

Community Trends®

May 2017



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MAY, 2017

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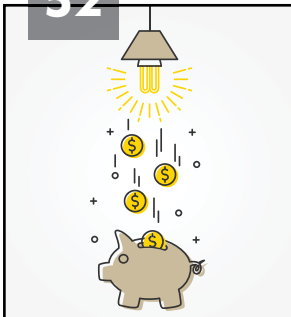
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**"Listen as your day unfolds
Challenge what the future holds
Try and keep your head up to the sky."**

Des'ree – "You Gotta Be"

Welcome Spring! It's finally here and we can bask in the sunshine after the rain... or go to where it's REALLY hot and bask in the glory of being a member of the New Jersey chapter of CAI!

This year, the CAI National Annual Conference and Exposition is scheduled for May 3rd – 6th at Caesars Palace in Las Vegas. This is a very special conference for me for two reasons:

1. I get to represent the CAI-NJ chapter as its President!
2. CAI-NJ will be the recipient of an Achievement Award for its in-person Business Partner Essentials Course in the Members Service category!

I am so proud that our chapter was selected for this award. There are not many CAI chapters that offer this course for their business partners. When National first approached our chapter, their rationale for asking New Jersey to hold this course was because they knew our chapter's Business Partner members would be right there to participate and attend to make it a success. To date, we have twenty two Business Partners who have earned the distinction. Check out the CAI website for information on attending the Business Partners Essentials Course. To quote the website: "CAI-NJ Business Partners are indispensable to the community associations they support with their guidance, products and services. CAI-NJ education helps these businesses and professionals differentiate themselves in the competitive community association marketplace." I know when word gets out that our chapter has received this achievement award, many more will be lining up to sign up!

This month's *Community Trends*® edition deals with efficiency. As I started thinking about that, I came to a realization: life is hard. I know, I know... that's shocking and provocative and ground-breaking all at the same time. All

of us are busy with work, school, family, volunteering, etc. As I said in my first column, when you think of all that you do on a daily, weekly or monthly basis, it is a wonder that any of us have time to either serve as a member of our community association board or be an active member of CAI.

So it is natural to think about how we can use our time more efficiently. It can definitely challenge us not lose our grip and become overwhelmed. I often think about what I could accomplish if I would just have an extra hour or so: I could work on that "to-do" list (or actually write a "to do" list), de-clutter my desk or tackle a few of those tasks that have been keeping me up at night. Just think how productive we would all be if we had more time!

This month's articles are geared towards this goal, to help make our time and lives more efficient. This issue has articles on ...

- Drone Technology
- Thar She Blows
- The Case for Board Leadership Education
- Getting the Most Bang for Your Buck: Efficiently and Effectively Using Association Legal Counsel in the Collection Process
- NJ Clean Energy Program Save Energy, Save Money, and Get Paid To Do It
- Using Technology as My Hammer

I know that I will be efficiently using my time out at National to network, go to a few seminars, but mostly brag about CAI-NJ!

Peace and Love,
Denise



LOOKING AHEAD

LARRY THOMAS, PCAM | CAI-NJ CHAPTER EXECUTIVE DIRECTOR

I'd like to present and discuss a few updates that were recently initiated by our Board of Directors. Our ADR/Mediation program is unique to our chapter. I'm not aware of any other chapters that offer this service to their members. The program is becoming more and more popular every day with my office receiving mediation requests every week. I anticipate that we will handle over 80 mediations this year. The past program offered two payment scenarios. There was a "non-member" rate (\$500) and a "member" rate (\$375). To be eligible for the member rate, at least one board member of the community where the conflict involved had to be a current member of CAI-NJ. We often receive applications with payment for the member rate from the managing agent or the association attorney, thinking that since they are members, the association who are not members would receive the less expensive fee. This is not the case and I would need to go back and get the additional \$125 payment to proceed with assigning a mediator.

The CAI-NJ Board of Directors discussed the mediation program and agreed that this valuable service should be a members only benefit. After a very detailed and constructive discussion, the Board agreed to make the following changes to the ADR/Mediation program.

Only member organizations can participate in our mediation program.

If a non-member association applies for an ADR/Mediation, they need to register two current board members with CAI. The CAI-NJ Board agreed to assist with the payment for these two registrants. The cost for the first mediation would be \$500 and this includes a one year CAI membership for two board members.

The previous member rate of \$375 per mediation has been reduced to \$300.

If you have any questions, need clarification, or require assistance signing up your board members with CAI, please call my office and ask to speak with me or Laura.

Another recent board decision regards the Jules Frankel Manager Assistance Program (MAP). The CAI Board of Directors budgeted \$5,000 for this program for 2017. Originally the program was only available to our manager members that have achieved their CMCA or higher designation. If selected, you would receive \$250 per M200 or M300 course that you attended and successfully passed. The Board of Directors decided to take any monies that were not awarded and allocate them to our manager members taking the M100 class in October. The application process will be similar to the one used for the CMCA scholarships. More details will follow as we get closer to the October M-100 class.

"The Board is dedicated to assisting our members succeed in our industry and are always contemplating methods to achieve this goal."

The Board is dedicated to assisting our members succeed in our industry and are always contemplating methods to achieve this goal.

We recently concluded our four regional Legislative Updates. These updates are coordinated and held by the NJ Legislative Action Committee and are presented annually. We had record attendance this year. I'd like to thank all the LAC members who donated their time in making this program a great success.

In closing, I urge all our members to attend as many of our educational programs that they can. We have programs for all our membership categories. Please check the various announcements in this issue of *Community Trends®* or visit our website www.cainj.org for additional information or to register. ■

2017 EVENTS & EDUCATION CALENDAR



MAY

- 16** **Manager & Business Partner Round Table**
Stockton Seaview Hotel & Golf Club, Galloway
- 18** **FAST Meet-Up**
TBD, Morristown
- 18-19** **M-205: Risk Management**
Monroe Twp.

JUNE

- 8** **Board Leadership Development Workshop**
CAI-NJ, Freehold
- 13** **Lecture Series**
CAI-NJ, Freehold
- 16** **CA-PAC- Day at the Races**
Monmouth Park, Oceanport
- 22** **Manager & Business Partner Round Table**
Forsgate Country Club, Monroe Twp.
- 27** **Dennis R. Casale Memorial Golf Outing**
Forsgate Country Club, Monroe

JULY

- 13** **Senior Summit**
Renaissance at Manchester, Manchester
- 19** **3rd Annual Olympics**
Thompson Park, Jamesburg
- 27-28** **M-340: Large Scale Management**
Monroe Twp.

AUGUST

- 10** **Annual Beach Party**
Martell's Tiki Bar, Point Pleasant
- 22** **Lecture Series**
CAI-NJ, Freehold

SEPTEMBER

- 7** **CAVL Round Table**
TBD
- 14** **Manager Leadership Workshop**
TBD
- 19** **Lecture Series**
CAI-NJ, Freehold
- 20** **Business Partner Meet-Up**
TBD
- 28** **FAST Meet-Up**
Hopewell Valley Vineyard, Pennington

OCTOBER

- 17** **Preconference Networking Reception**
NJ Convention & Expo Center, Edison
- 18** **Annual Conference & Expo**
NJ Convention & Expo Center, Edison
- 26-28** **M-100: The Essentials of Community Association Management**
Monroe Twp.

NOVEMBER

- 16** **Manager & Business Partner Round Table**
TBD

DECEMBER

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

**FOR MORE INFORMATION CONTACT
EVENTS@CAINJ.ORG.**

EVENTS ARE SUBJECT TO CHANGE



LEGISLATIVE UPDATE

CAROLINE RECORD, ESQ.
HILL WALLACK LLP
MEMBER, LEGISLATIVE ACTION COMMITTEE

Members of the Legislative Action Committee ("LAC"), Community Association Political Action Committee ("CA-PAC") and our legislative aide, Tim Martin of MBI GluckShaw recently completed a successful annual series of legislative updates at 4 locations throughout New Jersey. Snow and rain could not stop the attendees and presenters from spending a few hours listening to what the volunteers of the LAC do, under the skillful guidance of MBI. Approximately 250 members and non-members attended, with a waiting list at 1 of the locations. Thanks must be given to Larry Thomas and Laura O'Connor for coordinating the program locations and presentations. A variety of state and federal issues were discussed emphasizing what the LAC does for many of the CAI members.

Updates were provided with regard to the 2017 legislative priorities. The Municipal Services Act became law in 1992. The LAC is supporting a bill which would require certain municipal entities to maintain, repair and/or replace the fire hydrants within a community. The firefighters union wholeheartedly supports this effort for obvious safety reasons and is a formidable ally. The LAC clearly would like to see this requirement applicable to all municipalities. In addition, while the LAC continues to have discussions with the DCA, regarding manager licensing/certification, the LAC has decided to put this effort on the backburner for the remainder of this legislative session and to commence with significant efforts for approval and implementation once the administration in Trenton changes.

Foreclosure reform efforts were also discussed at length (S1832). This bill, advanced by an ally of CAI, Sen. Rice, seeks to expedite the process for the foreclosure of vacant and abandoned residential properties. CAI has worked extensively with past and current sponsors of this legislation emphasizing the significant detrimental financial impact on community associations which are affected by

these never-ending "zombie" foreclosures. LAC has been successful in having language included which would permit the appointment of a fiscal agent to manage a vacant unit if a lender did not want to pursue an expedited foreclosure or, require the lender to pay the common expense fees during the foreclosure process. The LAC also continues to work with MBI in its efforts to obtain support from other groups with an interest in this process. The bill is currently before the Senate Budget and Appropriations Committee. The LAC is optimistic that it may reach the Governor's desk prior to the end of this legislative term.

Election reform has been another important topic to the LAC for quite some time. Multiple bills have been introduced over the years addressing election-related issues. Current legislation (A4091) is supported by the LAC and enhances resident voting rights. This bill would require an association to conduct its annual election in accordance with the requirements of its governing documents, unless the documents conflict with the language included in the proposed bill. In addition, the proposed legislation contains language requiring an election be held at least every 2 years, setting forth the process for solicitation of candidates for the Board and permitting the sending of electronic notices of an election, among other issues. This bill has been amended twice thus far on the Assembly floor after being voted out of committee this past December.

Pending legislation was also discussed with regard to varied issues such as solar panel installation, insurance deductibles, security cameras, indemnification language in snow removal agreements and rain sensors. The "solar panel" bill (A210) would eliminate an association's current ability to prohibit the installation of solar panels on roofs for which the association has certain maintenance and/or replacement responsibilities. While this Bill has passed the Assembly, the sponsor has indicated a willingness to work with the LAC to address our concerns. The "insurance deductible" bill (A3683) would not permit a condominium

"Pending legislation was also discussed with regard to varied issues such as solar panel installation, insurance deductibles, security cameras, indemnification language in snow removal agreements and rain sensors."

association to assess an insurance deductible to a unit owner for damage to the unit or common elements unless the damage was caused by the intentional conduct of the unit owner. Once again the sponsor has indicated a willingness to work with the LAC to permit such a charge-back under certain defined circumstances.

The "security camera" bill (A3431), which is being monitored by LAC at this time, would require that security measures be implemented in the lobbies of certain senior citizen high rise buildings in certain high crime areas, as defined by the NJ State police. The "snow removal indemnification" bill (S181/A3656) would not permit any indemnification language in the snow removal agreement between an association and its snow removal vendor. This bill was passed in the Senate 2 weeks after it was introduced. The LAC is working with a coalition of other property owners in its zealous opposition to this bill. Finally, the "rain sensor" bill (A1484), which is being opposed by the LAC, would require the installation of rain sensors on all irrigation systems within a certain period of time. LAC will be working with the irrigation contractors to develop acceptable requirements for all involved.

