over the decades, the glitzy decor aged, and prior boards made patchwork repairs in the spacious lobby, indoor pool area, hallways, and two large public rooms. This minimal upkeep reflected a cost-cutting mindset regardless of community impact. The flooring that was damaged was replaced with mismatched tiles. The building was clean but shabby. Important structural projects like facade repairs were postponed until the Department of Community Affairs (“DCA”) came in and ordered Harbour Mansion to



ARCHITECTURE
ENGINEERING
ENVIRONMENTAL
SURVEYING

Your single-source contact for comprehensive project planning, design and execution.



- ✦ Construction Oversight
- ✦ Reserves/Updates
- ✦ Architectural Design
- ✦ Structural & MEPF Design
- ✦ Landscape Architecture
- ✦ Surveying Services
- ✦ Design Specifications
- ✦ Grading & Drainage

Dave Kiessling, RCS, RS, ACI - dkiessling@psands.com | Jennifer Nevins, CMCA - jnevins@psands.com

Warren . Wall . Cherry Hill . NYC . Yonkers . Woodbury . Doylestown . Raleigh . Houston
www.psands.com

do the required work which resulted in an expensive assessment.

However, despite the state of the building, the oceanfront location set on the beach with coveted riparian rights attracted newer owners who wanted to protect and enhance their investment. By 2015 a new board was voted in, eager to make a vast improvement on the first impression upon entry: the spacious lobby area. Lois Gerber was one (1) of five



Courtesy CAI-NJ

(5) board members who supported the then-president to start a lengthy process of beautifying the shared living spaces. The board and managing agent undertook the project, which did not go at all smoothly despite everyone's best efforts. There was unanticipated additional structural work that was required, such as bringing stairwells up to code, clashing personality issues amongst board members, and decisions to make improvements to the adjacent public card room. The jackhammers removing the old tile hardly drowned out the contentious board meetings.

CONTINUES ON PAGE 38

40+ years

of industry-defining community management



Accounting

Accurate accrual-based financial reporting

Management

Time tested maintenance solutions

Communication

Keeping boards, owners and residents informed

Technology

Leading-edge software platforms and financial tools

To learn more, visit IntegraMgtCorp.com or call Edward San George, MPA, PCAM at (973) 770-1500.

MANAGEMENT CORP.
INTEGRA

200 Valley Road, Suite 203
Mt. Arlington, NJ 07856

Write for *Community Trends*[®]

CAI-NJ and the Editorial Committee are always looking for new articles to publish in *Community Trends*[®]. Visit <https://cainj.org/community-trends/> for author guidelines and upcoming themes.

If you are interested in submitting an article for possible inclusion in *Community Trends*[®], please contact Brooke Stoppiello-Nevis at 609-588-0030 or brooke@cainj.org.



GRATEFUL GAINS...

from page 37.

Working through the difficulties, the Harbour Mansion board recruited community members to serve on a newly formed decorating committee. They collected and presented a color scheme and fabric boards, furniture layout diagrams, and shopped for best prices. Clearly, this was a community-wide effort.

When completed, unit owners were so pleased with the lobby results that they wanted to next address the outdated, dingy hallways with torn and patched carpet, sagging wallpaper, and mismatched lighting fixtures. The board concurred and the decorating committee went into high gear. The indoor pool area, locker rooms, and first and second-floor public rooms featuring full kitchens and en-suite bathrooms were then tackled. It should be noted that none of the above went smoothly. Contractors disappointed, suppliers made errors, residents complained about construction inconvenience and cost concerns, and there was an inordinate amount of public relations efforts from the board to keep things running, if not smoothly, at least in the right direction.

In the end, after several years of doggedly moving from improvements in one area to another, all these efforts resulted in today's very attractive and updated building. Residents' guests and even realtors comment on the attractive and modern interior, which remains in nearly-new

condition. Property values nationwide have been on the increase in recent years but Harbour Mansion selling prices have far outpaced the trend.

They say the harder you work for something, the greater you'll feel when you achieve it. For Harbour Mansion Condominium Association this couldn't be truer. After years of dedication and perseverance, the entire complex can be thankful for the management, board members, and other community leaders who led the building's journey from drab to fab.

GRATEFUL GAINS: Thankful for Disasters Dodged

By Casey Sky Noon, *CoolSys Energy Design*

Featuring contributions from Elaine Warga-Murray, MA, CMCA, AMS, PCAM, *E.W. Murray Consulting, LLC*

It is often said that it's not happiness that brings us gratitude, it's gratitude that brings us happiness. As Thanksgiving approaches, we reflect on the many things we are grateful for—family, friends, and the comfort of our homes. For community associations, there's an additional layer of gratitude: the dedicated professionals who work tirelessly behind the scenes to prevent disasters before they strike. Their foresight and proactive measures have saved countless communities from potential crises, allowing residents to enjoy the peace and security of their communal living environments.

Elaine Warga-Murray, MA, CMCA, AMS, PCAM, and CEO of E.W. Murray Consulting, LLC, has seen firsthand the invaluable role that professionals play in safeguarding communities.

"As the shared living industry has grown, so too has the use of professionals specifically geared toward communal communities, and that has safeguarded associations from major problems," she says. Property managers, engineers, attorneys, accountants, maintenance, insurance agents, landscapers, and other professionals who specialize in community associations are trained to take a proactive approach that is not just about addressing current issues, but also anticipated future ones. "Planned communities can be grateful that they have teams of people dedicated to preemptively identifying and avoiding problems."

A prime example of this proactive protection was where a three hundred (300)-unit community of garden apartments



"After years of dedication and perseverance, the entire complex can be thankful for the management, board members, and other community leaders..."



converted into condominiums faced a potentially hazardous situation. When the community, which was self-managed for a decade transitioned to professional management, the new property manager immediately recognized the need for an inspection and an official certificate of occupancy (CO) for the superintendent's basement apartment. This decision proved to be lifesaving. The inspection revealed exposed asbestos pipes throughout the basement, a hidden danger that could have had severe health consequences for the superintendent and the residents who frequented the shared laundry room, which was also located in the basement. Thanks to the property manager's insistence on a thorough evaluation, the community secured a grant that covered most of the remediation costs. The asbestos was safely removed or encapsulated, and the air was cleaned, ensuring a safer environment for all.

In another instance, a u-shaped community faced an issue with one of its feeder water lines. Initially, the community considered a quick fix for the single problem. However, the professional property management company advised that the board hire a professional to perform a comprehensive forensic evaluation of the entire piping system. The

association heeded this advice, and it's a good thing they did. The inspection uncovered additional issues within the system, allowing the community to address them before they escalated into costly and disruptive emergencies.

"A lot of times homeowners don't want to hire consultants because of the initial costs, but I think it is essential for long-term community health," Elaine notes. The expertise and foresight provided by specialists are invaluable resources for community associations. These professionals not only prevent disasters but also help communities save money and avoid the stress of emergency repairs. "One of the reasons people choose to live in planned unit communities is to minimize their stress and anxiety. Thankfully, homeowners can have professionals worry about and resolve maintenance issues."

And so, as we give thanks this season, let's not forget the unsung heroes of our communities—the property managers and other CAI business partners whose proactive measures and vigilant oversight keep our shared living environments safe, secure, and disaster-free. Their dedication to forensic inspections, preventive maintenance, and long-term planning is something every community can be truly grateful for. ■

COMPLETE PROPERTY MANAGEMENT, INC.

Management of Residential, Commercial, Industrial

REAL ESTATE SALES & LEASING



Call Today: (908) 879-5106

**555 East Main Street | Chester, NJ 07930
www.completepropertymanagementnj.com**

ABOUT US

At Complete Property Management, we maintain and care for properties as if they were our own.

We customize a management program specific to your property's needs to ensure that it receives the attention required to maintain its appearance and value.

We service properties located in Morris, Hunterdon, Warren, and Sussex counties.

