

IF YOU LIVE OR WORK IN A CONDO OR HOA THEN YOU CAN'T MISS THIS!

FREE FOR

COMMUNITY MANAGERS, BOARD MEMBERS & HOMEOWNERS

//VISIT OVER 165 SERVICE PROVIDERS//

EDUCATIONAL SEMINARS

BREAKFAST & LUNCH SERVED

\$5,000 IN CASH PRIZES//ALL DAY

**ATTENDEE PRE-REGISTRATION
IS RECOMMENDED**



NEW JERSEY CHAPTER
community
ASSOCIATIONS INSTITUTE

**2019 CAI-NJ ANNUAL
CONFERENCE & EXPO**

SPONSORED BY



**THURSDAY
OCT//17//2019**

**THE EVENT CENTER @IPA
110 SCHANCK ROAD
FREEHOLD, NJ 07728**

**EMAIL//ANGELA@CAINJ.ORG
OR CALL//609.588.0030**

MORE INFO VISIT WWW.CAINJ.ORG

2019 CAI-NJ ANNUAL CONFERENCE & EXPO SCHEDULE & PRESENTATIONS

SPECIAL EVENT FOR COMMUNITY BOARD MEMBERS, HOMEOWNERS & COMMUNITY PROPERTY MANAGERS!

This year the CAI-NJ Conference & Expo will be on Thursday, October 17, 2019 at The EVENT CENTER @iPA. There will be educational sessions throughout the day covering 5 topics, specially developed for our attendees. Everyone will have the opportunity to visit 166 professional companies, learn about the latest trends in community association services and gather advice from our experts. It's an excellent opportunity to make new contacts and meet potential vendors for upcoming projects within your community.



FREE FOR
COMMUNITY MANAGERS,
BOARD MEMBERS &
HOMEOWNERS!

AGENDA

TRADESHOW FLOOR OPEN
9:00 AM - 3:00 PM

EDUCATION • OVER 165 SERVICE PROVIDERS
//\$5,000 IN CASH PRIZES ALL DAY!//

9:00 AM - 11:30AM COMPLIMENTARY BREAKFAST BUFFET - AVAILABLE IN THE FOOD AREA

9:30 AM - 10:30AM Education Room - Two, 20-Minute Sessions

SESSION 1 *Communicating with Your Community Team* - Tips and tools on effective communication within your community association and how to resolve issues between residents, board members, management and service providers, when communication breaks down.



..... **Presenter: Howard Berlowe - Denali Property Management, Inc.**

Harold Berlowe, Senior Property Manager at Denali Property Management, has over 30 years of experience in managing all types of properties throughout New Jersey with a specialty in multi-family properties in urban areas. Harold has handled over 20 transition litigations guiding boards and ownership through engineering analyses, attorney interactions & filings, mediations, final settlements, and rebuilding.

SESSION 2 *Avoid Getting Burned Out While Playing the Game* - Learn strategies on how to avoid burnout in the workplace. This 20-minute session will teach community association managers and board members how to recognize the symptoms and what activities to incorporate in your daily routine.



..... **Presenter: Elaine Warga-Murray, CMCA, AMS, PCAM - RMG, Regency Management Group, Inc., AAMC**

Elaine Warga-Murray, CMCA, AMS, PCAM, is the managing partner, CEO/COO of RMG, Regency Management Group, Inc., AAMC. She has been a business owner for the past 32 years of a mid-sized community management firm, which currently manages over 60 communities in New Jersey.

10:30 AM - 11:15AM Education Room - 45-Minute Session

Don't Get Caught in the Penalty Box - Discussion on what community associations are responsible for regarding maintenance and how not addressing repairs properly or hiring the wrong contractor may lead to liability issues down the road.



..... **Presenter: Ross Catanzarite - The Accent Group, Inc.**

Ross Catanzarite is the co-owner of The Accent Group Inc., a full-service construction and painting firm and a member of CAI since 1994. Ross Catanzarite and The Accent Group Inc. specialize in working with management companies, engineering firms, homeowner associations, and high-rise communities. Ross has over 20 years' experience in the construction field where he has continued to uphold the highest level of continuous certification in EIFS/ stucco, roofing, siding, and decking installation.