The legislative updates also focused on 2 national issues. The "ham radio" bill (HR 555) is currently pending in the US Senate and is being supported by CAI. This bill would permit an association to regulate the installation of ham radio towers, pursuant to certain defined guidelines. CAI has also recently distributed its Music and Movie Licensing guidance document which reviews the requirements of utilizing copyrighted material and the possible penalties for violations of such requirements. The document should be obtained by every association and reviewed with counsel to determine whether or not the current practices of an association are in compliance with federal law. ■

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INSIDE CONNECTION

JACLYN OLSZEWSKI | DIRECTOR, EVENTS & EDITORIAL

Using Your Membership with CAI-NJ Efficiently....

In keeping with this month's theme of "Efficiency," I thought it might be helpful to offer a few tips on how you can efficiently work with CAI-NJ to get the most out of your membership.

The CAI-NJ calendar is filled to the max with events and education, and it may be difficult to understand when you as a member should be doing certain things, such as registering for events, acquiring sponsorships, submitting your information for the online and print directories, renewing your membership and when you will be able to secure your tradeshow booth.

The list below is subject to change, but hopefully it will provide a guideline to help insure you will not miss one thing that CAI-NJ offers you!

"Here at CAI-NJ it almost feels like we hold an event every week..."

Events & Education

Here at CAI-NJ it almost feels like we hold an event every week, just look at the calendar on page 7 and you will notice the array of educational and networking events. This calendar is provided monthly in each issue of *Community Trends®* and I encourage you all to tear it out each month to use as a guide. A question I receive often is in regards to sponsorships at our events. A general rule of thumb is that we typically open sponsorships up for grabs roughly two months or so prior to the event, except for the Annual Conference and Expo, in which sponsorships usually open around April each year for the September/October event.

Also a few important time frames to remember for the Conference and Expo are that Angela will begin soliciting requests for proposals for the programs around February each year. In March, booths will open to the general membership, as exhibitors from the year prior will be able to lock in their same booth the week following the Conference each year. Sponsorship sales begin in April and Attendee Registration begins in May.

Membership

Each member of CAI-NJ is encouraged to renew their membership annually. The time frame for each member is different as it works based on your original join date. The Membership Committee and Laura work hard to make sure members are notified when they are expiring, please keep an eye out for this information annually. Membership is handled through the national organization, and you must renew through their website www.caionline.org. If you have any issue with your renewal reach out to laura@caijn.org.

Some of the benefits of membership include the ability to list your company in the Online Service Directory, which correspondences begin in December/January annually as well as a listing in the Print Directory. Brainerd Communications, Inc. will reach out to the CAI-NJ members in March/ April of each year to ensure that your information is accurate. Please keep an eye out for the mailings and emails from both CAI-NJ and Brainerd Communications to ensure that you do not miss the deadline for this very important member benefit.

Partnership Program

With the success of the CAI-NJ Partnership Program, members are enthusiastic to take advantage of this program. To

CONTINUES ON PAGE 69

Dear CAI-NJ Members,

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

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

By pooling our resources we achieved our 2016 fundraising goal and raised over \$30,000. The money you contribute ensures that people who understand the community association industry are elected or reelected to serve in Trenton. I challenge you to join me in preserving the future of the community association industry by contributing to CA-PAC. With your support we can surpass our 2016 fundraising goal in 2017. Please send in your contribution today.

Thank you.

James Rademacher
President, Community Association Political Action Committee



MID-SESSION UPDATE

New Jersey is in the middle of its 2016-2017 legislative session, and CAI-NJ is hard at work on some of

our top priorities, including:

Municipal Services

CAI-NJ is advocating for advancements in the municipal services provided to your community including the maintenance of fire hydrants.

Delinquencies and Expedited Foreclosures (S 1832)

We are closer than ever to working with the banks and lenders to maintain vacant units and assume responsibility for maintenance fees. We are also pushing to include rent receiverships as an option.

Board Elections "Radburn" (S 2492/ A 4091 also S 1805/ A 3163)

This legislation would alter the community association nomination and election process. Radburn is a community in North Jersey with a controversial election process that is the center of these bills.

CURRENT EVENTS

While CAI-NJ remains committed to our 2016 goals, we continue to protect our communities from proposals that could add to your cost of living.

Some examples include:

Insurance Deductibles (A 3683)

This legislation deals with the Association's ability to transfer the deductible to homeowners in condominium associations.

Security Cameras in certain common interest community lobbies (A 3431)

Is your community considered in this legislation? If passed, certain communities in high crime areas of our state will be required to install security cameras in designated areas.



Snow Contractor Indemnification (S 181)

If passed as presently worded, snow contractors would be indemnified for any damage or injuries as a result of their snow removal/ice control operations. CAI-NJ is involved in a coalition with several other organizations to meet with our elected officials and make sure our communities are protected.

Rain Sensor Installations (A 1484)

If you have a community controlled irrigation system, you may be required to install rain sensors to your system.





CA-PAC

*Community Association
Political Action Committee*

YOUR CONTINUED SUPPORT OF CA-PAC RAISES THE PROFILE OF NEW JERSEY'S COMMUNITY ASSOCIATIONS!

To learn more about CA-PAC, please contact Laura O'Connor
at laura@cainj.org or 609.588.0030.

**"Are you willing to give \$1 per door to CA-PAC to protect
your community association's interest in Trenton?"**

--James Rademacher, CA-PAC President, Rezkom Enterprizes

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Individual Name: _____

Mailing Address: _____

City, State, ZIP: _____

Phone: _____ Fax: _____

Email: _____

Occupation: _____ Employer: _____

Employer Address: _____

City, State, ZIP: _____

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

☐ Individual..... \$25-\$100 \$ _____
• Community Manager
• Board Member
• Homeowner

☐ Business Partner\$250-\$500 \$ _____

☐ Management Company \$500 \$ _____

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

☐ Other \$ _____

**Please make your CORPORATE or
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DO NOT INCLUDE MY NAME OR COMPANY ON THE LIST OF CA-PAC CONTRIBUTORS

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

Hastings named Regional Vice President for East Coast Operations

Associa is proud to announce that Nancy Hastings has been named Regional Vice President for East Coast Operations. Nancy previously served as president of Associa Mid-Atlantic serving New Jersey, Pennsylvania and Delaware communities. She will now work with branch presidents from Associa Mid-Atlantic, Associa New York and Associa HRW in North Carolina to help achieve Associa's core objectives and performance commitments, including business planning and innovation.

Nancy has over 25 years of industry experience and holds several industry designations, including the PCAM®, AMS®, and CMCA®. Not only is Nancy an active member in the Pennsylvania/Delaware Valley chapter of CAI and the current president-elect of the New Jersey chapter of CAI she is Associa's 2016 recipient of the Roger Kramer Memorial Award for Leadership, and recently obtained her Six Sigma Yellow Belt.



**Nancy Hastings, CMCA,
AMS, PCAM**

C & L Sweeper Services Welcomes Hank Johns

C & L Sweeper Services is proud to welcome Hank Johns, formerly of Cowley's Termite and Pest Services to our team. Hank comes to us with a vast and varied skill set that includes 12 years of experience in roofing and home improvements as well as 14 years as a certified pest control specialist. Hank will be concentrating in providing professional insight and solutions for our customers who are reliant upon C & L Services to provide them with General Services that will take advantage of Hank's years of



Hank Johns

experience in the construction industry.

Hank is married to his wife Kathleen, and is a father to his daughters Kimberly and Kristen, as well as a proud grandfather.



Wilkin & Guttenplan, P.C. Named Best Places to Work in New Jersey by NJBIZ

Wilkin & Guttenplan, P.C. is excited to share that we have once again been named one of the Best Places to Work in New Jersey by *NJBIZ* and the Best Companies Group for 2017! We are very proud to have received this award for the last twelve years in a row. This award identifies, recognizes, and honors the top places of employment that benefit the state's economy, workforce, and businesses by focusing on their employees' growth and quality of life.

Tricia Romano inducted into the Order of the Engineer

Lockatong Engineering is proud to announce that Tricia Romano was inducted into the Order of the Engineer at a ceremony at the Annual Conference of the National Academy of Building Inspection Engineers (NABIE) in Orlando, FL, on February 11, 2017. The Order of the Engineer was initiated to foster a spirit of pride and responsibility in the engineering professional, bridge the gap between training and experience, and present to the public a visible symbol identifying the engineer. Ms. Romano, Senior Project Engineer at Lockatong and a NABIE Board Member, was honored to be included in this prestigious group of engineers.



Tricia Romano

CONTINUES ON PAGE 16

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CHAPTER TRENDS...

from page 14.

Matthew Collins, Esq. Joins Stark & Stark

The law firm of Stark & Stark has hired a new lateral Shareholder, Matthew Collins, Esq., to the firm's Center City, Philadelphia office. Formerly of Hladik, Onorato & Federman, LLP, Mr. Collins will focus his practice in the areas of community associations and construction litigation. He brings a wealth of experience practicing law in the realm of community associations, construction litigation, and general litigation across all of Pennsylvania.

"We are excited to welcome Matt to the team," said Christopher Florio, Esq., Shareholder and Chair of Stark & Stark's Community Associations practice. "As we look



Matthew Collins

to expand our practice further into Philadelphia and its surrounding counties, having Matt's knowledge and experience in Pennsylvania will provide our clients with additional resources and the legal acumen they have come to know and expect from our firm."

Robert Arnone Receives CPM

Robert Arnone managing member of RCA Management received the CPM®

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Robert Arnone, CPM



Chapter Trends Editorial Guidelines

- All submissions must come from and be about:
 - A member of CAI-NJ (Manager, Management Company, Board Member, Business Partner or Business Partner Employee) in good standing.
- Companies/Communities are permitted four (4) announcements per calendar year.
- Submissions are limited to 150 words.
 - Members are responsible to condense the information appropriately, as CAI-NJ will not do so. Any submissions over 150 words will not be published.
- Submissions may include (1) image.
- Submissions should not be advertorial in nature.

Please note, CAI-NJ reserves the right to edit any submissions. The chapter reserves the right to omit information as necessary. CAI-NJ has the exclusive right to refuse to publish any submissions for any reason.

For questions regarding the Chapter Trends section of *Community Trends*®, please contact jaclyn@cainj.org or 609-588-0030.



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Political Action Committee

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Questions? Contact Jaclyn Olszewski at (609) 588-0030
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GETTING THE MOST BANG FOR YOUR BUCK:

Efficiently and Effectively Using Association Legal Counsel in the Collection Process

By Loren Rosenberg Lightman, Esq.
Hill Wallack LLP

As community associations continue to grapple with the ongoing struggle of collecting past due amounts owed on owner accounts, the question of when and how to resort to association counsel continues to loom over boards and managers. After all, while the fees and costs incurred during the collection process are assessed to owner accounts, the reality is that associations do not always recoup all of those charges – some or all of which must ultimately be written off as bad debt. Those losses are then absorbed by the remaining owners by way of increased assessments or by adjust-

ments to an association's budget. So the question is: when does it pay to resort to counsel and pursue account arrearages and when should an association cut its losses and/or take matters into its own hands to collect?