WE SPECIALIZE IN

- Condominiums - Residential & Offices
- Townhomes
- Adult Communities
- Commercial
- Industrial
- Rentals
- Sales

Over 35 Years of Experience!



2025 PARTNERSHIP PROGRAM

The 2025 Community Associations Institute New Jersey chapter Partnership Program offers Business Partner and Management Company members exclusive perks and branding opportunities. You must be a current CAI-NJ Business Partner or Management Company member in good standing to qualify for the 2025 Partnership Program.

This Program offers 3 different exclusive levels of participation: Ultimate, Elite, and Premier. Each level was designed to offer specific benefits. Choose which level serves the needs of your company best. Ultimate and Elite levels are currently full/reserved for continuing partners from 2024. If you are new to the program or would like to upgrade, you may register and be added to our wait list.

WHY PARTICIPATE?

The Partnership Program provides cost effective, guaranteed exposure including enhanced advertising placements, increased brand recognition and special acknowledgment on signage at events and CAI-NJ publications. Your company will receive cost effective, prominent exposure in New Jersey's community association industry, exclusive to 2025 Partnership Program participants. CAI-NJ offers opportunities for you to promote your business and make connections. Partnership demonstrates a high level of support for the chapter and helps execute programs for its members.

EXCLUSIVE 2025 PARTNER PERKS!!

ULTIMATE

- Award Recognition at the Annual Awards Celebration
- Meet the Ultimate Partner Social Spotlight
- Superbowl Partnership Pool
- Website Tab Drop Down Listing

ELITE

- Superbowl Partnership Pool
- Website Tab Drop Down Listing

PREMIER

- Superbowl Partnership Pool
- Website Tab Drop Down Listing
- Logo included on Online Service Directory Listing

Scan for
Details



Click Here on the Digital Version or Scan the QR Code for Details

MARKETING & BRANDING OPPORTUNITIES

PREMIER PARTNER
(\$3,850)

ELITE PARTNER
(\$7,150)

ULTIMATE PARTNER
(\$11,000)

CAI-NJ WEBSITE

Company Name on CAI-NJ's Website	X		
Company Logo on CAI-NJ's Website with Link		X	X
Homepage Tab with Dropdown Recognition	X	X	X

COMMUNITY TRENDS® MAGAZINE

Recognition in <i>Community Trends</i> ® Magazine	X	X	X
Company Listing With Contact Info in Every Issue			X
Logo Placement on Front Inside Cover Monthly			X

CAI-NJ ONLINE SERVICE DIRECTORY

Listing with Logo on CAI-NJ's Online Service Directory	X	X	X
--	---	---	---

CAI-NJ PRINT MEMBERSHIP DIRECTORY

B&W Ad in the Print Membership Directory	X	X	
Full Color Ad in the Print Membership Directory			X
Additional Copies of the Membership Directory	2	3	4

EVENT TICKETS

Awards Celebration	1 TICKET	2 TICKETS	4 TICKETS
Conquer + Connect		1 TICKET	1 TICKET
Dennis R. Casale Memorial Golf Outing	1 RECEPTION TICKET	1 FOURSOME	1 FOURSOME
Beach Party	1 TICKET	2 TICKETS	4 TICKETS
Conference Kick-Off	1 TICKET	2 TICKETS	4 TICKETS
Winter Break Party	1 TICKET	2 TICKETS	4 TICKETS

ANNUAL CONFERENCE & EXPO

Conference & Expo Standard Booth		X	X
Unlimited Booth Representatives			X

NETWORKING EVENT ATTENDEE LISTS (EXCLUDING CONFERENCE & EXPO)

List With Name & Company/Community Prior to Events	X	X	X
List With Name, Company/Community & Email Address After Events		X	X

SPONSORSHIP

Super Bowl Partner Pool	X	X	X
Golf Tee Sponsorship	X		
Golf Green Sponsorship		X	
Ultimate Award Recognition at Annual Awards Celebration			X
Exclusive Ultimate Networking Event			X
Exclusive Door Prize at Winter Break Party & 20 Extra Door Prize Tickets to Distribute at Event			X

ADDITIONAL MARKETING/BRANDING

One (1) Email Blast Advertisement with Website Link Sent out to Entire Membership			X
One (1) Exclusive Meet the Ultimate Partner Social Spotlight			X
Option to Purchase One (1) Exclusive Email Blast Advertisement with Website Link Sent Out to Entire Membership		X	
Logo and Link on the CAI-NJ's E-Newsletter Once a Month			X
Ultimate Partners will Receive One (1) Additional Seat on a Committee in a Given Year			X

2025 PARTNERSHIP PROGRAM REGISTRATION FORM

GENERAL INFORMATION: (PLEASE PRINT)

Company: _____
Primary Contact: _____ Email: _____
Alternate Contact: _____ Email: _____
Address: _____
City: _____ State: _____ ZIP: _____
Phone: _____ Alternate Phone: _____ Fax: _____

2025 PARTNERSHIP PROGRAM RATE:

PREMIER \$3,850 **ELITE** \$7,150 [2024 Elite Partners only.*] **ULTIMATE** \$11,000 (2024 Ultimate Partners only.**)

- *I am interested in being added to the wait list for **ELITE PARTNERSHIP** if space becomes available.
- **I am interested in upgrading to **ULTIMATE PARTNERSHIP** if space becomes available.
(Must have been a 2024 Premier or Elite Partner to qualify. Elite Partners receive first priority.)

BILLING PREFERENCE: (CHECK ONE)

Annually Semi-annually (**CREDIT CARD ONLY**) - I agree that my final balance must be paid by 6/2/25.

PAYMENT: (CHECK ONE)

1. PAY BY CHECK: Check Enclosed for **FULL PAYMENT (MADE PAYABLE TO CAI-NJ)**

Mail completed form with check to:
CAI-NJ, Attn: Partnership Program
500 Harding Road, Freehold, NJ 07728

2. PAY BY CREDIT CARD:

View your invoice directly by logging in to your member portal and pay online by visiting www.cainj.org

Please note: Cardholder acknowledges receipt of goods and/or services in the amount of the total shown hereon and agrees to perform the obligations set forth in the cardholder's agreement with issuer. All payments for the above selected are to be charged on or before deadline of Friday, December 6, 2024 and remaining balance to be charged on June 2, 2025. Cardholder further acknowledges that the Partnership Program is for a one-year term and the split payment installment is only an accommodation for participants in the program and that the program commitment is for an entire calendar year. If the final balance is not received by June 2, 2025, all benefits will be suspended until payment is made.

TERMS & CONDITIONS:

I affirm that I am authorized to make the above Partnership commitment on my company's behalf. I have read and understand the Partnership Program is sold as a benefit package, not individually and agree to pay in accordance with my selected billing preference and payment option listed above. Partnership refunds or cancellations cannot be made after the contract is signed as potential partners may be turned away as a result of your acceptance. I understand that this form becomes a contract when signed. Please note that by signing up for the 2025 Partnership Program, CAI-NJ holds the right to make changes to benefits, events and programming throughout the course of this agreement. I understand and accept that changes to offerings during the contract period by CAI-NJ that are deemed necessary by the chapter to accommodate acts of god, pandemics, governmental orders, etc. may be made at any time, at the sole discretion of CAI-NJ, including but not limited to virtual substitutions in lieu of in-person events.

I understand that if I or anyone from my company is no longer a member in good standing or violates either the suitcasing and or the code of conduct, at the discretion of the CAI-NJ Board of Directors, this contract may be rescinded without refund.

Name: _____ Date: _____

Signature (Authorizing Officer): _____

REGISTER NOW! APPLICATIONS & PAYMENT DUE BY DECEMBER 6, 2024.