\$1,000 DRAWING @ 10:45 AM



•••• **Presenter: A. Christopher Florio, Esq. - Stark & Stark, Attorneys at Law**

A. Christopher Florio is a Shareholder and Chair of the Community Associations Group. Mr. Florio has substantial experience in the negotiation of loan transactions, collections, workouts, and real estate law, including foreclosures. Mr. Florio has served as a member of the New Jersey Assembly Task Force, commissioned to study community associations in New Jersey.



•••• **Presenter: Debbie Pasquariello, CIC, CIRMS - USI Insurance Services**

Debbie Pasquariello is a Senior Vice-President at USI Insurance Services since 1983 specializing in community association insurance. She is currently the insurance professional for several hundred communities. Debbie holds the designation of Certified Insurance Counselor (CIC) and Community Insurance & Risk Management Specialist (CIRMS).

\$1,000 DRAWING @ 11:45 AM & AGAIN... \$1,000 DRAWING @ 12:45 PM

12:00PM - 2:30PM COMPLIMENTARY LUNCH BUFFET - AVAILABLE IN THE FOOD AREA

12:30PM - 1:00PM Education Room - 30-Minute Session

Scoring with Community Safety - Update on how security technology can save your community association money and what is new regarding smart door entry systems, virtual guards, smart lockers.



•••• **Presenter: Kevin J. Oliver - G & C Electronics**

Kevin J. Oliver, president of G&C Electronics, is an internationally known business executive and professional security consultant with an expertise in the fields of security management, integrated security design, construction, and property management and development. He specializes in the organizational business structure and security design on most commercial property types.

1:30PM - 2:30PM Education Room - 60-Minute Session

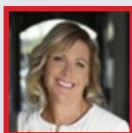
Legislative Update - Join us for a one-hour session as representatives from the New Jersey chapter Legislative Action Committee (NJ-LAC), will discuss legislative and regulatory issues affecting common interest communities in New Jersey.



•••• **Moderator: George C. Greatrex Jr., Esq. - Shivers, Gosnay & Greatrex, LLC**

George C. Greatrex Jr., Esq. is a partner in the law firm of Shivers, Gosnay & Greatrex, LLC in Cherry Hill, New Jersey where the majority of his practice is devoted to community association law. He has served as a legal consultant to community association boards and individuals living in planned unit developments since 1989. He is the Chair of the CAI-NJ Legislative Action Committee and is a frequent lecturer on the issues facing community associations in New Jersey.

Presenter: Michele Jaker - MBI



••• Michele Jaker joined MBI as a Partner in September of 2018 with over 20 years of experience in public policy and government affairs. Prior to joining MBI, Michele served as Director of Government Affairs at Horizon Blue Cross Blue Shield of New Jersey, representing the state's largest health insurer before the New Jersey Legislature and various New Jersey departments and agencies. Currently, Michele serves on the Board of Directors for Garden State Equality and is a member of the Advisory Board of the New Leaders Council - New Jersey chapter.

Presenter: Mike Pesce, PCAM - Associa - Community Management Corp., AAMC



••• Mike Pesce, PCAM is Branch President of Community Management Corp. an Associa company located in Clifton, New Jersey, a real estate management company focused on community associations, including condominiums, cooperatives, planned-unit developments and townhouses. Mr. Pesce presently serves on the Legislative Committees of CAI and the New Jersey Apartment Association, is a past President of the New Jersey chapter of CAI and has been Board Liaison and Chair of its Legislative Action Committee. Mr. Pesce received his B.A. from the University of Notre Dame and his J.D. from Rutgers University.

Presenter: J. David Ramsey, Esq., CCAJ - Becker



••• J. David Ramsey is a shareholder in the law firm of Becker. With experience spanning more than 30 years, Mr. Ramsey concentrates his practice in community association, real estate, zoning and planning law. Mr. Ramsey is the past president of the Community Associations Institute National and the past president of the Community Associations Institute's New Jersey chapter. Mr. Ramsey is a Member of the College of Community Association Lawyers, the New Jersey Builders Association, the Morris County Bar Association, the New Jersey State Bar Association, the American Bar Association, and the New Jersey Federation of Planning Officials. Mr. Ramsey also chairs the NJ chapter of Community Associations Institute's Committee to Reform Community Action Legislation and has been selected for inclusion in Super Lawyers - New Jersey Edition since 2007.