At the outset, one of the easiest and most valuable, cost-effective contributions counsel can make is to assist the association in drafting and adopting a resolution setting forth a clear and concise collection policy. This policy should include specific timelines for when and at what point unpaid accounts will be sent to counsel (and thus incurring additional fees), how communications with delinquent owners will be handled and how payments will be applied to the remaining unpaid balances. Having a clear, stated policy in place will provide consistency to the current board as well as to future boards and will place the owners on notice as to what additional charges may be incurred as a result of missed or delayed payments. Once adopted, the policy should be effectively communicated to all owners (and provided with other relevant information to new owners upon taking title to a unit) so that they are aware of their responsibilities going forward.

One key element of a successful collection practice is the referral of unpaid accounts to legal counsel as early in the process as is practicable. Delaying the referral of an account can render it more difficult for the association to collect, which is also likely to reduce the options available to recoup the unpaid balance without expending additional (and sometimes uncollectable) legal fees. An early referral will allow counsel to consider a greater number and variety of collection actions and leave an association with options to take action before other intervening events, such as a bankruptcy filing or a mortgage foreclosure. Every collection matter varies in scope and nature.

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BANG FOR YOUR BUCK...

from page 18.

Therefore, in order to attempt to collect unpaid amounts, it is important to seek advice from counsel as to the steps an association may employ. To the extent that is possible, this should be done in a timely manner.

With that said, another element of a productive and efficient collection process is early communication with the non-paying unit owner. Again, there is the question of how, and even whether, to utilize the services of association counsel or whether other association representatives should initiate communications. However, this question is not as straight-forward as a consideration of costs – there is also the potential impact of the federal Fair Debt Collection Practices Act (the “FDCPA”), 15 U.S.C. § 1692 *et seq.* A key element of the FDCPA pertains to the question of who is a “debt collector” for purposes of the FDCPA, which defines that term in part as:

[A]ny person who uses any instrumentality of interstate commerce or the mails in any business the principal purpose of which is the collection of any debts, or who regularly collects or attempts to collect, directly or indirectly, debts owed or due or asserted to be owed or due another.

[15 U.S.C. § 1692a(6).]

The term “debt collector” as further stated by the FDCPA does not include:

[A]ny officer or employee of a creditor while, in the name of the creditor, collecting debts for such creditor[.]

[15 U.S.C. § 1692a(6)(A).]

CONTINUES ON PAGE 22

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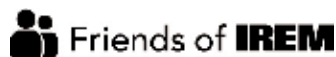


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BANG FOR YOUR BUCK...
from page 20.

The FDCPA applies only to debt collectors, so it must be determined whether an entity fills that role. As professional debt collectors, attorneys and law firms that handle collection matters are considered debt collectors and are bound by the restrictions of the FDCPA, and thus communications between delinquent unit owners and

*Associations should seek
advice from their own
counsel as to the potential
of having other
representatives of the
community speak with
unit owners whose
accounts are in
arrears early in
the process.*

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legal counsel are likely to be more formal in nature. Associations should seek advice from their own counsel as to the potential of having other representatives of the community speak with unit owners whose accounts are in arrears early in the process. Early communication serves a dual purpose of working toward early resolution of matters that can be resolved amicably

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Using Technology as My Hammer

By Robert Arnone, CMCA, AMS, CPM®,
RCA Management, LLC



"The most successful communities are those that can think, plan, and put their ideas into action."

When cutting the ribbon on a new development, the expectations are that, with new materials and construction, the shine will last into the foreseeable future. But, just like any home, whether old or new, if you don't dust the corners and tighten the screws on a regular basis, the natural wear will become evident.

How often have we forgotten our keys or some other items when walking out the door? The most successful companies can attribute part of their successes to organization. Apple is a company that is recognized for its organization. They have a history of making their ideas become a reality and changing the landscape of technology. The most successful communities are those that can think, plan, and put their ideas into action. Whether it is daily repair, weekly maintenance, monthly preventative measures, or the next capital project. So, how do we, as property managers, give our operations managers and maintenance staff the tools to put these plans in action?

In the world of the property life cycle, after the building stage, comes occupancy, maintenance and repair. With so much emphasis going into the build stage of a sprawling community or high-rise condominium, the longest phase of a building life cycle, the operations and maintenance of the property, is sometimes ignored. Consider a university endowment. An endowment's resources grow to the point that the university decides to build another wing or school of study. As mentioned in the Facility Management Handbook, by Kathy Roper and Richard Payant: "no one ever endowed an operations or maintenance contract," all the money goes into the build stage, but there is often neglect in the maintenance of the property.

Not all of us are fortunate enough to be involved with the planning and construction of a community, from the location of washing machines, to the installation of HVAC systems. Imagine being a fly on the wall during this meticulous planning process. If you think of the investment made

in the building process, why should there not be an equal investment in the preservation? A hammer is only as good as the nail that is used. As property managers, there are many tools available to help manage the daily tasks of a community. Gone are the days of folding pieces of paper reminders, sticky notes, mental notes, or dare it be said, notebooks with scribbles. Welcomed are the days of technology, with central databases keeping track for property managers, and friendly tools for operation managers, supervisors, maintenance, and custodial staff. Not only does technology keep a staff well organized, with projects completed and those in motion, it allows a property manager to report to the community's board with a progress timeline, com-

CONTINUES ON PAGE 26

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HAMMER...

from page 25.

plete with pictures, time on the job, and future tasks for a project to be complete.

If you have ever seen an artist stroke a brush, or a pianist gracefully rolling their fingers over the keys, they can make it look so easy. The back-office operations of a property management company can be explained in many different fashions. The most successful property management companies will make these daily tasks look easy, but it comes from internal preparation and providing their staff with the tools to think, plan, and put the ideas of their communities into action. A property management company must make the decision of whether they will invest in the resources needed to make this technology available for their communities. These expenses can be defined as not only the cost to maintain the software, which is typically expensed per community, per door; but also, the training for staff to use the software. A condominium association, homeowners association, or co-op, has invested in the management company by signing an agreement which includes a full faith effort on the part of the management company to fulfill the promises expected of them. This includes managing the operations of the community in an efficient manner. Property managers should take the initiative to provide their operations managers and maintenance staff with the tools to succeed. Using technology as your hammer will empower the facility and operation managers of your communities. ■



TUESDAY, JUNE 27, 2017

Forsgate Country Club

REGISTRATION, LUNCH & CONTESTS: 11:00AM
GROUP PHOTO: 12:00PM
GOLF PRO ANNOUNCEMENTS: 12:15PM

SHOTGUN START: 12:45PM
COCKTAILS & HORS D'OEUVRES: 6:00PM
DINNER & AWARDS: 7:00PM

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Dinner Only Registration Form

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DRONE TECHNOLOGY

By Adam Frumkin,
Kipcon, Inc.



Courtesy CAI-NJ

The future of cost efficient and superior quality engineering has arrived. It's not every day that industry changing technology comes along providing enhanced quality and speed while remaining cost-effective. Drone technology is that phenomenon.

Drones, also called unmanned aerial vehicles (UAVs), are exactly what the name implies; miniature flying copters that are controlled by a pilot from the safety of the ground. Most may associate these high-tech machines with modern military operations in which it is either too dangerous, costly, or even impossible to send humans in their place; but what about commercial industries that encounter the same problem? As more and more communities are introducing drone policies regarding recreational drone use, they should also be aware of the benefits that this same technology can offer when applied correctly.

Drones are flying into commercial industries all across the world, most notably professional engineering services for your communities. Equipped with high quality 4K cameras, drones are now the eyes of the engineer. These eyes can be placed virtually anywhere. Building and pavement inspections, remediation and repair projects, site planning and topographic surveying are all among the services that are currently being performed using drones. Only a handful of engineering firms are offering these cutting-edge solutions because not every firm has the knowledge or ability to effectively utilize the vastly

different drone, camera and software technologies that are available. Additionally, FAA (Federal Aviation Administration) regulations require certification of commercial drone operators. Although some communities may be hesitant to accept this new flying technology, these FAA regulations ensure that all operations are safe, professional and in conformance with the law. Plus, the value offered by drone technology services is just too good to pass up.

Building Inspections

Roofs

In almost every case without drones, roof inspections require the engineer to either observe from ground level, from a ladder or physically walk the roof. Often, the roofs

CONTINUES ON PAGE 30



Courtesy CAI-NJ



Prolong Pond Dredging and Save Your Community Money.



Even with proactive management, all stormwater ponds will eventually become impaired due to accumulated sediment as a result of runoff. Dredging is an option, but is often the largest single expenditure a community will face. So, when the time does come to remove sediment from your lake or pond, consider hydro-raking as an effective, environmentally-friendly and economical alternative.

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DRONES...

from page 28.

are both steep and plentiful. In order to get on the roof, the association will usually need to hire a maintenance professional or contractor to provide a ladder. The amount of time it takes to walk every single roof in a community racks up costs quickly, while safety risks pose a huge liability issue. Due to time and physical limitations, it is unlikely that the engineer will be able to observe every single portion of the roofs. This is especially true for complex roofs with intricate architecture. As a result, the quality of inspection is limited.

In a few hours, a drone can fly an entire community while taking high quality pictures and videos, allowing the engineer to analyze the results from the ground or the office. This can be accomplished in two ways:

1. From hundreds of feet in the air in order to create a detailed aerial map of the community. This is often the course of action for larger communities with ten or more roofs. The end product is a 3D model of the community in which the condition of each roof is clearly visible and annotated. This map can even be used to create accurate specification plans if repair or replacement is required. This process is also used for site inspections, as the map is a single file that shows the conditions and elevations of the entire community; not just the roofs.

2. From close proximity to the structure, which may be more beneficial and cost effective when a

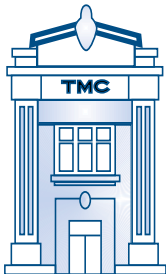
CONTINUES ON PAGE 32



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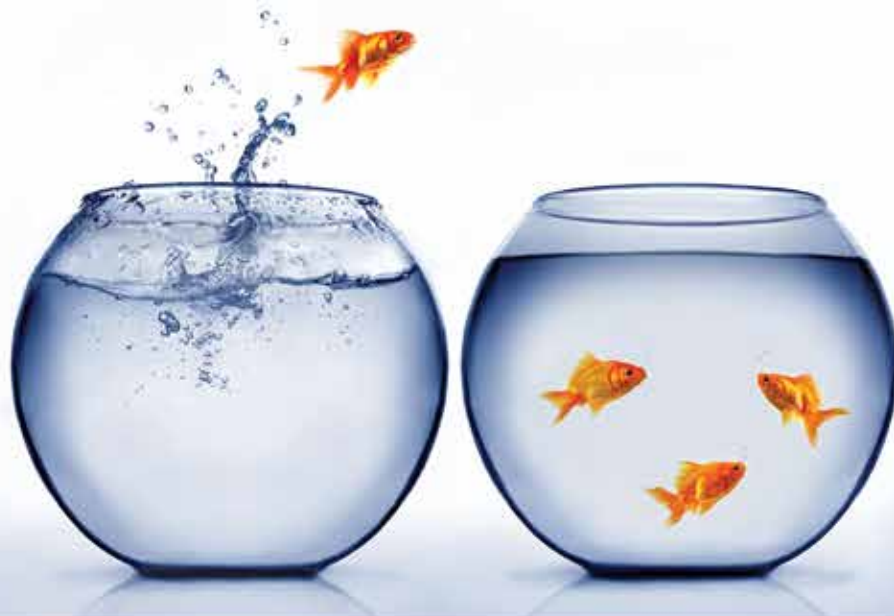


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DRONES...