Questions? Contact Robin at (609)588-0030 or email: Robin@cainj.org

CAI-NJ ADR Mediation Program

CAI-NJ is proud to offer our Alternative Dispute Resolution (ADR) – Mediation Program to our members as an exclusive benefit. Community Associations are required by state law to offer homeowners a “fair and efficient” solution, outside of litigation. This simple program is designed as quick and affordable alternative to the traditional justice system.



Now, more than ever, community associations need a quicker, more affordable way to solve their disputes.

Now on Zoom!

What is ADR?

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

How does ADR work?

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

What are the benefits of ADR through CAI-NJ?

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



Email ADR@cainj.org or call (609) 588-0030 for questions and to utilize this valuable service today!

CA-PAC AND 9 Nosh

DATE

TUESDAY, OCTOBER 1, 2024

THANK YOU SPONSORS & CA-PAC SUPPORTERS!

BEVERAGE SPONSOR

Adamas Building Services

LUNCH SPONSOR

Stark & Stark Attorneys at Law

GOLF CART SPONSORS

Accent Group

BluSky Restoration Contractors

Greenbaum, Rowe, Smith & Davis LLP

mem property management co., inc.

ICE CREAM TRUCK SPONSORS

BluSky Restoration Contractors

mem property management co., inc





CA-PAC
Community Association
Political Action Committee



MANAGEMENT TRENDS

I'm Thankful For Internet Reviews... Good or Bad!

By Erin Spiliotopoulos, CMCA, AMS
Matrix Property Management Group, LLC

With technology growing at a rapid rate, it's no surprise that internet reviews hold the power to make or break a corporation's reputation. Whether it's a management company's goal to foster positive growth or an association showcasing the benefits of living in their community, reviews are a key benefit to having members give an honest opinion. Let's dive into how you can take reviews, both good and bad, and use them to your benefit!

Is it true that all press is good press? We think so! Let's look at the benefits of why the good and the bad are important to making a positive online presence.

• ASSOCIATIONS

- Positive community reviews can inspire boards to work on what is important within their association. It can also show potential homeowners what makes your community special and why choosing to live there is better than the place down the street.
- Homeowners may be worried about voicing strong opinions in an open setting, leading to honest reviews being posted online. Boards can take these opinions and address them at their executive sessions or open meetings. By bringing the situation to light, it shows transparency between the board and the community members, which is always well received.

• MANAGEMENT COMPANIES

- Positive feedback can motivate employees to do better and create a stronger focus on what really matters to association members. It's an easy morale booster and can lead to powerful initiatives within your team.
- Negative reviews can encourage reflection on protocols and employees to ensure efficiency within their operation. If there is something that homeowners are



"Have a designated person from your team who will get notifications if a new review is posted."

concerned over or confused about, you can address this by clearing up any blurred areas and making members aware of your companies' normal procedures.

Got it, all press is good press, but how do I respond to a negative review?

- Have a designated person from your team receive notifications if a new review is posted. Make sure that it is checked frequently so nothing goes unnoticed and timely responses occur. Ensuring that all reviews get answered quickly shows potential buyers or associations that you take your brand seriously and want to uphold a good rapport with your members.
- Address any grievances in the response and reach out! By creating a connection to address any concerns, it shows that you take your position seriously and are trying to come to a peaceful resolution to satisfy both parties. It's also a great way to convert their views from negative to positive!

- If you're part of a board or committee, use these reviews to strategize how you want your community to see you. Treat these comments as an open forum and offer resolutions for how to improve. Boards could offer to create committees or address concerns at their association's open meetings if it's a topic that is easy to resolve.

Building an online reputation can be difficult and slow to start, but gaining feedback for your work is always rewarding, aiding in growth whether positive or negative. Although reviews may not always be nice, they show that someone cared enough to take the time to leave one. You can always turn the outcome around with the way you respond and how you choose to move forward with the feedback. ■

NEW JERSEY – NOW REQUIRING RESERVE STUDIES



FULL ENGAGEMENT. DETAILED UNDERSTANDING. ONGOING SUPPORT.

Our property wellness experts and easy-to-understand reserve studies empower boards with accurate budget and action plans that support their community's physical and financial well-being today and into the future.



View the legislative requirements and request a proposal today!
(844) 701-9884 or visit reserveadvisors.com

COMMUNITY ASSOCIATION BANKING

Your experts in the HOA industry.

With First Citizens Community Association Banking, formerly part of the bank's CIT division, you can count on continued service from the experts you know. And as one of the nation's top 20 banks, we offer market-leading products matched with innovation and award-winning¹ technology to help you grow your business.

Your community association management company deserves no less than a financial provider that can bring you the scale, service and capabilities you need to stay ahead.

Nicole Skaro, VP, Regional Account Executive
nicole.skaro@firstcitizens.com | 908-524-8741

firstcitizens.com



¹We received a 2022 FinTech Breakthrough Award for Best B2B Payments Platform.
© 2023 First-Citizens Bank & Trust Company. All rights reserved. MM#13544



HAPPY HOLIDAYS...

from page 18.

well-being of residents. Again, as with the case of political signs, depending on the layout and ownership style of the community, such as whether it is a condominium or homeowners association, which may dictate different ownership interests as to building components and grounds, the board should enact a written policy

reviewed by legal counsel if it wishes to provide decoration guidelines.

Further care is needed to act in a non-discriminatory manner. The "Holidays" do not only occur at the end of the calendar year with the celebration of Christmas and Hanukkah, but there are several other religions and cultural traditions that also celebrate certain holidays throughout the year. Just to highlight a few examples, while writing this article, it is almost

"The 'Holidays' do not only occur at the end of the calendar year with the celebration of Christmas and Hanukkah, but there are several other religions and cultural traditions... throughout the year."



PROPERTY MANAGEMENT, PROPERLY MANAGED

www.regencymanagementgroup.biz

OUR OFFICE HAS MOVED TO KEYPORT, NJ

MAILING ADDRESS

95 West Front Street, Unit 132
Keyport, NJ 07735

PHYSICAL ADDRESS

29 West Front Street, Suite D
Keyport, NJ 07735

Call us at:

(732) 364-5900



- Industry leading Warranty
- Trained Installers
- Roofing Approved Membrane
- Low-Maintenance

We specialize in high quality building products featuring the Duradek waterproof system and Durarail powder coated aluminum rails. Duradek is a roofing approved vinyl membrane that comes in a variety of colors and patterns for decks, balconies, patios, and roof decks. Durarail products offer maintenance free railing with a 20-year structural warranty.

Specialty Building Systems, Inc.

484 S. Nulton Avenue, Easton, PA 18045-2936
duradek.com
Toll Free: (800) 765-9865 Fax (610) 954-0598
E-mail: info@specialtybuildingsystemsinc.com



time for Sukkot, or the Feast of the Tabernacles, that the Jewish community celebrates by building a Sukkah outdoors which is meant to be lived in during Sukkot. The Muslim community commonly decorates for Ramadan. A popular festival for the Indian community is Holi, the Festival of Colors which heralds the approach of spring. And, the Chinese New Year celebration invites festive decorations typically in January and February. Therefore, when enacting a policy, while a similar approach to the political sign policy can be taken by regulating the time, manner, and place of such displays, it must be done so in a manner that encompasses the pluralistic nature of our society throughout the year so that all residents can enjoy the holidays. ■

END NOTE:

1 Note that under New Jersey and Federal law, the display of an American Flag, and yellow ribbons and signs in support of American troops cannot be prohibited in community associations; however, reasonable manner and place restrictions are likely enforceable. (See N.J.S.A. 45:22A-48.1 and 4 U.S.C. 5)

2025 CAI-NJ ONLINE SERVICE DIRECTORY



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

ONLINE SERVICE DIRECTORY LISTING INFORMATION:

Listings run through December 31, 2025 and include one (1) of each of the following per company: Company Name, Contact Name, Address, Phone and Fax Number, E-mail, and Website Link. Participating companies must be a CAI-NJ Business Partner or Management Company member in good standing.