\$1,000 DRAWING @ 1:45 PM & AGAIN... \$1,000 DRAWING @ 2:45 PM



2019 CAI-NJ Annual Conference & Expo
FLOOR PLAN

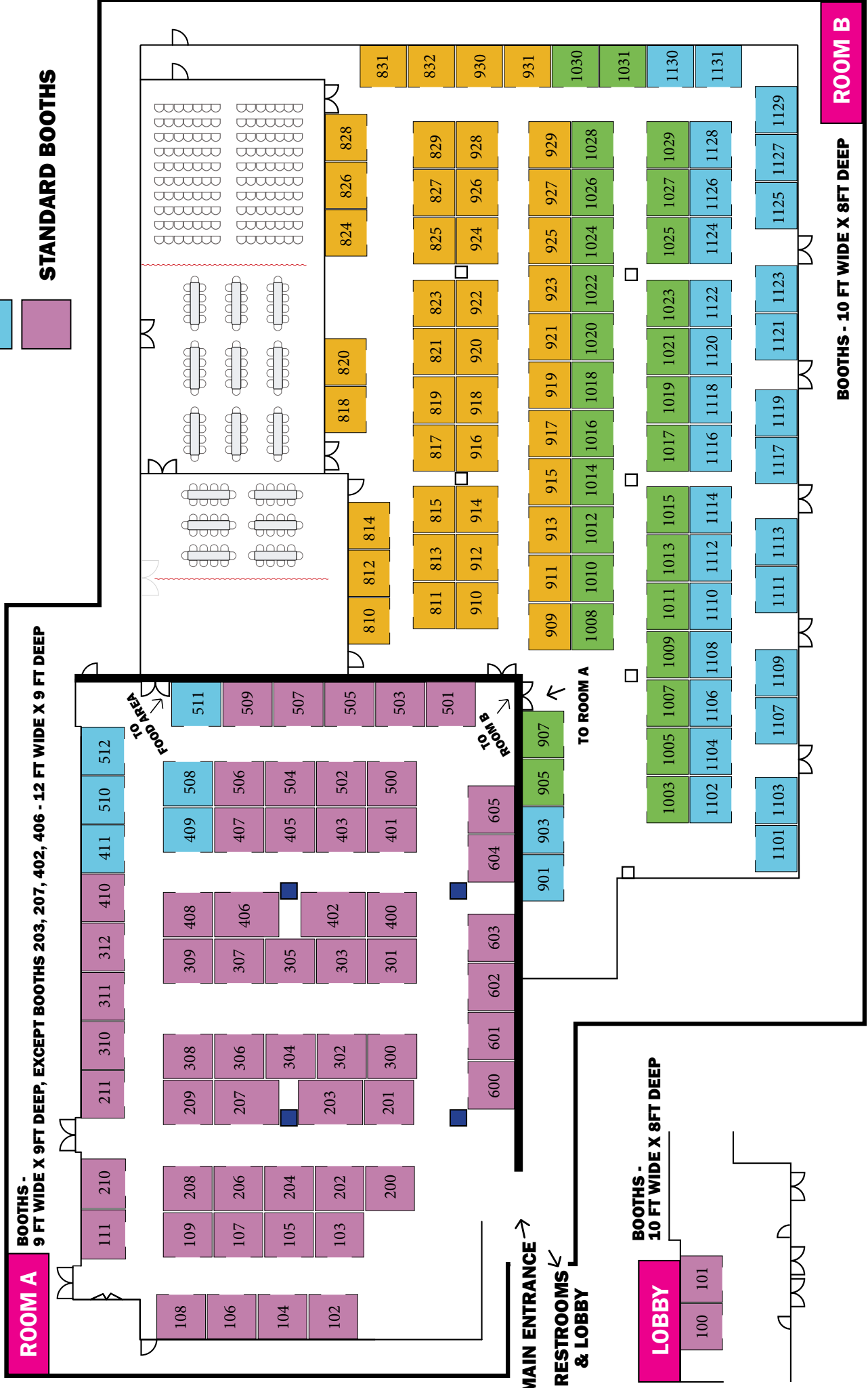
Thursday, October 17, 2019
THE EVENT CENTER @IPA
110 Schanck Road
Freehold, New Jersey 07728

SUPER BOOTHS (Yellow)