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specific area is in question or just a few roofs require inspection. This technique is particularly useful for roofs with complicated designs and otherwise hard to reach areas.

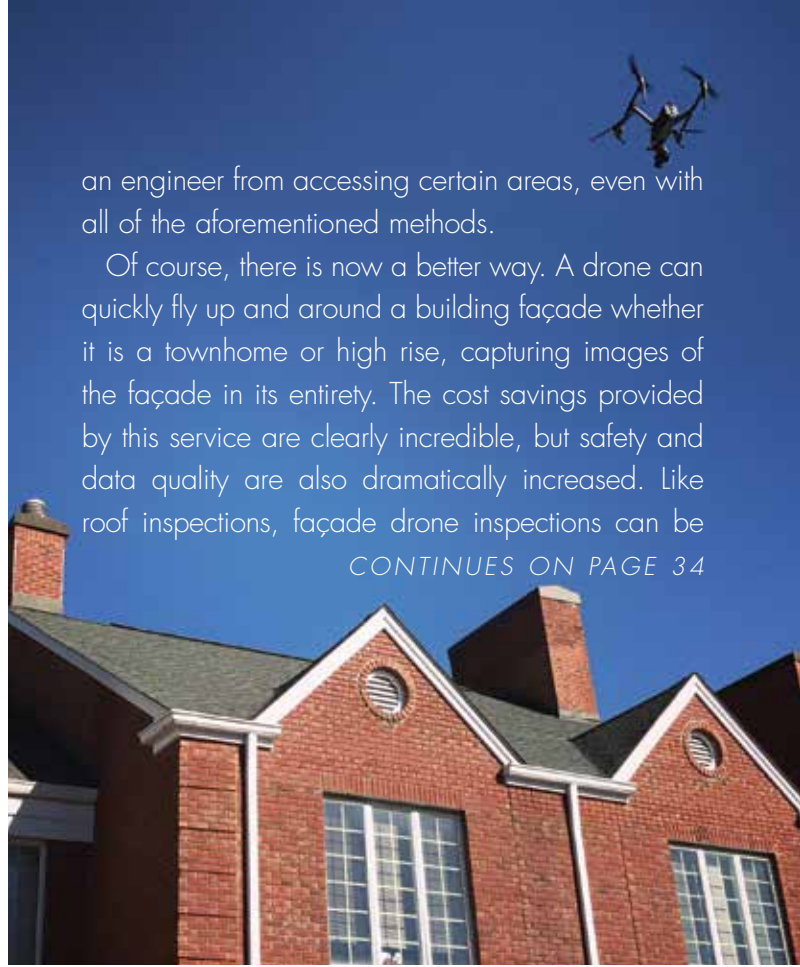
Facades

Facade inspections with drones offer similar value as with roof inspections; time, cost and safety benefits without the use of ladders. However, the value continues to increase based on the building height. At a certain point, often above three stories, a building gets tall enough that ground level inspections are no longer effective and ladder inspections are too dangerous. In this case, scaffolds, lifts and harnesses must be used. The cost of scaffolding tall structures is immense, and the safety risks are off the charts. This leaves building owners hesitant to inspect their facades. In some cases, owners even wait for the windows to be cleaned to perform inspections. Additionally, there are situations where complex architecture physically limits

an engineer from accessing certain areas, even with all of the aforementioned methods.

Of course, there is now a better way. A drone can quickly fly up and around a building façade whether it is a townhome or high rise, capturing images of the façade in its entirety. The cost savings provided by this service are clearly incredible, but safety and data quality are also dramatically increased. Like roof inspections, façade drone inspections can be

CONTINUES ON PAGE 34



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DRONES...

from page 32.

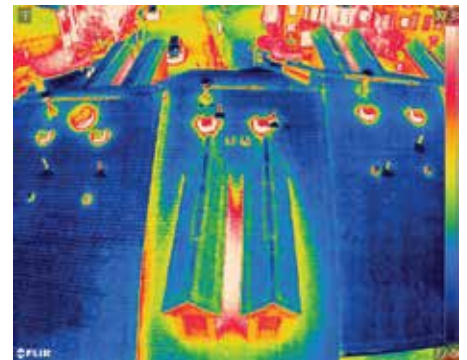
1. By spiraling around the building from a distance in order to create a detailed 3D model of the structure. This may be done for general inspections of tall buildings so

that the engineer can spend time analyzing the structure from the office rather than the field. Such a 3D model can also be used to create accurate specification plans for repair or replacement projects, and is simply a good piece of data to keep archived.

2. By getting within a few feet of the façade, which allows the engineer to instantly observe problem areas or hard to reach nooks and crannies that otherwise may be completely unobservable.

Moisture Testing

Another amazing advantage of drone technology is the use of thermographic imaging to detect water infiltration in both roofs and facades. Thermal cameras show temperature differentials in certain areas and can easily be attached to the bottom of a drone. Typically, if there is a leak or suspected water damage, an engineer will need to try and determine



Courtesy CAI-NJ

exactly where the water is located. The most common practice is to insert moisture probes into suspicious or even random areas to test the moisture levels of the underlying materials. Not only is this technique a "guess and check" style method, but it only shows the moisture level in a tiny specific area about a centimeter in diameter. In order to truly assess the area of the water infiltration and potential damage, the building exterior material must be removed. Talk about invasive and costly. Using the drone's thermal technology, a quick flyby can show the engineer exactly which areas contain water, and in turn, which areas

CONTINUES ON PAGE 64

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The Case for **BOARD LEADERSHIP EDUCATION** A Board Member's Tale

By Steve Kroll, CAVL
Fairways at Livingston

When discussing what makes a great leader, a question often arises: Are some people just born great leaders with little need for training or can people be trained to become great leaders? While it is true there are individuals who seem to have innate leadership qualities already with them when they step into responsible positions, the majority of us could benefit immensely from leadership training in the particular field that we are expected to be effective leaders.

As board members and homeowner leaders, we are on the forefront of handling issues impacting our communities. The residents of our communities look to us for leadership on matters of importance and to provide wise stewardship on behalf of the community association. Like some medieval knight out of J.R.R. Tolkien's world, a board member is on an inner quest to prove their worthiness, but not quite sure how to achieve it.

In responding to that critical need for board members of common interest communities to acquire solid leadership skills, Community Associations Institute provides to members a free one day Board Leadership Development Workshop for the chapters to conduct, on behalf of board members seeking to become more professional in their leadership role.

I was fortunate enough to attend the New Jersey chapter's CAI Board Leadership Development Workshop last summer at the CAI-NJ headquarters. The high demand for the workshop was quite evident, because it was a full house. A few late subscribers gained admission only on the promise by those assembled that we would all become great leaders! With that oath, the board member training began.

The BLD workshop was well organized and ran smoothly during the whole day. There were five subject modules covered with three different industry experts leading them. The five modules were: 1) Governing Documents and Roles & Responsibilities; 2) Communications, Meetings,

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CONTINUES ON PAGE 38

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- Module 1: Governing Documents and Roles & Responsibilities
- Module 2: Communications, Meetings and Volunteerism
- Module 3: Fundamentals of Financial Management
- Module 4: Professional Advisors and Service Providers
- Module 5: Association Rules and Conflict Resolution

COURSE MATERIALS

The workshop includes a toolbox of support materials:

- The Board Member Toolkit, a best-selling book from CAI Press
- The Board Member Toolkit Workbook
- Brochures and publications, such as The Homeowner & The Community Association
- A copy of CAI's award-winning Common Ground™ magazine
- In addition to a toolbox of support materials, each student receives a certificate of completion and recognition on the CAI website.

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BOARD EDUCATION...

from page 36.

and Volunteerism; 3) Fundamentals of Financial Management; 4) Professional Advisors and Service Providers; and 5) Association Rules and Conflict Resolution. These modules were selected very carefully to ensure that the critical aspects of governing community associations were covered. While the attendees had various levels of experience as board members, ranging from the newly crowned to those who proudly displayed scars from past battles, the workshop was conducted in a way that benefitted all participants.

The BLD workshop handouts were: 1) The Board Member Toolkit; 2) The Board Member Toolkit Workbook; 3) Financial Statement Examples; 4) Community Association Leadership: A Guide for Volunteers; 5) Managing & Governing: How Community Associations Function; and 6) From Good to Great: Principles for Community Association Success. The workshop was designed to follow the Board Member Toolkit and the associated workbook. This approach kept the workshop focused and allowed participants to easily follow along as we transitioned from one subject to another. The other training material was meant for candle light reading during challenging times, especially the inspiring "From Good to Great."

By having extremely knowledgeable instructors with many years of experience in their fields, the sessions lent themselves to many attendee questions coupled with informative answers plus terrific exchanges among participants eager to share their board experienc-

es. From my viewpoint, there is nothing better than being in a room with incredibly knowledgeable experts in community association issues along with other board members willing to share their experiences in community governance. The BLD workshop is one of the most effective ways to cover critical subject areas necessary to being an effective leader among your community's residents. I highly recommend that all board members and homeowner leaders attend the next BLD workshop, taking place on Thursday, June 8, 2017.

While the BLD workshop is an intense one-day training in community association matters, CAI-NJ offers several other CAI member-free opportunities for board members and

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- June: Senior Summit (Due May 3rd)
- July: Budgeting and Reserves (Due June 3rd)
- August: Emergency Preparedness (Due July 3rd)
- September: LAC
- October: Conference & Expo
- November: What's New (Due Oct. 3rd)
- December: Looking Forward to 2018 (Due Nov 3rd)

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BOARD EDUCATION...

from page 39.

homeowner leaders to participate in throughout the year.

There is the CAHNJ lecture series on current topics impacting community associations, during which an industry expert presents a topic with a Q&A session following. As the lecture topics are typically selected because they feature new issues that are or will impact community associations, they are a great opportunity for board members to hear about the latest developments that industry experts are bringing to our attention.

The annual Senior Summit to be held on July 13th this year is the perfect venue to attend right after the BLD workshop. I found that the interactions in the workshop prompted more questions. I was eager to attend this event to ask those questions of a panel of industry experts, as were many of the attendees there. A hearty breakfast with strong coffee is provided to those who seek knowledge.

The Roundtable Forum to be held on September 7th this year is a casual evening event during which industry experts discuss over a dinner feast topics that are important to board members. Like the knights of the roundtable, board members circulate among different tables to hear from the different field experts. It's an informal and light format that allows attendees to ingest "food for thought."