2025 PARTNERSHIP PROGRAM PARTICIPANTS:

For 2025, one (1) primary listing and logo is included in the Partnership Program for Ultimate, Elite, and Premier Partners.

ONLINE SERVICE DIRECTORY LISTING COST:

Primary Category Listing: Just \$200⁰⁰ for the year!

Additional Category Listing/s: Just \$100⁰⁰ for each additional category. (Additional category listings contain the same information as your primary listing.)

MAKE YOUR LISTING STAND APART FROM THE REST WITH AN UPGRADE FOR THE YEAR!

Feature Video: Add to your listing/s for \$200⁰⁰

Logo: Add to your listing/s for \$50^{00*}

(*Ultimate, Elite & Premier Partners have their logo included free.)

CATEGORY

PLEASE CHECK THE CATEGORY(IES) UNDER WHICH YOU WOULD LIKE YOUR COMPANY TO BE LISTED IN THE ONLINE SERVICE DIRECTORY:

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

2025 CAI-NJ ONLINE SERVICE DIRECTORY FORM

One (1) Primary Listing & Link = \$ 200.00

(Included with Ultimate, Elite & Premier Partnership)

Qty: _____ Additional Listings x \$100.00 ea. = \$ _____

Video Directory Upgrade x \$200.00 = \$ _____

Logo Upgrade x \$50.00 (Included with Ultimate, Elite & Premier Partnership) = \$ _____

Company: _____

Contact Name: _____

Address: _____

City, State, Zip: _____

Phone: _____ Fax: _____

E-mail: _____

Web Site: _____

I have reviewed my info and agree the info listed above is exactly what will be posted in the Online Service Directory.

Signature: _____

PAYMENT OPTIONS:

1. Pay by Check:

Mail completed form and check payable to:
CAI-NJ
Attn: Online Directory
500 Harding Road, Freehold, NJ 07728

2. Pay by Credit Card:

Once you submit your form you will be able to pay online at the member portal.

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

TOTAL: \$ _____

TO SUBMIT & FOR QUESTIONS?:

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

Welcome

NEW CA-NJ MEMBERS

Business Partners

Accurate Maintenance Services, LLC

Anthony Landolfi

The Brinks Group

Dean Episcopo

BTS Landscaping, Inc.

Brian Ciampa

City Wide Facility Solutions

Marie Bridgeforth

Classic Fence & Landscape, LLC

John Rocha

Consolidated Environmental, Inc.

Christian Alvarado

Eastcoast Fence

Michelle Garofalo

Gleem Team Commercial Cleaning

Jeff Mann

J. Byrne Agency

Casey Byrne

Prime Insurance

Menachem Katz

Ray Engineering, Inc.

Suzanne Perkins

SERVPRO Team Reilly

Paige Westlund

Star Installations, Inc.

Humberto Garced

TADCO Engineering and Environmental Services, LLC

Safwat Tadrous

Tech Services Security, LLC

Tony Kwiatkowski

Individual Managers

Kristal Anziani

Associa Community Management Corporation, AAMC

Kelly Arnold

Towne & Country Management, Inc.

Susan Burgard

Associa Community Management Corporation, AAMC

Alexander C. Chung

Association Advisors NJ

Mishel Encalada

Jenny Lea Hollingsworth

Matrix Property Management Group

Jonvito Lobifaro

Louis Mangiavillano

Associa Community Management Corporation, AAMC

Pamela L. Moore

Lauren Nalbach

Laurie Neiliwocki

Associa Community Management Corporation, AAMC

David P. Papalia

Associa Community Management Corporation, AAMC

Phyllis Pasqualetto, AMS

Young & Associates, Inc.

Dawn Powell

Taylor Management Company, AAMC, AMO

Suzette Ramos-Negron

Associa Community Management Corporation, AAMC

Christopher Rodzen

FirstService Residential, AAMC

Mitchel Clark Rubinstein

Vijay H. Shah, CMCA

Associa Community Management Corporation, AAMC

Amanda Smith

Associa Community Management Corporation, AAMC

Kayla Velasco

INTEGRA Management Corp., AAMC

Kristin Vest

Associa Community Management Corporation, AAMC

Angelica Votta Sanchez

Associa Community Management Corporation, AAMC

Hetvi Vyas

Associa Community Management Corporation, AAMC

Homeowner Leaders

416-418 Grand St.

Anurag Choudhary
Tatiana Ferreira
Courtney Glashow

Academy Court Property Owners Association

Ryan Hartpence
Daniel Kline
Ryan Kropp
Naomi McCarty
Susan Rauth
Frank Sories

Altair Condominium Association

Denise Delboccio
Elizabeth Pezzillo

The Berg Hat Factory

Kate Dodd

Brandon Farms Condominium Association, Inc.

Christopher Weiture

Brunswick Towers

Elizabeth McNierney
Deborah Powell

Clearbrook Community Association, Inc.

Bob Hanley
Cemil Yucel

Clearbrook Section Board #1

Neeshama Ahluwalia
Jack Bennett
Gary Miller
Eileen Pitzer

Clearbrook Section Board #2

Rosalie Pollini
Robert Service
Michael Steinberg
Fred Stone

Clearbrook Section Board #3

Howard Birdsall
Sheila Blalock
Lisa Gessert
Dominick Iadicicco
Dennis Kohler
Elyse McGuire
Laurie Reyes
Gretchen Rose

Cliff Towers A Condominium

Catherine Diaz
Frank Santiago
Robert Zaret

Del Webb Florham Park

Kenneth Pogash

Elm Street Condo Association

Claudia Diaz
Scott Forman
Mary Twill

Four Seasons at Bridgewater

Jayne Kelly

Fox Hills at Rockaway Condominium Association

Douglas Mckenzie

Grand Bay Harbor Condominium Association

Susan Carey
Marianne Herbert

Greenbriar at Marlboro, Inc.

Patricia Pasquale

Harbour Mansion Condominium Association, Inc.

Louise Kuo
Shimon Mordzynski
Bena Schwartz

Hastings Square Country Club Association

Jennifer Copen
Robert Nash

Heritage Point Homeowners Association, Inc.

Jeff Floyd
John Beau Grega

High Mountain Village

David Zurheide

Leisure Village Association

Thomas R Hasko

Lenox Condominium Association

David Dublirer
Kevin Laroc
Tracy Rivera

Montgomery Woods Homeowner Association

Enya Bond
Sharon Elhadad
Evelyn Gonzalez
Maryella Hannum
Raj Khanna

New Summit Park Condominium Association, Inc.

Katie Buteau
Ken Docimo
Leslie Salcedo

Northbridge Park Co-op, Inc.

Amy Feldman
Shari Kramer

Oak Hill @ Independence

James Moscagiuri

One Hudson Park Condominium Association

Lynette Carmelli
Don Cho
Ashton Fox
Sai Tumu
Daniel Wong

One61 at Fairfield Condominium Association, Inc.

Lisa Colluci
Andrew Messineo

Parkview Crossings at Woodbridge

Joanne Mecane

Pheasant Run at Barnegat Homeowners Association

Helen Mikulak

Renaissance Homeowners Association

Allen C Metzler
Joseph Nocerino
Alfred Ruocchio

River's Edge at Delanco Condominium Association

Jackie Bartilucci
Kenneth Figgs

Sixty Acre Reserve

Steve Fostek

Society Hill at Piscataway

Anthony Blanco
Kevin Wine

Somerset Run

Alex Gruber

Southwinds Harbour Condominium Association

Michael Kuligoski Jr.

Spring Brook Townhouse Association

Terrence Dwyer
Alain Neymarc

Spruce Hills Condominium Association

John Brown
Terri Slagle
Elizabeth Swain

Stonybrook Brownstone Condominium Association

Debra Ciliento
Anita Cimera
Diane Giandolfo
Barbara J. Heil

Sun Ridge Owners Association

James Abood

Sunrise Bay Homeowners Association, Inc.