PREMIUM PRIME BOOTHS (Green)

PRIME BOOTHS (Light Blue)

STANDARD BOOTHS (Purple)



2019 CAI-NJ ANNUAL CONFERENCE & EXPO

EXHIBITORS BOOTH LOCATIONS

| | |
|--|-----------|
| A Grade Property Restoration | 208 |
| A+ Powerwashing & Roof Cleaning, LLC | 405 |
| ABDM Property Management Corp. | 512 |
| Accent Group | 913 |
| Access Property Management, Inc., AAMC, AMO | 311 |
| Accurate Reconstruction | 1011 |
| Advanced Pavement Group | 924 |
| Affordable Quality Cleaning, LLC | 111 |
| Alliance Association Bank | 1128 |
| Amco Pest Solutions, Inc. | 832 |
| American Lawn & Sprinkler | 210 |
| American Pool | 1015 |
| Anchor Pest Control | 508 |
| Ansell Grimm & Aaron, P.C. | 823 |
| Apex Appliance & Air Duct Cleaning | 602 |
| AR Management Company | 828 |
| Associa, AAMC | 501 & 503 |
| Association Advisor NJ | 409 |
| Barcode Automation, Inc. | 903 |
| BB&T Association Services | 410 |
| Becht Engineering BT, Inc. | 831 |
| Becker | 829 |
| BELFOR Property Restoration | 605 |
| Bell General Contractors | 1014 |
| Ben Shaffer Recreation Inc. | 103 |
| Berman & Wright Architecture, Engineering & Planning, LLC. | 1111 |
| BH Security | 1101 |
| Brown & Brown of Lehigh Valley | 912 |
| Buckalew Frizzell & Crevina LLP | 919 |
| By Design Landscapes, Inc. | 1124 |
| C & L Sweeping & Pavement Maintenance | 916 |
| CAI-NJ | 100 |
| Callahan & Fusco, LLC. | 209 |

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|---|-----------|
| Candlewood Management Service, Inc. | 106 |
| Capital One Bank, N.A. | 1027 |
| Certapro Painters | 506 |
| Ciry Fire Equipment Co., Inc. | 408 |
| Clearview Washing, LLC | 1025 |
| ClickPay | 200 |
| Commercial Waterproofing & Restoration LLC | 1119 |
| ConnectOne Bank | 1123 |
| CoolSys Energy Design | 1129 |
| Corner Property Management | 814 |
| Cowley's Termite & Pest Control | 1012 |
| Curcio Mirzaian Sirot, LLC | 301 |
| Cutolo Barros, LLC | 1003 |
| Denali Property Management, Inc. | 911 |
| Design Alternatives | 1113 |
| Down To Earth Landscaping, Inc. | 310 |
| Doyle Brothers Contracting, LLC | 1102 |
| DW Smith Associates, LLC | 817 |
| Ehrlich Petriello Gudin & Plaza, P.C. | 307 |
| Eiseman Construction Company, Inc. | 1024 |
| Elite Landscaping & Construction, LLC | 202 |
| Encompass Property Management | 107 |
| Environmental Designers Irrigation, Inc. | 920 |
| EOSSO Brothers Paving | 1109 |
| Executive Property Management, AAMC | 1019 |
| Firsttrust Bank | 406 |
| FirstService Residential, AAMC | 905 & 907 |
| Frank A. Macchione Construction t/a Paving Plus | 1127 |
| FWH Associates, P.A. | 909 |
| G&C Electronics | 818 & 820 |
| GAF | 812 |
| Garden State Gutter Cleaning | 1016 |
| Good Mowin' | 1131 |