The Annual CAHNJ Conference and Expo to be held on October 18th is another informal educational opportunity for board members to attend presentations by industry experts as

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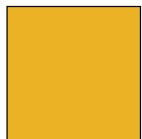
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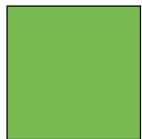
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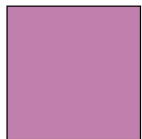
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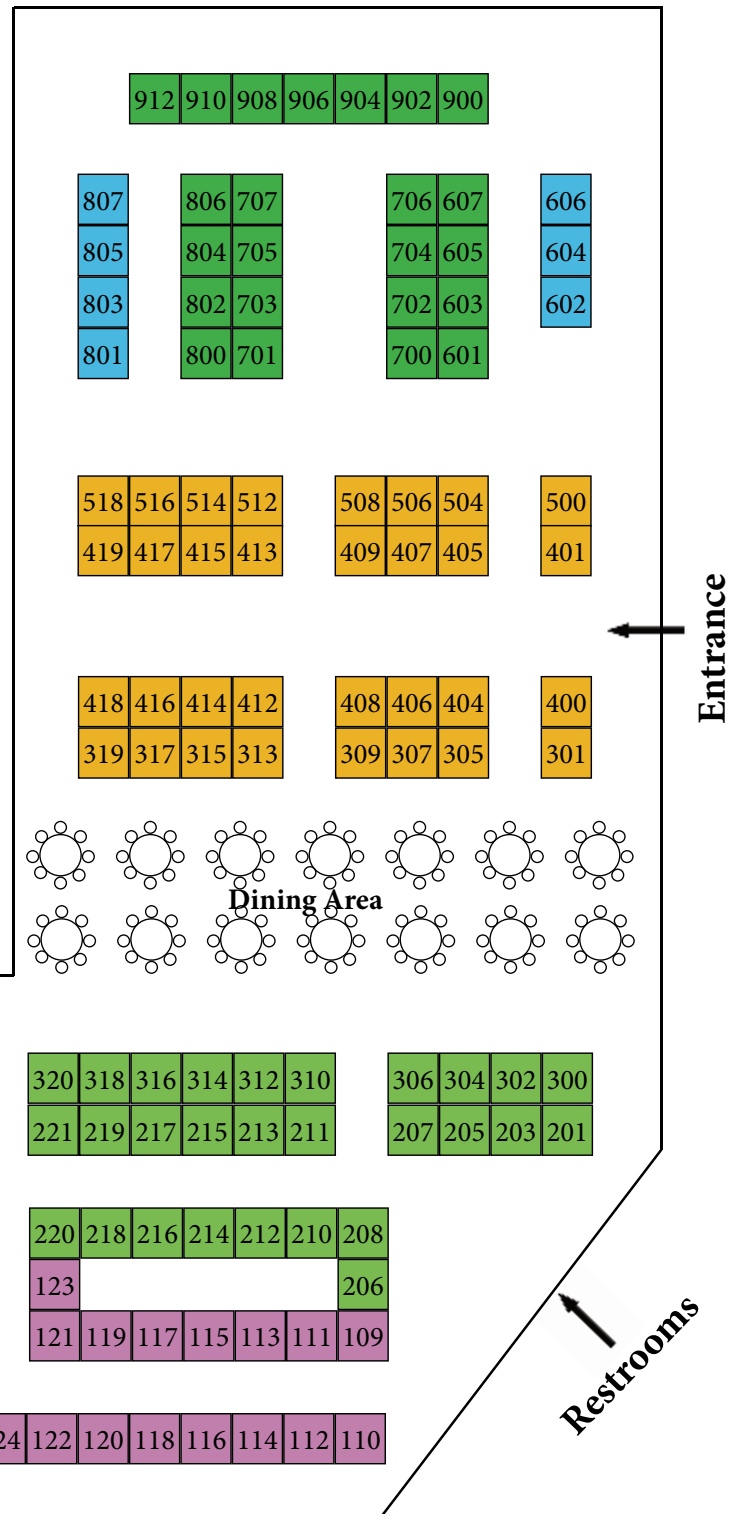
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Exhibit Space: Exhibit booths are 10' x 10'. The exhibit fee includes, carpeting (1) 8' high back wall drape, (1) 3' high side rail drape, (1) one 6"x30" high draped table, (2) two upholstered chairs, (1) 7" x 44" single line company name sign, (1) wastebasket and one (1) breakfast/lunch. One authorized representative will be permitted at each space. There will be a \$25.00 charge for each additional representative, with no maximum. Note: Exhibitor agrees to have exhibits completely set up by 5:00 p.m. on Tuesday, October 17, 2017. Exhibit set-up will not be permitted on Wednesday, October 18, 2017. Tradeshow hours of operation are from 10:00 a.m. to 3:00 p.m. on Wednesday, October 18, 2017. Exhibitors agree to have their booths staffed during all hours of operation. In addition, exhibitors agree not to begin the dismantling of their exhibits before 3:00 p.m. and have their booth space vacated no later than 5:00 p.m. on the day of the tradeshow. Any infraction of this agreement could result in penalties, termination of your contract and denial of future exhibition rights.

Exhibits may not protrude, under any circumstances, beyond the space allotted or interfere in any way with traffic to the exhibits of others. All displays must be fully contained within the designated exhibit space and may not obstruct other exhibits. Any activities beyond the normal scope of exhibiting must be pre-approved by CAI-NJ. Failure to do so can lead to further sanctions imposed by CAI-NJ up to and including immediate termination of contract without a refund. Exhibitors shall assume all liability without limitation for any unapproved activity in conjunction with this Conference & Expo.

Use of Space: No exhibitor may sublet, assign or apportion any portion of the allotted space, nor represent, advertise or distribute literature for the products or services of any other firm, organization or individual, except as approved in advance by CAI-NJ. The purpose of the Conference & Expo is to inform and educate its attendees regarding the characteristics and uses of exhibitors' products and/or services. Exhibitors cannot solicit conference attendees or other exhibitors, outside of their assigned exhibit space.

Cancellation Policy: Cancellation of any portion of this application by the exhibitor will be accepted only at the discretion of CAI-NJ and then, only based upon the following refund schedule:

Notice of cancellation by Monday, September 18, 2017: Refund 50% of Booth Fee.

Notice of cancellation after Monday, September 18, 2017: No Refund.

CAI-NJ may charge an administrative fee of \$250.00 for any booth that is cancelled and has the right to any liquidated damages resulting from the cancellation of a booth.

Restrictions: CAI-NJ reserves the right to restrict exhibits which, because of noise, method of operation or any other reason, violate these regulations & conditions, become objectionable, or otherwise detract from, or are not in keeping with the character of the exposition as a whole. CAI-NJ may stop installation, or request removal or discontinuance of any exhibit or promotion of which, if continued, departs from a design description given advance approval, or from the descriptions given herein. In the event of such restriction, removal or discontinuance, CAI-NJ is not liable for any refund of rental, other expenses or other damages.

Advertising, displays, demonstrations, conferences, entertainments and convention registrants in the interest of business are not permitted, except by firms which have rented space, or are recognized sponsors of the Conference & Expo.

Samples & Souvenirs: Distribution of samples and souvenirs in a restrained fashion is permitted, provided that there is no interference with other exhibits or aisle movement, and that the samples and souvenirs pertain to, or contribute to the exhibits of the conference. CAI-NJ may withdraw permission to distribute souvenirs, advertising or other materials it considers objectionable, or which violate the rules of the exhibition hall.

Care of Premises: No part of an exhibit or sign, or other materials may be taped, pasted, or nailed or otherwise affixed to walls, doors or other surfaces in a way that might mar or deface, even temporarily, the exhibit area premises or booth equipment or furnishings. The cost of repair for damage from failure to observe this cautionary notice is payable solely by the exhibitor.

Fire Regulations: Booth decorations and exhibit construction must conform to the fire regulations of the exhibit hall and hotel. Combustible, flammable or explosive material may not be used. Cloth or other flammable materials must be flame proofed. Packing containers, excelsior, wrappings and similar materials must be removed entirely from the exhibit area and may not be stored behind exhibits or under tables.

Liability & Insurance: CAI-NJ, its sponsors, co-sponsors and agents assume no liability whatsoever for loss or damage, through any cause, of goods, exhibits or other materials owned, rented or leased by the exhibitor. Exhibitors have the sole and exclusive responsibility to arrange for performance license for copyrighted music to be used at booths. If insurance is desired, it must be obtained by the exhibitor. The exhibitor shall indemnify CAI-NJ, its sponsors, co-sponsors and their agents against, and hold harmless from, any complaints, suits or liabilities resulting from negligence in connection with the exhibitor's space and participation in the expo.

Interpretation & Enforcement: These Regulations & Conditions become part of the contract between the exhibitor and CAI-NJ. All matters in question, not covered by these Regulations & Conditions, are subject to the decision of CAI-NJ and all decisions so made shall be binding on all parties affected by them as in the case of the original Regulations & Conditions. Authority to enforce these Regulations & Conditions during the Expo is vested in the President of CAI-NJ and/or the Executive Director of CAI-NJ, or their authorized agent. CAI-NJ shall have the right to pursue all rights and remedies that may be available to it under the law, including, without limitation, the termination of the exhibitor's privilege to exhibit in the future. In the event of a dispute arising under this contract, the exhibitor shall be liable for reasonable costs and attorneys fees incurred by the CAI-NJ in a reasonable attempt to settle, arbitrate or litigate the dispute. CAI-NJ retains the right to enforce all regulations and conditions regardless of non-enforcement of said violations at the current or prior CAI-NJ Conference & Expos.

CAI-NJ shall not be liable for failure to perform its obligations under this contract due to strikes, acts of God, or any cause beyond its control, or for any other claims or damages arising directly or indirectly out of this contract including enforcement hereof. CAI-NJ will not be liable for damages relating to the non-performance of any exhibitor.

Payments: Your payment for exhibit space, as well as any additional representatives, is due in full upon completion and return of this registration form and contract. If payment in full is not received by CAI-NJ, then CAI-NJ reserves the right to sell the exhibit space to other interested parties at any time. In addition, CAI-NJ reserves the right to refuse to allow an exhibitor to participate in the present or future CAI-NJ Conference & Expos. If exhibitor registers and pays for a booth at the member rate but allows their membership to lapse without renewing, then the exhibitor can be charged the difference between the member and non-member rate.

Private Party Policy: All hospitality suites and hosted events must be reserved and paid for through CAI-NJ. Hospitality suites and hosted events are not permitted during official conference activities. Non-exhibiting companies are not permitted to host events the evening before or the day of the official conference.

Mentions in Conference on-site program and other marketing materials cannot be fulfilled for sponsors whose contracts are signed after deadline dates.

CAI-NJ Policies: CAI-NJ has a no-tolerance policy regarding "suitcasing," which describes the practice of non-exhibiting companies or individuals soliciting sales and leads on the tradeshow floor, in the aisles, or in the lobbies, and/or representing their services or soliciting conference participants for conflicting social activities. Violators of this policy will be ejected from the show and charged the single-booth rate, which must be paid prior to registering as an attendee, exhibitor, or sponsor at any future CAI-NJ programs. CAI-NJ reserves the right to reject any individual or entity's registration at anytime. CAI-NJ will not be responsible for any/all notification and distribution of exhibitor's door prizes. Except for emergency and scheduling announcements, no commercial announcements will be made.

Terms: The terms of this contract are agreed upon and binding upon the company via the signature of the authorized company representative and are non-negotiable.

Signature _____
(Authorized Company Representative)

Print Name _____
(Authorized Company Representative)

Title: _____
PLEASE SIGN & RETURN

Date: _____ Booth # _____

(For CAI-NJ Use Only):

EXP: _____



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Company Name: _____

Address: _____

City/State/Zip: _____

Telephone: () _____ Fax: () _____

E-mail: _____ Website: _____

Authorized Company Representative (Complimentary, included with booth): 1. _____

Please list the name, company and designations of all attendees. (Example: John Smith, AMS, CMCA, PCAM, Conference & Expo Property Management) Attach additional forms if necessary. The cost of each additional booth representative is \$25.00. Ultimate Partners receive unlimited booth representatives at no charge.