Kathy Devonmille

Twin River Lake Condominium

Sabrina Gonzalez
Scott Greiff
Phyllis Jacobson
Shar Mueller
Jennifer Taylor
Ralph Zelman

Upper Mountain Gardens Association

Paul Agrapidis
Michael Blevis
Rick Borgo
Helenrose Fives
Rebecca Podberesky

Village Grande at Bear Creek

David Levy
Denise Ness
Joan Raffiani

Washington Commons Condominium Association

Thereas Fasolino
Jennifer Kaufman
Sergio Minervini

Individual Homeowner

Arun Ayyagari



JOIN CAI-NJ TODAY!

Visit www.cainj.org.

CAI-NJ Educated Business Partners

Congratulations to the following Business Partners who have earned the CAI-NJ Educated Business Partner distinction.

Each has successfully completed the Business Partners Essentials course and is affiliated with an active CAI-NJ Business Partner membership.



Sean Ahern, CIRMS

Acrisure

Tyler Allen

Becht Engineering BT, Inc.

James Anderson

Becht Engineering BT, Inc.

Thomas Ascioffa, Sr.

Apex Air Duct, Dryer Vent & Chimney Cleaning

Martin Bahner

CertaPro Painters of Central & Lower Bucks

Michelle Baldry, RS

Reserve Advisors, LLC

Bisi Bamigboye

APC Hospitality, LLC

Matt Baron

Pacific Premier Bank

Benjamin Basch

Ground Support Services

Dawn M. Becker-Durbin, CIRMS

Acrisure

Theresa C. Beckett

The Jesan Companies

Robert Bender

O&S Associates, Inc.

Andrew Bilis

Matchware, Inc.

Jason Borden, PE

O&S Associates, Inc.

Debora Borzillo

Lemus Construction, Inc.

Megan Brazil

The Falcon Group

Andy Brem

Good Mowin'

Annette Brennecke

Lemus Construction, Inc.

Chelsea Brodmerkel

Kipcon, Inc.

Tana Bucca, Esq.

Becker

Rob Buffington, CMCA

Gordian Staffing

Tavarious Butts

Truist Association Services

Anthony Caputo

USI Insurance Services

George J. Caso Martinez

Amco Pest Solutions, Inc.

Christian Chambers

Acrisure

Matthew Christ

Tip Top Property Solutions, Inc.

Jason E. Ciavarro

Garden State Pavement Solutions

Deborah Corrington

Allen & Stults Co., Inc.

Gene Corrado

Pacific Premier Bank

Lindsay Cupples

Dri Klean

Ted DeMaio

Becht Engineering BT, Inc.

Melanie Donnoli

National Contractors, Inc.

Gene Doyle

Trident Environmental

Jan Drayton

BELFOR Property Restoration

Eric Eggert, CIRMS

Mackoul Risk Solutions, LLC

Glenn Fedale, Sr.

G. Fedale Roofing & Siding

Christopher Fernandes, RS

Becht Engineering BT, Inc.

Margo Ferry

Tip Top Property

Debbra Fisher-Horvath

Acrisure

Ryan Fleming, CIRMS

The Baldwin Group

Diane Forristall

National Contractors, Inc.

Michelle Gadaleta

Snowscapes

Asish George

BITS Consulting, LLC

Lisa Giaquinto

The Falcon Group

Keith Giliberti, RS

Morris Engineering, LLC

Saher Gouda

Servpro of Howell/Wall

Cory Haynes

APC Hospitality, Inc.

Mathew Herceg, RS

Becht Engineering BT, Inc.

Molly Hime

Popular Association Banking

Shaun Hynes

Garden State Pavement Solutions

Sal Ingui

APC Hospitality, LLC

Hank Johns Jr.

Amco Pest Solutions, Inc.

Dawn Kearney, CMCA

Manufactures and Traders

Trust Company

Terry A. Kessler, Esq.

Hill Wallack LLP

Dave Kiessling, RS

PS&S, LLC

Richard E. Lang

LAN Exteriors

Toni Licciardi

Accurate Reconstruction

Kelly Lipfert

Design Alternatives Inc.

Joseph Lucas

Becht Engineering BT, Inc.

Christopher Lugara, Esq.

Cutolo Barros, LLC

Michael Luzzi, CPIA

Acrisure

William R. Mackey, CMCA, AMS,

PCAM, RS

Becht Engineering BT, Inc.

Edward Mackoul

Mackoul Risk Solutions, LLC

Cathy Mango

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

Kim Manicone

USI Insurance Services

Marie C. Manley

Hardenbergh Insurance Group, Inc.

Robin C. Manougian, CIRMS

JGS Insurance, A Baldwin Risk Partner

Kevin Mantrio

A+ Powerwashing and

Roof Cleaning LLC

Jessica Marvel

BankUnited

Ryan M. McBeth

Axos Bank

Laura McIntyre

Power Patch Infrared Specialists

Gus Merwin

Servpro of Morristown, Greater

Hunterdon County

Donna Meyer

First Onsite

Peter B. Miller, RS

Miller-Dodson Associates

Kevin Milligan

The McGowan Companies

Darric Mitchell

Restoration 1 New Jersey

Bob Morrison

CCA Construction Consulting

Association LLC

Holly Mull

Amco Pest Solutions, Inc.

Rachel Neves

Valcourt Building Services

Jennifer Nevins, CMCA

PS&S, LLC

Debbie Pasquariello, CIC, CIRMS

USI Insurance Services

John Prisco, Esq.

Becker

Stefanie Pritchett

The Falcon Group

Robert J. Puterman

Regal Restoration USA

Jim M. Rademacher

Rezkom Enterprises, Inc.

Lisa Anne Relay

GNV Insurance Companies

Jamie Kay Redden, CMCA, AMS

Alliance Association Bank

Cheryl Rhine, CIC, CIRMS

USI Insurance Services

Brent Rivenburgh

Allen & Stults Co., Inc.

Steve Roderick

The Baldwin Group

Jose Romero

Clearview Washing, LLC

Ross E. Rutman

BELFOR Property Restoration

Christina Sanclimenti

Restoration 1 New Jersey

Dave Scaturro

Alpine Painting

Paige Schauermaann

Association Reserves

Nikki Schillaci

Professional Restoration Services, LLC

DBA PuroClean of Hoboken

Salvatore D. Sciallo

State Farm Insurance

David Shahrabani

Popular Association Banking

Peter Shine

Professional Restoration Services, LLC

DBA PuroClean of Hoboken

Amy Shorter

Norris McLaughlin, P.A.

Nicole G. Skaro, CMCA

First Citizens Bank

Cathi Sleight, CMCA

VoteHOANow

Jodi Smallwood, RS

Kipcon, Inc.

William Michael Wesley Spaniol

Guardian Service Industries, Inc.

Robin L. Storey, CMCA

CINC Capital, LLC

Timothy P. Sullivan, RS

Becht Engineering BT, Inc.

Christopher Tensen

The Jesan Companies

John Tripp

CCA, Construction Consulting

Associates, LLC

Lauren Vadenais

Rezkom Enterprises, Inc.

Jessica Vail

Vail Marketing Solutions

Jose Vazquez

O&S Associates, Inc.

David Velasco

The Baldwin Group

Michael Vennitti

Fresh Foam

Gregory Vinogradsky, Esq.

Callahan & Fusco, LLC.

Samantha Virone

Environmental Designers Irrigation, Inc.

Joe Vitorino

Planned Companies

Briana Walsh

The Falcon Group

Christian Wicker

Phoenix Manufacturing

J. Stewart Willis, RS

The Falcon Group

Kristy Winchok

Morris Engineering, LLC

Anne Yannarella

National Contractors, Inc.



MUTIPLE OPTIONS FOR SPONSORSHIPS AVIALABLE

NOW ACCEPTING SPEAKING PROPOSALS!