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EXHIBITORS BOOTH LOCATIONS

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|---|-----------|
| Good Tree Service | 1107 |
| Greenbaum, Rowe, Smith & Davis, LLP | 500 |
| Griffin Alexander P.C. | 1010 |
| Guardian Service Industries, Inc. | 204 |
| High Tech Landscapes, Inc. | 1120 |
| Hill Wallack LLP | 910 |
| Hillcrest Paving & Excavating, Inc. | 826 |
| HomeWiseDocs | 507 |
| HUB International Northeast | 1126 |
| Impac Property Management | 211 |
| Innovative Pressure Cleaning, LLC | 309 |
| Integra Management Corporation, AAMC | 305 |
| Jefco Equipment Supplies, Inc. | 502 |
| Jesan Construction and Maintenance Services | 1023 |
| JGS Insurance | 921 |
| Kates Nussman Ellis Farhi, & Earle, LLP | 104 |
| Kipcon, Inc. | 827 |
| KPI 2 Enterprises, Inc. | 928 |
| L.N. Rothberg and Son, Inc. | 1031 |
| LAN Exteriors | 1117 |
| LandCare | 1020 |
| Landscape Maintenance Service, Inc. | 1030 |
| Lawns By Yorkshire, Inc. | 304 |
| Locketong Engineering Inc. | 203 |
| M. Miller and Son | 1017 |
| Mackoul Risk Solutions | 401 |
| Margolis Edelstein | 109 |
| Mark 1 Restoration Service, Inc. | 1029 |
| McGovern Legal Services, LLC | 201 & 813 |
| mem property management co., inc. | 819 & 821 |
| Mirra & Associates, LLC | 1110 |
| Mitchell Insurance Services, Inc. | 207 |
| Morris Engineering, LLC | 1005 |

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| Mutual of Omaha Bank | 102 |
| National Contractors, Inc. | 400 |
| National Cooperative Bank | 1022 |
| New Jersey Cooperator | 1026 |
| NFP Property & Casualty | 929 |
| North American Pipeline Services, LLC | 1018 |
| O & S Associates, Inc. | 1013 |
| Organic Green | 1106 |
| P. Cooper Roofing, Inc. | 1125 |
| Pardini R. Construction Corporation | 918 |
| Pave Patrol, LLC | 312 |
| Peapack-Gladstone Bank | 306 |
| Phoenix Manufacturing, Inc. | 108 |
| Planned Companies | 1118 |
| Popular Association Banking | 604 |
| Preferred Community Management Services, Inc., AAMC. | 1028 |
| Premier Management Associates, AAMC | 926 |
| Prime Management, Inc., AAMC | 600 |
| Princeton Tree Care | 300 |
| Professional Restoration Services LLC | 105 |
| Progreen Management, LLC | 1122 |
| PuroClean Disaster Response | 101 |
| Puroclean Restoration Services | 509 |
| Quality 1st Contracting | 1112 |
| Quick Industries | 927 |
| Radom & Wetter | 915 |
| Rapid Pump & Meter Services Company, Inc. | 308 |
| RCP Management, AAMC, AMO | 923 |
| Regal Restoration USA | 825 |
| Reino Paving Inc. | 931 |
| Renda Roads, Inc. | 1021 |
| Republic Services of NJ, LLC | 206 |
| RestoreCore | 407 |

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EXHIBITORS BOOTH LOCATIONS

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|---|------|
| Rezkom Enterprises, Inc. | 824 |
| RM Termite & Pest Control | 1007 |
| RMG, Regency Management Group, Inc., AAMC | 930 |
| ROOF MAXX | 411 |
| SEBCO Laundry Systems | 302 |
| Servpro of Eatontown | 1103 |
| Servpro of Freehold/Middletown/South Jersey City/ Bayonne | 901 |
| ServPro TEAM GREEN | 1116 |
| Shauger Property Services, Inc. | 1108 |
| Snowscapes, Inc. | 1104 |
| SOLitude Lake Management | 601 |
| SouthData, Inc. | 403 |
| Specialty Building Systems, Inc. | 1130 |
| STAR Building Services | 511 |
| Stark & Stark | 925 |
| Suburban Consulting Engineers, Inc. | 505 |
| Taylor Management Company, AAMC, AMO | 811 |
| Technocality, Inc | 914 |
| The Asteroid Companies | 510 |
| The Falcon Group - Engineering, Architecture & Reserve Specialists | 810 |
| Towne & Country Management, Inc. | 917 |
| Union Bank HOA Services | 303 |
| USI Insurance Services | 1008 |
| Valcourt Exterior Building Services of NJ | 504 |
| Valley National Bank | 1009 |
| Van Note-Harvey Associates, Inc. | 922 |
| Waste Management of New Jersey, Inc. | 1114 |
| We Gotcha Covered | 1121 |
| Wilkin Management Group, Inc. | 402 |
| WilkinGuttenplan | 815 |
| Witczak Engineering | 603 |