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Payment by Check

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Please note: CAI-NJ only reviews CAI designations, certifications, and accreditations for validity and current status. Registrants are advised that each individual company is solely responsible for the content they provide on registration forms including all designations, certifications, accreditations and licenses by the company or the individual employee. Concerns about the validity of non-CAI designations, certifications, accreditations, and licenses should be directed to the specific company or individual in question. Removal of designations, certifications, accreditations, and licenses by CAI-NJ will only take place upon the submission of a letter written by the official credentialing and/or licensing body to CAI-NJ. CAI-NJ advises that for training, marketing or other purposes, the Conference & Expo may be recorded, videotaped and/or photographed. By attending this event, I consent to the use of my image by CAI-NJ and agree to waive any claim for the use of my image, including without limitation, the appropriation of my image for commercial purposes or the invasion of my privacy.



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Thar She Blows

By Robert N. Roop, P.E.
Lockatong Engineering, Inc.

Sorry, this is not a Herman Melville tale, but something of more importance to landlubbers than to seamen.

Roofs, no matter where, what type, or the use of the building beneath them, have several things in common. Most importantly, roofs are expected to provide water protection and keep the interior dry. But a roof can only accomplish that mission if it can stand up to assault by winds.

New Jersey coastal areas can be subjected to hurricane-force winds. Consulting the building codes and wind speed maps shows that design wind speeds can be up to 115 miles per hour all along the shore. It is not just hurricanes that are a concern. Nor'easters can develop hurricane-force winds, and even thunderstorms can be dangerous.

Let's look at how winds develop the forces that can be destructive. When winds pass over a building, they act on the roof much like air passing over an airplane wing. A negative air pressure develops that effectively tries to lift the wing or the roof surface. Good if you are traveling by air, not so good if your roof is not designed for high-lift forces.

Several factors determine how strong the wind forces can be. The factor to consider first is wind speed. The higher the wind speed, the greater the force. In

fact, the force increases rapidly with wind speed – a doubling of speed results in four times the force. The second factor is building height. Taller buildings equal higher forces for the same wind speed. Finally, terrain can have an impact on wind uplift force. A long unobstructed path for the wind to take as it approaches a building also causes higher wind uplift forces. American Society of Civil Engineers ("ASCE") terrain category "B," defined as urban, suburban, wooded areas with structures closely spaced having the size of single family dwellings or greater, offers the best protection. At the other end of the range is category "D," consisting of flat unobstructed approaches. Being on the shore is the worst. Building dimension and roof slope are also factors that influence wind-developed forces.

Fortunately, significant research has been done that allows us to calculate wind-generated forces on buildings so that we can design wind-resistant roofs. The American Society of Civil Engineers has developed ASCE-7 which defines the minimum design loads for building and how to determine loads, including wind loads. The recommended methodology for calculating wind forces takes into account all of the factors noted above.

Now, let's see how high those forces can be.

CONTINUES ON PAGE 50

"New Jersey coastal areas can be subjected to hurricane-force winds."

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THAR SHE BLOWS...

from page 48.

A condominium at the shore can easily be 100 feet high, exposed to 115 mph design wind speed, and have an unobstructed terrain. In the middle or "field" of the roof, uplift forces are calculated at 92 pounds per square foot for a typical size building. It sounds astonishing, but it gets worse. At the perimeter and corners of the roof, uplift is 135 and 178 pounds per square foot, respectively. Drop the wind speed to 85 miles per hour and "field" uplift forces drop to 51 pounds per square foot. Still significant, 85 mph speeds are expected to occur with much higher frequency than the 115 mph design condition.

Sometimes what fails in a wind event is not the roof itself, but the

edge or parapet. A parapet is that shallow wall at the roof edge, often with a metal cap. The parapet can be part of the exterior wall or fastened to the wall with bolts extending down into the wall. That connection is critical. Remember the example building above, where uplift forces were calculated at 135 pounds per square foot at the perimeter? If that parapet or edge fails, wind will get under the roofing membrane. The combination of uplift on the top and pressure on the underside of a roofing membrane can tear it off in minutes, leaving the interior exposed to the rain that almost always accompanies the wind.

For a condominium or homeowners association, the way to protect you from a wind disaster is simple. First, a design professional, like a professional engineer, can specify the type of

"A condominium at the shore can easily be 100 feet high, exposed to 115 mph design wind speed..."

roof and details of its installation needed to withstand the conditions expected at your location and the exact roof type and height of your building. The specification should take into account the most recent building codes. One recent change in roofing is the elimination of "ballast" or a layer of stones to weigh down a membrane in high-wind environments. Those ballast stones can become projectiles in a high wind and are no longer allowed in high wind areas. For those considering adding solar panels to a

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roof, now is the time to design for that improvement.

Manufacturers, too, have been proactive in developing membranes, fastening systems, adhesives, metal drip edge and parapet cap systems that can withstand Florida design wind speeds, let alone wind speeds in New Jersey.

Once an engineer has specified a roofing system for your project, it is important to get competitive bids, making it clear that a manufacturer's warranty (not just the roofing contractor's warranty) will be required. Amazingly, we have seen roof warranties for properties right on the beach with exclusions for wind damage. Usually, the manufacturer's quality control representative will inspect the job in order for the warranty to be issued.

Don't wait for an inspection at the end of the project. During construction, starting at tear-off of the old roof, engage the professional engineer to perform inspections. He or she can inspect for condition of the parapet and edge to be fastened to the building, condition of the sheathing or roof deck to accept the new roof assembly, and other conditions to make sure the roof will be properly installed from the bottom up. Other inspections will confirm that the materials and fastening systems are installed properly.

Finally, make sure any punch list is satisfactorily completed and the warranty from the manufacturer is in hand before releasing final payment to the contractor. ■

Robert N. Roop is a Professional Engineer with over 40 years of experience in providing engineering services. He is responsible for the process and execution of all engineering projects at Lockatong Engineering. The firm's focus is comprehensive investigations and design of buildings and associated property.



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NJ CLEAN ENERGY PROGRAM:

Save Energy, Save Money, and Get Paid To Do It

By Ben Rosenzweig,
Energy Squared, LLC

Executing energy efficiency projects can be expensive. High efficiency equipment costs more than standard efficiency equipment, construction takes time and costs money, and sometimes it just doesn't seem worth it. Wouldn't it be nice if you could execute an energy efficient project and get paid to do it? The New Jersey Clean Energy Program (NJCEP) is here to help. The NJCEP has a multitude of energy efficiency project incentive and rebate programs which are available to subsidize the costs of executing energy efficiency projects. Large or small, there is always something to be recovered.

The NJCEP currently offers the following major programs, which are all available to qualifying customers for a variety of energy efficiency projects:

Pay for Performance (P4P)

P4P is a holistic building savings program for new construction and existing buildings with an annual peak demand of 200 kW or more. With a maximum available incentive of \$2 million per project, the P4P program offers the highest incentive of any NJCEP program currently available to most customers. In order to qualify for P4P, your energy efficiency project must yield 15% or higher source energy savings, and you will need to retain the services of a state approved P4P partner like Energy Squared. Incentives for this program

are issued in three phases and are limited by facility square footage, overall project cost, and actual source energy savings.

Direct Install (DI)

The DI program is targeted towards commercial users with annual peak demand of less than 200 kW, annually. DI covers 70% of overall project cost, leaving only 30% of the cost for you to pay. Under this program, the NJCEP-appointed manager in your area will conduct a facility energy audit and recommend a menu of available energy efficiency projects. Following the audit and selection of projects, the NJCEP-approved installation contractor in your region will execute the projects and aid in rebate and incentive capture.

SmartStart Buildings

The SmartStart Buildings program provides incentives for most retrofit and renovations projects. Certain new construction projects are also covered. This program covers nearly all energy consuming equipment,

CONTINUES
ON PAGE 54



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NJ CLEAN ENERGY...

from page 52.

and rebate magnitude is directly related to new equipment efficiency and size. Maximum available rebates for this program are capped at \$500,000 per utility account, and projects require pre-approval before purchasing and installation of new equipment.

Large Energy Users

While most small commercial facilities will not qualify for the Large Energy Users program, this program offers huge incentives to some of the state's largest energy consumers. This program offers up to \$4 million in incentives to customers who have paid over \$300,000 in systems benefits charges over the previous fiscal year. Additionally, the facility

must demonstrate an average peak demand of over 400 kW or 4,000 MMBtu in natural gas consumption.

PJM Demand Response

PJM offers two different demand response programs currently. Both programs offer direct payments to qualifying customers based on agreed upon load reduction steps. Payment magnitudes vary depending on whether you partner in the Economic Load Response or Emergency Capacity program. However, you must offer a significant available load reduction to qualify.

Program specific data sourced from www.energy.gov

A majority of the available rebate and incentive programs require the services of a professional engineering consultancy in order to provide the designs, plans, and specifications

necessary to execute energy efficiency projects. It is important that the engineering consultant you choose be knowledgeable and experienced in navigating the available NJECP programs. No one wants to leave money on the table, and the right engineering firm can help you ensure that this doesn't happen.

Additional incentive programs and rebate information can be found at the following resource links:

NJCEP Homepage:

www.njcleanenergy.com

US DOE NJ Site:

www.energy.gov/eere/femp/energy-incentive-programs-new-jersey

DSIRE Database:

<http://www.dsireusa.org>

SPOTLIGHT ON SERVICE

With great respect for those who serve our country, the Editorial Committee of CAI-NJ is seeking spotlights on service members. This may include active, or inactive members of the United States Armed Forces.

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

Criteria

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

For questions or to submit a "Spotlight on Service" contact Jaclyn Olszewski at jaclyn@cainj.org.

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

BOARD EDUCATION...

from page 41.

well as learn from exhibitors about their products and services. Walking the great exhibition hall with satchel in hand allows board members and homeowner leaders to meet and greet all who would give freely of their time and wisdom in all matters relating to community associations. All who attend are guaranteed to come away richer in spirit, fuller in freebies, and having learned that there is much to learn on the journey.

Hopefully, you get the idea from this tale that CAI and CAI-NJ provide a wealth of opportunities to gain knowledge about how community associations can be governed and improve your leadership skills. CAI-NJ combines the generic CAI BLD workshop with

several other informal programs targeting New Jersey community association issues. I have found that taking advantage of the educational offerings of CAI-NJ has allowed me to become more knowledgeable about the issues impacting my community association; with that increased knowledge I have become a more effective leader on behalf of the community's residents.

Like most of us, I wasn't born with leadership skills. I have gained more confidence in these skills through my participation in the educational opportunities that CAI-NJ has offered to board members and homeowner leaders. I hope my board member tale will inspire other worthy subjects to take up the leadership-training mantle on June 8th at the next Board Leadership Development Workshop. ■



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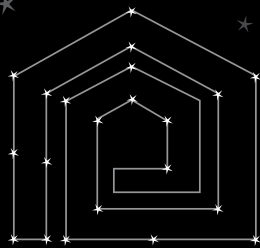
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Two networking sessions (5:30 p.m. - 7:15 p.m. and
7:45 p.m. - 8:30 p.m.)

All attendees are invited to join the Business Partner
Roundtable attendees for the networking sessions.

Date: Thursday June 22, 2017

Location: Forsgate Country Club
375 Forsgate Drive
Monroe Twp., NJ 08831

Agenda: 5:30 p.m. - 6:15 p.m.: Cocktail Reception
and Networking with Business Partners
6:15 p.m. - 6:45 p.m.: Drone Presentation
including a live demonstration
6:45 p.m. - 7:45 p.m.: Roundtables
7:45 p.m. - 8:30 p.m.: Dessert Reception
and networking with Business Partners

Pre-registration is required.