ROUNDTABLE DISCUSSION SPONSORSHIPS:

- SPONSORSHIP FEE IS **\$500**
- ROUNDTABLES ARE APPROX 2 HOURS LONG AND MULTIPLE COMPANIES PER SESSION
- INDIVIDUAL TABLES IN WHICH HOMEOWNER OR MANAGER PARTICIPANTS ROTATE IN 15-MINUTE SEGMENTS
- SPEAKERS MUST SUBMIT A FORMAL OUTLINE
- SPONSORS WILL DISCUSS THE ASSIGNED TOPIC AND HAVE THE OPPORTUNITY TO ANSWER QUESTIONS

SEMINAR SPONSORSHIPS:

- IN PERSON SPONSORSHIP FEE IS **\$750**; WEBINAR SPONSORSHIP FEE IS **\$500**
- APPROX 2 HOURS LONG
- THE SEMINAR SERIES CAN CONSIST OF MORE THAN ONE SPEAKER AND THE SPONSORSHIP COST MAY BE SHARED
- IF THE EVENT IS IN PERSON, SPONSORSHIP WILL INCLUDE BREAKFAST AND NETWORKING

MORE INFORMATION :

-  609- 588-0030
-  JACLYN@CAINJ.ORG
-  CAINJ.ORG/EDUCATION-PROPOSALS



FOR ALL SPEAKING ENGAGEMENTS: PAYMENT WILL BE DUE UPON SELECTION AND SCHEDULING OF TOPIC. ALL SPEAKERS MUST BE MEMBERS IN GOOD STANDING OF CAI-NJ. PLEASE NOTE: ALL PRESENTATIONS MUST BE EDUCATIONAL, NOT ADVERTORIAL. SPEAKER SELECTIONS ARE AT THE DISCRETION OF THE CAI-NJ CHAPTER OFFICE.



NEW JERSEY CHAPTER PCAMS

PCAM (Professional Community Association Manager) is a designation awarded to managers who have five years of direct community association management experience, successfully completed all six M-200 level courses, and successfully passed the CMCA examination administered by CAMICB. and complete the PCAM Case Study Course to be awarded the designation. This list is provided by CAI National and is valid as of December 31, 2020. The New Jersey chapter is proud to acknowledge our manager members who have earned the PCAM designation!

Brian Aubrey
Jane E. Balmer
Janice Barber
Leonard Barber
Robert E. Barlow, Jr.
Raymond T. Barnes
Matthew S. Begley
Tracy Blair
Richard Blenden
Walter G. Broome
Nicole Camarota
Mary Caporaso
Glenda Carroll
Timothy Clewell
Diane Cody
Elizabeth Comando
Thomas Curry
Louis J. Curtis
Gregg Danieli
Barbara Drummond
Patricia E. DuBuque
Susan Fitzpatrick

Michael Flippin
Natalie Fries
Chuck Graziano
Stephanie Harmon
Nancy S. Hastings
Robert Hastings
Matthew E. Heon
Chip Hoever
Sue Howe
Beth G. Kelly
Lori A. Kenyon
Suzanne Lach
William R. Mackey
Jim P. Magid
Nicole Martone
Glen A. Masullo
Richard J. Mattalian
Julie McCutcheon
Gail McDermid
Kristina Munson
Anthony Nardone
Andrew Newman

Deborah Nicholson
Christopher M. Nicosia
Erin O'Reilly
Michael Pesce
Cynthia Pirrera
Vincent Rapolla
John C. Roberts
Jacqueline Rogers
Dawn Marie Ruggiero
David W. Salter
Edward San George
Paula Santangelo
Paul Santoriello
Lawrence N. Sauer
April C. Schauer
Michael H. Sutterlin
Jackie J. Thermidor
Lawrence Patrick Thomas
Teresa J. Viggiano
Elaine Warga-Murray
Brian Weaver
Shawna Zuhl

PRESIDENT'S CORNER...

from page 5.

This next group on my list is the backbone of our organization. Our Ultimate, Elite, and Premier Partners are dedicated sponsors that provide both talent and treasure to support our organization each year. Thank you to all our partners for your ongoing commitment to the organization, which enables us to do so much for the membership year after year!

Finally, I would be remiss if I did not take a moment to express my gratitude for all of you – our wonderful members. I have such pride in our organization and each of you are an integral part of what makes our membership so special. Every program, advocacy initiative, seminar, and networking event is designed to benefit all of you and we thank you for your support and participation. I am grateful to have the opportunity to serve as the 2024 President and to hopefully leave the organization a little better than I found it. As we move into the final months of 2024, I encourage you to continue to take advantage of all CAI-NJ has to offer and enjoy the remaining events and programs scheduled over the next two months.

As a (monthly) friendly reminder, compliance with the Corporate Transparency Act (CTA) is still required by the end of this year. The Community Associations Institute® continues to pursue legislative and legal avenues to postpone and overturn this law, but at the present time, those efforts are still ongoing. As such, associations, management companies, and business partners are urged to plan for compliance before the end of 2024 to avoid violations of the Act, as noncompliance comes with significant civil and criminal penalties. CAI-NJ will provide updates if any additional information becomes available regarding the CTA and CAI's efforts on behalf of all community associations in the country.

So, once again, thank you all for your continued engagement as members of CAI-NJ! Until next time, have a wonderful November and enjoy this month's issue! ■

*" I would be remiss
if I did not take a
moment to express
my gratitude for
all of you – our
wonderful members."*

IMPORTANT:

Community Trends® Author/Article Submission Policies

Community Trends® is a monthly publication of the New Jersey Chapter of the Community Associations Institute (CAI-NJ). The purpose of this magazine is for the dissemination of informative and noteworthy information that is relevant to the lives of every person living in or working with community associations throughout New Jersey. *Community Trends®* should not be used to provide the kind of authoritative and comprehensive information that must be tailored to serve individual needs when legal, accounting or other professional advice is required.

CAI-NJ encourages interested persons to submit articles for consideration by the Editorial Committee. Publication in *Community Trends®* is a wonderful opportunity to write about an issue relevant to community associations, and the Editorial Committee will carefully review all submissions. When an article is published, the opinion of the author and accuracy of the facts presented in the article are not specifically endorsed by either CAI-NJ or the Editorial Committee. Neither CAI-NJ nor *Community Trends®* guarantees a placement of any submitted article, and any article can be rejected for any reason at any time by the Editorial Committee or CAI-NJ. All articles should be written in the third person.

The submission of an article by an author implies that the article is the original work of the submitting author, and the submitted article has also not been published in any other publication or on-line previously. Authors found to be in violation of these policies can be subject to discipline by the CAI-NJ Board of Directors, which may levy penalties including the following:

- A. Temporary or permanent ineligibility from authoring articles for *Community Trends®*;
- B. Temporary or permanent ineligibility for membership on CAI-NJ Committees and Work Groups;
- C. Referral to CAI National for review and possible further sanctions; and/or,
- D. Suspension of any and all chapter privileges as determined by the Board.

Authors may submit a photograph with their article. Please note that CAI-NJ has the exclusive right to refuse to publish any photograph for any reason. Permission to reprint any article first published in *Community Trends®* is subject to the single condition that all reprints must include the following ownership acknowledgment, "Reprinted from the (month) 20__ issue of the CAI-NJ's *Community Trends®*."

Community Trends®,

Drew Podolski, Esq.,
Editorial Chair

For past editions from 2017-2021
visit www.cainj.org.



Landscaping & Design, LLC **Snow Plowing & Salting**

COMMERCIAL LAWN MAINTENANCE & CERTIFIED PAVER INSTALLATIONS

Install Trees, Shrubs, Sod, Mulch & Decorative Stone

Richard Eible - Owner 203 Sergeantsville Road Flemington, NJ 08822 www.ralandscapingdesign.com	Serving All of New Jersey	Business: 732-926-8843 Cell: 732-245-0022 Fax: 908-751-5888 Email: ralandscapingdesign@comcast.net
---	--------------------------------------	---

ULTIMATE PARTNER LISTINGS



Alliance Association Bank

Jamie Kay Redden, CMCA, AMS, EBP
717 Market Street, Suite 292
Lemoyne, PA 17043
p. (724) 910-6304
jredden@allianceassociationbank.com
www.allianceassociationbank.com



Ansell.Law

David J. Byrne, Esq.
214 Carnegie Center, Suite 112
Princeton, NJ 08540
p. (609) 557-1041
f. (609) 228-5469
djb@ansellgrimm.com
www.ansellgrimm.com



Associa Community Management Corp., AAMC

Jackie Thermidor, CMCA, AMS, PCAM
55 Lane Road, Suite 440
Fairfield, NJ 07004
p. (973) 773-6262
f. (973) 773-4932
jackie.thermidor@associa.us
www.communityservices.com



Becker

Arnold Calabrese, Esq.
1776 on the Green
67 Park Place East, Suite 800
Morristown, NJ 07960
p. (973) 898-6502
f. (973) 898-6506
acalabrese@beckerlawyers.com
www.beckerlawyers.com



BELFOR Property Restoration

Paul Migliore
50 Ethel Road West
Piscataway, NJ 08854
p. (732) 317-4500
f. (732) 317-4502
njclaims@us.belfor.com
www.belfor.com



Brown & Brown Insurance of Lehigh Valley

Ryan L. Weiner
3001 Emrick Boulevard, Suite 120
Bethlehem, PA 18020
p. (610) 694-1856
f. (610) 974-9791
rweiner@bbinslv.com
www.bbinslv.com



Clearview Washing, LLC

Fred Hodge
331 Fairfield Road, Suite B10
Freehold, NJ 07728
p. (732) 462-1187
fredhodge@clearviewwashing.com
www.clearviewwashing.com/



Corner Property Management, LLC, AAMC

Tony Nardone, MBA, PCAM
11 Cleveland Place
Springfield, NJ 07081
p. (973) 376-3925
tony.nardone@cp-management.com
www.cp-management.com



Denali Property Management, Inc.

Joseph Guido
385 Route 24, Unit 2C-1
Chester, NJ 07930
p. (888) 315-7773
f. (201) 221-7977
sales@denalipm.com
www.denalipm.com



The Falcon Group

Megan Brazil, EBP
95 Mount Bethel Road
Warren, NJ 07059
p. (908) 595-0050
f. (908) 595-0012
mbrazil@falconengineering.com
www.thefalcongroup.us



FWH Associates, P.A.

Daniel Rush, P.E., P.P., RS, CGP
1856 Route 9
Toms River, NJ 08755
p. (732) 797-3100
f. (732) 797-3223
drush@fwhassociates.com
www.fwhassociates.com



GAF
 Ed Small
 1 Campus Drive
 Parsippany, NJ 07054
 p. (856) 357-1098
 ed.small@gaf.com
 www.gaf.com



Hill Wallack LLP
 Ronald L. Perl, Esq., CCAL
 21 Roszel Road
 Princeton, NJ 08540
 p. (609) 924-0808
 rperl@hillwallack.com
 www.hillwallack.com



Kipcon, Inc.
 Mitchell H. Frumkin, P.E., RS, CGP
 1215 Livingston Avenue, Suite 200
 North Brunswick, NJ 08902-1200
 p. (732) 220-0200
 f. (732) 220-9017
 info@kipcon.com
 www.kipconengineering.com



McGovern Legal Services, LLC
 Francis J. McGovern, Esq.
 850 Carolier Lane
 North Brunswick, NJ 08902
 p. (732) 246-1221
 f. (732) 246-1872
 firmrelations@theassociationlawyers.com
 www.theassociationlawyers.com



Professional Restoration Services, LLC
DBA PuroClean of Hoboken
 Peter Shine, EBP
 300 Lightning Way, Suite 303
 Seacaucus, NJ 07094
 p. (201) 868-4817
 pshine@puroclean.com
 www.puroclean.com/jersey-city-nj-puroclean-hoboken/



PS&S, LLC
 Dave Kiessling, RS
 1450 State Route 34
 Wall Township, NJ 07753
 p. (732) 363-5850
 f. (732) 905-8669
 dkiessling@psands.com
 www.psands.com



Rezkom Enterprises, Inc.
 Lauren Vadenais
 11 Cindy Lane, Suite 7
 Ocean, NJ 07712
 p. (732) 922-9986
 f. (732) 922-9988
 lvadenais@rezkom.com
 www.rezkom.com



Sweeping Corp. of America (SCA)
 Tim Estel
 10 Kresge Road
 Fairless Hills, PA19030
 p. (215) 768-9610
 testel@sweepingcorp.com
 www.sweepingcorp.com



Taylor Management Company, AAMC, AMO
 Liz Comando, PCAM, CMCA, COO
 80 South Jefferson Road, Second Floor
 Whippany, NJ 07981
 p. (973) 267-9000
 f. (973) 267-0843
 lcomando@taylormgt.com
 www.taylormgt.com



Technocality Inc.
 Joe Bonafede
 1701 Nottingham Way
 Hamilton, NJ 08619
 p. (866) 951-3003
 f. (646) 737-0557
 joe@technocality.net
 www.technocality.net



USI Insurance Services
 Cheryl Rhine, CIC, CIRMS
 1433 Hooper Avenue, Suite 110
 Toms River, NJ 08753
 p. (732) 908-5551
 f. (732) 349-0186
 cheryl.rhine@usi.com
 www.usi.com



WilkinGuttenplan
 Mohammed Salyani, CPA, FCCA (UK)
 1200 Tices Lane
 East Brunswick, NJ 08816
 p. (732) 846-3000
 f. (732) 846-0618
 msalyani@wgcpas.com
 www.wgcpas.com



COMMUNITY TRENDS®

ADVERTISING DISCLAIMER:

The management of the New Jersey chapter of Community Associations Institute, Inc. (CAI-NJ) and Brainerd Communications, Inc. reserve the right to reject any advertisement for any reason at any time. Further, CAI-NJ and Brainerd Communications also reserve the right to place the word "Advertisement" with advertising copy that could or may be mistaken for editorial or news copy. In addition, CAI-NJ reserves the right to add a disclaimer to any advertisement in cases where a disclaimer may be necessary to protect the rights of CAI-NJ and *Community Trends®*. The advertiser will be informed by Brainerd Communications before such action occurs. Member advertising rates are based upon the advertiser being a member in good standing of the New Jersey chapter of the Community Associations Institute. Each member or entity is solely responsible for maintaining its status as a member in good standing. In addition, advertisements contained within this magazine reflect the opinions of the respective advertiser, and not necessarily those of CAI-NJ, *Community Trends®* or Community Associations Institute. Information contained in *Community Trends®* advertisements should not be construed as a recommendation for any course of action regarding financial, legal, accounting, or other professional services. Advertisers are solely responsible for the content of their advertisements, including the validity of any certifications, designations, and/or licenses. CAI-NJ assumes no liability for false, malicious or misleading advertisers. Neither CAI-NJ nor *Community Trends®* guarantees the position of placement of submitted ads. Be advised that CAI-NJ will not accept advertisements that are in direct conflict with the mission, products or services offered by CAI-NJ. CAI-NJ is not responsible for determining the validity of designations, certifications and accreditations listed directed by advertisers. Please send, in writing, any concerns about the content of advertising in *Community Trends®* to the address below (Attn: Editor).