*If you register for this program and cannot attend, please
call the chapter office at (609) 588-0030 to cancel.*

We require a cancellation notice at least 72 hours in advance. If a notice is not received,
a \$25 cancellation fee may be charged per registrant. Substitutions are permitted if you
cannot attend.

Questions? Email Angela Kavanaugh at Angela@cainj.org
or call (609) 588-0030.

Space is limited. Attendees are strongly encouraged to
register by Monday, June 12, 2017.

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

Please note: CAI-NJ only reviews CAI designations, certifications, and accreditations for validity and current
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on registration forms including all designations, certifications, accreditations and licenses by the company or
the individual employee. Concerns about the validity of non-CAI designations, certifications, accreditations,
and licenses should be directed to the specific company or individual in question. Removal of designations,
certifications, accreditations, and licenses by CAI-NJ will only take place upon the submission of a letter writ-
ten by the official credentialing and/or licensing body to CAI-NJ.

CONTINUING EDUCATION NOTICE:

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

TOPICS:

- Drone presentation including a live demonstration
- The legality and restrictions on the use of drones in community associations
- Irrigation and water management including new technology, legislation and restrictions regarding wells.
- Royalties and the restrictions on music and video presentations in community venues.
- The use of Brine vs. Salt in snow and ice removal services

MANAGER BEST PRACTICES ROUNDTABLE DISCUSSION AND NETWORKING RECEPTION

Name: _____

CAI Designation(s): _____

Company Name: _____

Address: _____

City, State, Zip: _____

Phone: _____

Fax: _____

Email: _____

REGISTRATION FEES:

CAI-NJ MGR/MGMT Co. Members:	FREE
Non-Members:	\$25.00

Payment Options:

TOTAL: \$ _____

Payment Methods:

1.) Pay by check, payable to CAI-NJ.

Mail completed form and payment to:

CAI-NJ

Attn: 2017 Roundtable Discussion

500 Harding Road

Freehold, NJ 07728

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

Cardholder Name: _____

Card Number: _____

Exp. Date: _____ Security Code: _____

Cardholder Signature: _____

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

For CAI-NJ Office Use Only

Exp: _____



**BUSINESS PARTNER
BEST PRACTICES ROUNDTABLE
DISCUSSION AND NETWORKING RECEPTION**

Two networking sessions (5:30 p.m. - 6:15 p.m. and
7:45 p.m. - 8:30 p.m.)

All attendees are invited to join the Managers
Roundtable attendees for the networking sessions.

Date: Thursday, June 22, 2017

Location: Forsgate County Club
375 Forsgate Drive
Monroe Twp., NJ 08831

Agenda: 5:30 p.m. - 6:15 p.m.: Cocktail Reception
and networking with Managers
6:15 p.m. - 6:45 p.m.: Drone presentation
with a live demonstration
6:45 p.m. - 7:45 p.m.: Roundtables
7:45 p.m. - 8:30 p.m.: Dessert Reception
and networking with Managers

Pre-registration is required.

*If you register for this program and cannot attend, please
call the chapter office at (609) 588-0030 to cancel.*

Questions? Email Angela Kavanaugh at
Angela@cainj.org or call (609) 588-0030.

Space is limited. Attendees are strongly encouraged to
register by Monday, June 12, 2017.

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

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

TOPICS:

- Drone presentation including a live demonstration
- How to recruit good talent for your company
- Establishing a winning culture in the changing corporate world

**BUSINESS PARTNER BEST
PRACTICES ROUNDTABLE
DISCUSSION AND NETWORKING
RECEPTION**

Name: _____

CAI Designation(s): _____

Company Name: _____

Address: _____

City, State, Zip: _____

Phone: _____

Fax: _____

Email: _____

REGISTRATION FEES:

CAI-NJ Business Partner Members: \$50.00
Non-Members: \$100.00

Payment Options:

TOTAL: \$ _____

Payment Methods:

1.) Pay by check, payable to CAI-NJ.

Mail completed form and payment to:

CAI-NJ

Attn: 2017 Roundtable Discussion

500 Harding Road

Freehold, NJ 07728

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Or email to angela@cainj.org.

Cardholder Name: _____

Card Number: _____

Exp. Date: _____ Security Code: _____

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*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

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ULTIMATE PARTNER Profile

Ansell, Grimm & Aaron, PC

Questions answered by David J. Byrne, Esq.



Courtesy CAI-NJ

Ansell Grimm & Aaron, PC has been dedicated to providing excellent legal representation, zealous advocacy, and skilled legal advice to our diverse clientele for more than 85 years. Over the years we have been fortunate to count among our ranks a Justice of the New Jersey Supreme Court and the presiding Judge of the Criminal Court for the Monmouth Vicinage of the Superior Court of New Jersey, the Majority leader of the State Senate and an adjunct law professor at Yale University. Our attorneys all practice with a common philosophy...a commitment to excellence and a commitment to people. AGA attorneys practice in a broad spectrum of legal fields including community association, condominium and co-op law, family law, commercial & residential real estate, litigation, bankruptcy, land use, creditors' rights, wills, trusts and estates, personal injury/medical malpractice, municipal court defense and criminal defense. We welcome the opportunity to expand the firm's clientele.

What is your role in the organization? What is your background? How long have you been in the industry?

I am a partner of AGA, and chair of the firm's community association group, as well as its condominium & co-op group. I have been representing condominiums, HOAs,

co-ops along with others connected to the overall planned unit development industry and/or community uninterrupted for more than 22 years. I provide clients with a full range of legal advice and services including the drafting and negotiation of service contracts, rules and regulations and alternative dispute resolution ("ADR"), collections and delinquent assessments, transition negotiations with developers and/or sponsors, construction defect litigation, municipal services and relations, fair housing compliance, restrictive covenant enforcement and interpretation, litigation-related services, governance, creation and amendment of governing documents and the fiduciary duties of board members.

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

We are particularly proud of our "smart" assessment and maintenance fee management and recovery program. This program recognizes the unmistakable truth understood by every community association board – every owner must pay each assessment, and pay it on time, or they place the plans and hopes of the community in jeopardy. Our "smart collections" program rejects clerical- and/or paraprofessional-driven collection efforts as those efforts ignore the importance of unpaid assessments. We appreciate how crucial the payment of assessments and maintenance fees are. We appreciate the difficulties faced by communities and buildings ravaged by widespread arrearages, bankruptcies, foreclosures, and abandoned homes and units. That appreciation allows us to use a more efficient, modern and cost-effective approach to the difficulties. Our program depends upon total transparency, as well as attorneys that work side-by-side with boards and managers to devise strategies tailored to the particular situations, arrearages and/or disputes presented. We consider every strategy – always with the client's financial position in mind – whether it be negotiation, monitoring, settlement, money judgment, foreclosure, seizure of 'surrendered' units, generating revenue from rentals and/or rent receiverships. That is all done



David J. Byrnd, Esq.



Mark Wiechnik, Esq.

in connection with the way we handle these matters while balancing the client's need to manage and limit its legal fees and costs. In the end, we help our clients create a 'culture of payment' in and throughout their communities and buildings.

What would someone be surprised to learn about your company?

The 1980 movie *Act of Love*, starring Ron Howard, Mickey Rourke, and Robert Foxworth, is based on the successful defense of Lester Zygmanski by retired AGA partner Robert Ansell. In 1973 Zygmanski was acquitted in the mercy killing of his brother George who had been paralyzed from the neck down in a motorcycle accident in June of that year. Lester ended his brother's life by shooting him in his hospital bed in Jersey Shore Medical Center "in full view of the nurses and five other patients," according to a November 5, 1973 Associated Press account of the trial. Robert Ansell argued that Lester was temporarily insane at the time of the shooting and after two-and-a-half hours of deliberation, the jury acquitted him based on that defense.

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

Earlier this year Rich Linderman was honored by the New Jersey Chapter of CAI as its author of the year for his article "The Changing Shape of Our Neighborhoods". He also was honored as a member of CAI's Editorial Committee which was selected as Committee of the Year. Professionally, Ansell's lawyers have been recognized as among the top performers in their fields repeatedly by industry organizations and publications. This year seven

Ansell attorneys, including Mark Wiechnik, a partner in our community association law group, have been named as Super Lawyers or Rising Stars by the Thompson Reuters publication. David J. Byrne, Esquire was a contributor to the *New Jersey AssociationHelpNow™ Condo/HOA Primer* by Raymond Dickey.

What trends do you see for the Community Association industry?

With the decision in the Cypress Point case, insurance carriers can no longer claim to not cover poor workmanship. The fact that a general contractor is out of business is no longer an issue, as long as they have Commercial General Liability insurance policies. However, the question will now focus on what is covered, i.e. what consequential damage resulted from the defective work? That will force Association's to further evaluate their construction defect claims and do even more specific expert work in relation to any litigation they choose to file. Additionally, if the economy continues to improve – or hopefully heats up – and consumer confidence continues to rise, perhaps there will be increased demand for new housing. That demand would like be filled by planned unit development housing, high density and in urban areas. Perhaps a residential construction boom is on the horizon.

Are there any employees who have received any national designations or distinctions?

In a landmark case, *Cypress Point Condominium Association Inc. v. Adria Towers LLC*, AGA attorney Mark Wiechnik successfully argued before the New Jersey Supreme Court that, under a plain reading of the contractor's standard insurance policy, consequential damages to the common areas of the condo complex and unit owners' property caused by subcontractors' defective work are "property damage" and an "occurrence" and should be covered by a general contractor's insurance. For the homeowners of Cypress Point the decision will provide the necessary funding, through its insurance claims, to correct longstanding issues with the property. For associations throughout the state the decision should make it far easier for them to recoup the cost of repairs necessitated by shoddy construction. ■

See the complete list of Ultimate Sponsors on page 2 of this issue.

ULTIMATE PARTNER Profile

C&L Services Questions answered by Gabe Vitale, CEO

C & L Sweeper Service was started by Charles & Lucille in 1971. C & L began to expand their services when they started to see an increase in the needs from their customers. This diversification has been a gradual progression over the past 20 years. Over the last ten years however, they've really been focusing on this business model to obtain more work in the pavement maintenance area like sweeping, parking garage scrubbing, power washing, line striping, milling & paving, and street sign installation.

What is your role in the organization? What is your background? How long have you been in the industry?

Today I am a visionary, working with sales to develop the business and continually seeking new opportunities for the company to grow including acquisitions. The company has grown from providing mainly sweeping services, to becoming a fully operational pavement maintenance company.

I am 2nd generation in a family business with my son Gabriel starting a year ago to make it a 3rd generation.

I graduated from Arizona State University in 1981 with a marketing degree, and being involved in the industry for over 30 years.

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

We have many projects (too many to highlight), but we are currently sweeping the Garden State Parkway, crack filling and seal coating large retirement HOAs, and milling & paving a large shopping centers along with driveway throughout NJ.

What might someone be surprised to learn about your company?

Culture is the foundation of how we run the company, at C & L. The culture is created by the core values that we've set up and every employee has to embrace these values that we've created. From there we hire, around these seven or eight core values.

About a year ago, the C & L management team sat down in an open forum to discuss what was important to them.

Everyone had an opportunity to discuss the values that they thought were the most important for everyone in the company to engender and that really drove the culture here.

They took these 25-30 ideas down and agreed upon seven of the most important ideas to them. Those ideas have been put in their employee hand book and are discussed regularly at employee meetings.

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

We were just awarded the "Sweeper of the Year" for 2016 by the National Pavement Maintenance Magazine.

C&L is the 1st company to pass the certified sweeper contractor in NJ and one of the first 10 in the USA.

What trends do you see for the Community Association industry?

CAI will be continuing to be a driving force in NJ in education, legislation and the ability to network with your peers. ■



SEAL COATING, LINE STRIPING, SIGN INSTALLATION



FLEET OF OVER 30 STREET SWEEPERS



PARKING GARAGE SCRUBBING



MILLING AND PAVING OF PARKING LOTS



POWER WASHING



CONCRETE WORK AND REPAIR

See the complete list of Ultimate Sponsors on page 2 of this issue.



December 1, 2016
to March 31, 2017

One New Member

- RJ Anderson,**
Crestwood Village 6 Community Assn.
- Leonard Barber, CMCA, PCAM,**
Executive Property Management
- Donna M. Belkoti, CMCA, AMS,**
Taylor Management Company
- Kristie Bendick, CMCA,**
RMG, Regency Management Group, Inc.
- Meghan A. Dirkes**
Princeton Manor
- Michelina Laforgia**
Water's Edge at Point Pleasant
- Christopher M. Nicosia, CMCA, AMS,**
Prime Management, Inc.
- Mila McDonough,**
Diversified Property Management
- Edward San George, PCAM,**
Integra Management Corporation

Two New Members

- Craig Thompson, CMCA, AMS,**
Comet Management
- Lawrence N. Sauer, CMCA, PCAM,**
Association Advisors

Five New Members

- Jean Bestafka,**
Renaissance Homeowners Association

Seven New Members

- Linda Kadel, CMCA, AMS,**
Associa-Community Management Corp.



(March 1, 2017 to March 31, 2017)

Business Partners

- Dryer Vent Wizard**
Robert Bellis
- Highpoint Chimney Services, LLC**
Ann Marie Lucas
- M & M Pressure Wash**
Matthew Manley
- MTP Community Solutions**
Michael Schaefer
- MTP Community Solutions**
Terry C. Wagner
- Statland Security Services**
Lawrence Hudson

Community Association Volunteer Leaders

- Renaissance Homeowners Association**
Vincent Bono
Robert Kleppinger
George Middleton
Ellen Patton
Arthur Peckerar
- Sun Ridge Owners Association**
Jeanne Dombrowski
Patti Gallagher
- Water's Edge Condominium Association**
Linda Eickmeyer
- Thomas C. Bayer**

Managers

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Associa-Community Management Corporation
- Yvette Cotter**
Corner Property Management
- Judy DeYoung**
IMPAC, Inc.
- Colleen Dunne**
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- Colleen Elizabeth Feinstein**
- Michelle Lampard**
- Dilia Pimentel**
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- Joseph Provine**
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- Joseph Schultz**
Leisure Village West Association
- Nicholas Shaffery**
Associa-Community Management Corporation
- Jim Snyder**



CAI MEMBERSHIP APPLICATION

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

MEMBERSHIP CONTACT (Where membership materials will be sent):

Name: _____

Title: _____

Association/
Company: _____

Address: _____

City/State/Zip: _____

Phone: (W) _____ (H) _____

Fax: _____

E-Mail: _____

Select your Chapter: _____ NEW JERSEY

Recruiter Name/Co. Name: _____

CATEGORY OF MEMBERSHIP: (Select one)

- ☐ Community Association Volunteer Leader (CAVL) *Dues vary**
☐ Manager \$132
☐ Management Company \$425
☐ Business Partner \$580

PAYMENT METHOD:

☐ Check made payable to CAI ☐ VISA ☐ MasterCard ☐ AMEX

Card Number: _____ Exp. _____

Name on Card: _____

Signature: _____ Date: _____

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

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

For CAI-NJ use only:

____ BP
____ CAVL
____ MGMT
____ MGR

COMMUNITY ASSOCIATION VOLUNTEER LEADER (CAVL):

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

Name: _____

Home Address: _____

City/State/Zip: _____

Phone: (W) _____ (H) _____

Fax: _____ (Cell) _____

E-Mail: _____

*TOTAL MEMBERSHIP DUES (as of January 1, 2015)

- | | |
|---|-------|
| <input type="checkbox"/> Individual Board Member or Homeowner | \$120 |
| <input type="checkbox"/> 2nd Board Member | \$210 |
| <input type="checkbox"/> 3rd Board Member | \$285 |
| <input type="checkbox"/> 4th Board Member | \$375 |
| <input type="checkbox"/> 5th Board Member | \$425 |
| <input type="checkbox"/> 6th Board Member | \$480 |
| <input type="checkbox"/> 7th Board Member | \$535 |

For 2-3 Member Board applications, please indicate below who should receive membership renewal information. Please contact CAI National Customer Service at (888) 224-4321 for Board memberships exceeding 7 individuals.

Name: _____

Home Address: _____

City/State/Zip: _____

Phone: (W) _____ (H) _____

Fax: _____ (Cell) _____

E-Mail: _____

Name: _____

Home Address: _____

City/State/Zip: _____

Phone: (W) _____ (H) _____

Fax: _____ (Cell) _____

E-Mail: _____

**Total Membership Dues above include \$15 Advocacy Support Fee.

BUSINESS PARTNER:

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

BUSINESS PARTNER AFFILIATE:

Name of Primary Company Contact: _____



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DRONES..

from page 34.

require attention. Such data is invaluable to the engineer. Investing in thermographic imaging services can save an incredible amount of money down the line by eliminating the “guess and check” method and getting right to the problem’s source.

Site Inspections

Site inspections are time consuming. Typically an engineer must walk the entire site, including roadways and sidewalks, and take note of any observable issues. This process can take days depending on the size of the site. Instead of spending countless hours slowly walking the community, a drone can fly at a low altitude and scan the site to capture high resolution pictures and videos of



What’s Puzzling You?

We’ve been serving community associations for over 30 years. In that time, we have helped over 1,000 boards put the financial pieces together.

CONTACT:

Mohammed Salyani, CPA
msalyani@wgcpas.com

Visit our online Knowledge Center for Educational Resources for Boards and Property Managers.

www.wgcpas.com/news/association-resources
or scan



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the pavement, concrete, grass and other areas. Alternatively, the 3D mapping technology previously mentioned allows engineers to digitally zoom into every single crack in the pavement and concrete as well as any areas of disturbed grade with amazing detail. The map can then be used with programs such as AutoCAD to prepare specifications for the repair, replacement or remediation of pavement and concrete.

Topographic Surveys

Topographic surveys show the elevations and contour of land, and are generally used to prepare drainage plans. To perform such a survey, a surveying crew will spend days to weeks walking a site and taking measurements. However, this process just got a whole lot easier with drones. During the creation of a 3D map, elevation measurements are taken by the drone and integrated into the map. This data is then used to create a highly accurate topographic survey.

Technology is a big part of the world today, and it is constantly changing. Although it is easy to be hesitant in response to large industry shifts, it is important to recognize value when it truly exists. The ability to monitor and upgrade your communities with greater precision than ever before, and often at a significant cost saving, is just the beginning. Drones are finally starting to live up to their true potential, and it is exciting to see how their uses will expand in the future. The applications are endless. ■



EDUCATED BUSINESS PARTNER DISTINCTION

CAI-NJ Business Partners are indispensable to the community associations they support with their guidance, products and services. CAI-NJ education helps these businesses and professionals differentiate themselves in the competitive community association marketplace.

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, CIC, *Jacobson, Goldfarb & Scott, Inc., Holmdel, NJ*
- Benjamin Basch, *American Pool, Edison, NJ*
- Erika Befumo, *CertaPro Painters, Ewing, NJ*
- Gene Corrado, *Pacific Premier Bank, Princeton Junction, NJ*
- Chelsea Donnigan, *Kipcon, Inc., North Brunswick, NJ*
- Jack Eckhardt, *Supreme Metro Corporation, South Plainfield, NJ*
- Georgette Kyriacou, *FWH Associates, P.A., Toms River, NJ*
- Linda S Lyons, MBA, *AXA Equitable, Secaucus, NJ*
- Edward Mackoul, CIC, *Mackoul & Associates, Inc., Old Bridge, NJ*
- Kevin Mantro, *A+ Powerwashing, Neptune, NJ*
- Jennifer Nevins, *DW Smith Associates, LLC, Wall Township, NJ*
- Julie Nole, *Professional Restoration Services LLC, Norwood, NJ*
- Debbie Pasquariello, CIRMS, CIC, *USI Insurance Services, Toms River, NJ*
- Robert Joseph Puterman, *Regal Restoration USA, Eatontown, NJ*
- James M. Rademacher, *Rezkom Enterprises, Inc., Ocean, NJ*
- David Shahrabani, *Popular Association Banking, Miami Lakes, FL*
- Maria Elena Solis, CMCA, AMS, *Lemus Construction, Inc., Furlong, PA*
- Dan Turi, *G & C Electronics, Toms River, NJ*
- Jessica Vail, *Falcon Engineering, Architecture & Energy Consulting, Bridgewater, NJ*
- Gabriel Vitale, *C & L Services, Jackson, NJ*
- Graceanne Welsh, *LAN Exteriors, Morristown, NJ*
- Kristy Winchock, *Morris Engineering, LLC, Bedminster, NJ*

For information on how you or your employees can earn the Educated Business Partner distinction email info@cainj.org.

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Community Trends®

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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.

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Community Trends®,

Joseph Chorba, CPA,
Editorial Chair

For past editions from 2008-2015
visit www.cainj.org.

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New Jersey Chapter, Inc. (CAI-NJ)
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DPM

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BANG FOR YOUR BUCK...

from page 22.

while providing an association with a sense of the background of the matter and the association's chances of recovery on the account.

Upon referral of a collection matter, association counsel should review with the board and management any pertinent information in order for the board to render an informed decision as to whether and how to proceed with collection efforts. Associations have multiple options available to them, including placing a lien against the property, pursuing a money judgment complaint, proceeding with foreclosure, seeking the appointment of a receiver and negotiating a successful payment agreement with the unit owner. In every situation, the Association must evaluate the competing factors of money spent versus money recovered in order to determine, with the guidance of counsel, whether and how to move forward.

With multiple options available, associations should consider the most prudent and efficient use of counsel and decide, with consultation with their attorneys, how counsel will best be utilized in the association's overall collection strategy and with individual accounts in collection. Depending upon the pervasiveness of an association's collection issues and the resources available for an association to pursue those accounts, associations need to work carefully with counsel to maximize the amount of unpaid fees recovered. ■

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INSIDE CONNECTION...

from page 11.

stay on track, make sure to keep an eye out for the mailing which goes out usually in December, with a January deadline.

Committee Participation

We encourage you to join a CA/NJ committee. The service policy allows each member-company a seat on three committees in a given year, with one company representative per committee. This policy does not apply to Community Association Managers. CAVL committee members may serve on an additional committee. This is a great way to use your talents to better the organization. Once selected for a committee, you are required to attend the Annual Retreat which takes place in early December each year. A mailing will go out in October for members to sign up for a committee.

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There are many ways to participate and contribute to *Community Trends*®. Write an article! Take a look at the deadlines for each issue on page 39. Submit a "Spotlight on Service" in any upcoming issue. Visit page 54 for details. Advertise in *Community Trends*® by contacting Brainerd Communications, Inc. at info@brainerdcommunications.com. If you have any questions regarding our monthly publication, please contact me at jaclyn@cainj.org.

There are many ways to effectively take advantage of your CA/NJ membership, and the team here is always willing to help. Please contact anyone of us in the office with any questions you may have. ■

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