**Community Associations Institute,
New Jersey Chapter, Inc. (CAI-NJ), 500
Harding Road, Freehold, NJ 07728**

YEAR END COMPLIANCE...

from page 26.

to work with your managing agent on the funding requirements. If the funding increase requires a ten percent (10%) increase to meet funding requirements, the association has up to ten (10) years to meet the funding requirements. But here is the important part – The law specifically states that the funding must meet the two (2) earlier tests. The first test is a ten percent (10%) increase or that the balance of the reserves will equal \$0. Here is where it has been found members scratching their eyes. Many communities that did not complete a reserve study before it was law to do so have found significantly underfunded reserves for which a 10% increase in common fees does not make up the difference. What are your options? I recommend you consult with your association’s professionals, such as your property manager, engineers, accountants and legal counsel. Their expertise and guidance will be invaluable in this process. In addition, your community may want to consider a loan because assessments can be substantial. A popular CIRA (Common Interest Realty Association) loan may be an alternative.

The penalties can vary for failing to perform the reserve study. Two (2) possible scenarios are as follows: As a fiduciary, the board is responsible for following the law. You can expect loan officers to request copies of these studies when a buyer is looking to finance the purchase of a condominium. If a reserve study is unavailable, the board could be liable for impeding the sale. Also, the board can expect to be liable if not performing a façade or reserve study in the event of a property accident from a failing capital asset. While there is no specific mention of monetary penalties in the law, you can expect the government to define these in due time. ■

DIRECTORY OF ADVERTISERS

Accurate Reconstruction.....	18	mem property management co., inc.....	31
Acrisure.....	16	Preferred Community Management Services, AAMC.....	17
Arthur Edwards, Inc.	25	PS&S, LLC.....	36
Complete Property Management Services....	39	R & A Landscaping.....	55
Executive Property Managemnt, AAMC.....	33	Rainbow G&J Painting.....	26
The Falcon Group.....	23	RCP Management Company, AAMC, AMO.	34
Felsen Insurance Services, Inc.....	33	Reserve Advisors.....	47
First Citizens Bank.....	47	RMG, Regency Management Group, AAMC, AMO.....	48
Gutter Master.....	32	Specialty Building Systems.....	48
INTEGRA Management Corp., AAMC.....	37	USI Insurance Services.....	34
Kipcon, Inc.....	15 & Back Cover		

Thank you for supporting the official magazine of CAI-NJ!

The AAMC accreditation demonstrates a company's commitment to providing the unique and diverse services that community associations require. An Accredited Association Management Company ensures that its staff has the skills, experience, and integrity to assist communities to succeed. Its managers have advanced training and demonstrated commitment to the industry. Just the type of professionals that community association boards seek to hire!

An AAMC must have a minimum of three years' experience providing community association management services, a Professional Community Association Manager (PCAM) designee as the company's senior manager, a staff of which 50 percent of managers hold a professional designation (CMCA, AMS or PCAM), and must comply with the CAI Professional Manager Code of Ethics.

Listed are companies who have earned the Accredited Association Management Company (AAMC) designation.

Access Property Management, Inc., AAMC, AMO

Alexander Scheffer, CMCA, CPM
4 Walter E Foran Blvd, Suite 311
Flemington, NJ 08822-4668
Phone: (908) 806-2600
Fax: (908) 237-1826
Email: ascheffer@accesspm.com
Website: www.accesspm.com

Associa Community Management Corporation of New Jersey, AAMC

Jackie Thermidor, CMCA, AMS, PCAM
55 Lane Road, Suite 440
Fairfield, NJ 07003
Phone: (973) 773-6262
Fax: (973) 773-2932
Email: jackie.thermidor@associa.us
Website: www.communityservices.com

Associa Mid-Atlantic - King of Prussia, AAMC

Paula Santangelo, CMCA, AMS, PCAM
555 Croton Rd, Suite 400
King of Prussia, PA, 19406
Phone: (610) 834-1350
Fax: (610) 834-7541
Email: nancy.hastings@associa.us
Website: www.associamidatlantic.com

Corner Property Management, LLC, AAMC

Tony Nardone, MBA, PCAM
P.O. Box 297
Springfield, NJ 07081
Phone: (973) 376-3925
Fax: (908) 364-5309
Email: tony.nardone@cp-management.com
Website: www.cp-management.com

Executive Property Management, AAMC

Leonard Barber, CMCA, PCAM
408 Towne Centre Dr
North Brunswick, NJ 08902-1200
Phone: (732) 821-3224
Fax: (732) 821-6565
Email: len.barber@epmwebsite.com
Website: www.epmweb.net

Homestead Management Services, Inc., AAMC

Louis Curtis, CMCA, AMS, PCAM
328 Changebridge Road
Pine Brook, NJ 07058
Phone: (973) 797-1444
Fax: (973) 797-1499
Email: lcurtis@homesteadmgmt.org
Website: www.homesteadmgmt.org

INTEGRA Management Corp., AAMC

Edward San George, PCAM
200 Valley Rd, Suite 203
Mount Arlington, NJ 07856-1320
Phone: (973) 770-1500
Fax: (973) 770-3669
Email: esangeorge@integramgtcorp.com
Website: www.integramgtcorp.com

JCR Management Services, Inc., AAMC

John Roberts, CMCA, AMS, PCAM
P.O. Box A
Point Pleasant Boro, NJ 08742-0810
Phone: (732) 899-5524
Fax: (732) 899-5552
Email: jcr@mycondo.com
Website: www.mycondo.com

Preferred Community Management Services, Inc., AAMC

Glen A. Masullo, CMCA, PCAM
35 Clyde Road, Suite 102
Somerset, NJ 08873
Phone: (732) 873-1258 ext. 205
Email: gmasullo@pcmsus.com
Website: www.pcmsus.com

Premier Management Associates, AAMC

Lori Kenyon, CMCA, PCAM
140 Sylvan Ave, Floor 3
Englewood Cliffs, NJ 07632-2514
Phone: (201) 947-1001
Fax: (201) 947-5005
Email: lkenyon@premiermanagement.net
Website: www.premiermanagement.net

RCP Management Company, AAMC, AMO

Kristina Munson, CMCA, AMS, PCAM
2 Commerce Drive, Suite 101
Cranbury, NJ 08512
Phone: (609) 683-7980
Fax: (609) 683-5495
Email: kmunson@rcpmanagement.com
Website: www.rcpmanagement.com

RMG, Regency Management Group, Inc., AAMC

Rose Clayton, CMCA
P.O. Box 132
Keyport, NJ 07735
Phone: (732) 364-5900
Fax: (732) 905-8606
Email: rclayton@regencymanagementgroup.biz
Website: www.regencymanagementgroup.biz

Taylor Management Company, AAMC, AMO

Paul Santoriello, PCAM
80 South Jefferson Road
Whippany, NJ 07981
Phone: (973) 296-9000
Fax: (973) 267-0943
Email: paul@taylormgt.com
Website: www.taylormgt.com

Wilkin Management Group, Inc., AAMC

Gary Wilkin
1655 Valley Road, Suite 300
Wayne, NJ 07470-2044
Phone: (201) 560-0900
Fax: (201) 560-0901
Email: gwilkin@wilkingrp.com
Website: www.wilkingrp.com/



Please Note: CAI-NJ only reviews CAI designations, certifications, and accreditations in this advertisement for validity and current status. Readers are advised that each individual company is solely responsible for the content of its listing in this advertisement, including all designations, certifications, accreditations and licenses by the company or the individual employee. Concerns about the validity of non-CAI designations, certifications, accreditations and licenses should be directed to the specific company or individual in question. Removal of designations, certifications, accreditations and licenses by CAI-NJ will only take place upon the submission of a letter written by the official credentialing and/or licensing body to CAI-NJ.



500 HARDING ROAD
FREEHOLD, NJ 07728

ADDRESS SERVICE REQUESTED

KIPCON

**FROM RESERVE STUDIES AND INSPECTIONS TO
ENGINEERING DESIGN, THE PHYSICAL AND FINANCIAL
HEALTH OF YOUR COMMUNITY IS OUR TOP PRIORITY.**

INFO@KIPCON.COM / WWW.KIPCON.COM / (800) 828-4118