

2022 New Member **WELCOME PACKET**



NEW JERSEY CHAPTER

community
ASSOCIATIONS INSTITUTE

WWW.CAINJ.ORG

WELCOME TO CAI-NJ!

On behalf of the Board of Directors, welcome to the New Jersey chapter of CAI. We are so happy to have you as a member. Our organization is dedicated to enhancing the quality of community association living. We help our members stay abreast of the current news, laws and issues affecting community associations in the State of New Jersey.

CAI-NJ supports Homeowner Leaders, Business Partners, Management Companies and Community Managers through education, legislative advocacy, shared resources, and professional development. Be sure to visit our website, www.cainj.org for educational programming, upcoming networking events and to utilize resources, such as our monthly publication, *Community Trends®*.

This New Member Welcome Packet highlights the benefits of your membership and introduces you to our team, board of directors, devoted committee volunteers and programs that bring value to the New Jersey chapter.

We look forward to meeting you and helping you make lasting connections with other members in our industry and encourage you to stay socially connected with us via Facebook and LinkedIn!

Sincerely,



Angela Kavanaugh
CAI-NJ Chapter Executive Director



Jeffrey Logan
2022 CAI-NJ President

CONTACT CAI-NJ

The CAI-NJ Team is happy to help you navigate your membership. Let us introduce ourselves:

Angela Kavanaugh, Chapter Executive Director
angela@cainj.org

Jaclyn Oskierko, Director, Conference & Events
jaclyn@cainj.org

Brooke Stoppiello-Nevins, Communications Manager
brooke@cainj.org

Robin Surgent, Membership Manager
robin@cainj.org

Jennifer Farrell, Program Coordinator
jennifer@cainj.org

CAI-NJ Headquarters
500 Harding Road | Freehold, NJ 07728
p. (609) 588-0030 | f. (609) 588-0040
info@cainj.org

GET SOCIAL WITH CAI-NJ!



FOLLOW US ON INSTAGRAM
[@cainewjersey](https://www.instagram.com/cainewjersey)



CONNECT ON LINKEDIN
Community Associations Institute
New Jersey Chapter



WATCH VIDEOS, CATCH CAI-NJ UPDATES,
AND SUBSCRIBE ON YOUTUBE
CAI-NJ



CONNECT ON FACEBOOK AT
www.facebook.com/CAINJCHAPTER



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IMMEDIATE PAST PRESIDENT
Loren Lightman, Esq.
Hill Wallack LLP

ABOUT CAI-NJ

CAI is an international membership organization dedicated to building better communities. With over 40,000 members, CAI has 64 chapters worldwide, including Canada, the Middle East and South Africa, and relationships with housing leaders in a number of other countries, including Australia and the United Kingdom.

CAI is dedicated to enhancing the quality of community association living through education, legislative advocacy, shared resources and professional development.

CAI members include association board members and other homeowner leaders, community managers, association management firms and other professionals who provide products and services to associations.

New Jersey Community Associations facts & figures

» Approximately **1,459,000** New Jerseyites live in **545,000** homes in nearly **7,000** community associations. **53%** say they always vote in state and local elections. **61%** vote in national elections.

» These residents pay **\$2.5 billion** a year to maintain their communities. These costs would otherwise fall to the local government.



» **49,300** New Jerseyites serve as volunteer leaders in their community associations each year, providing **\$51.3 million** in service.

» The median home value in New Jersey is **\$327,900**. Homes in community associations are generally valued at least **4%*** more than other homes.

» By **2040** the community association housing model is expected to become the most common form of housing.



94 » percent say their association's rules protect and enhance property values (71%) or have a neutral effect (23%).

74 » percent of residents oppose additional regulation of community associations.

89 » percent of residents rate their community association experience as positive (70%) or neutral (19%).

64 » percent always or usually vote in national elections and 76% always or usually vote in local and state elections.

CAI-NJ MEMBER BENEFITS

CHAPTER BENEFITS

As a CAI-NJ member, you'll have access to information on the trends in this rapidly changing industry—with practical knowledge, insights from leaders in the field, best practices, research and tools you can, and will, use every day.

- **Free subscription to *Community Trends*®.** *Community Trends*® is CAI-NJ's award-winning monthly magazine and the industry source for news and issues affecting New Jersey common interest communities. You will find trends in community living and management including local, state, and federal legislative updates.
- **An opportunity to write for our monthly magazine.** One of CAI's major strengths is the willingness of its volunteer members to contribute their time and share their knowledge and experience. Nowhere is that willingness more important or more noticeable than in the area of CAI publications. All member types can submit articles on a variety of subject matters for possible inclusion in an upcoming issue of our monthly magazine, *Community Trends*®. Details can be found at <https://cainj.org/community-trends/>
- **Annual Membership Directory.** Our exclusive directory puts you in touch with an extensive network of community associations in New Jersey, as well as a vital list of service providers and professionals in the industry.
- **Networking events and educational programs.** CAI-NJ offers more than 50 opportunities each year for members to interact with fellow professionals and keep informed of industry news. As a member you receive these events and programs at our exclusive member pricing. Pertinent topics such as transition, maintenance concerns, insurance, legal, budget, and financial issues are addressed throughout the year. We're excited to be seeing faces again as our in-person events are in full swing as well as hosting virtual learning options to meet all of our members comfort levels. Networking events can be found at <https://cainj.org/network-events/> and our educational programming be accessed at <https://cainj.org/education-events/>
- **Annual Conference & Expo.** With 160+ exhibitors and over 1,000 attendees annually, the CAI-NJ Annual Conference and Expo is the premier tradeshow of the industry. Network with a variety of Management Companies, Homeowners and Service Providers during the one day show or sit back and get updates on the trends in the industry during one of the many education programs.
- **Sponsorship opportunities.** Our large networking events offer several opportunities to expand our Business Partner and Management Companies reach within the community association industry. You can visit each individual event page on our website to get more information about sponsorships or contact jaclyn@cainj.org our Director of Conference & Events.
- **Educational speaking engagement opportunities.** Sponsoring one of CAI-NJ's educational programs is beneficial to both the speaker/named company, as well as, the membership. This is your opportunity to educate those in the community association industry on a topic within your area of expertise, all while getting your name out there. Details on speaking at a CAI-NJ educational program and submitting a speaker proposal can be found at <https://cainj.org/education-proposals/>
- **Advertising opportunities.** Business Partners and Management Company members have the opportunity to advertise in our monthly magazine, printed directory and on our online service directory at exclusive member pricing. Questions about these opportunities can be directed towards brooke@cainj.org our Communications Manager.
- **Legislative updates.** You will receive timely legislative information from our award winning Legislative Action Committee. Our chapter hosts Virtual Legislative Roundtable Discussions, where we share important legislation affecting common interest communities and supplies members with a monthly update in *Community Trends*®.
- **Weekly *Community Trending* eNewsletter.** A weekly resource for everything CAI-NJ with information on upcoming events and common interest community industry news.
- **Committees.** As a volunteer-driven organization, we also have several committees through which much of the planning and implementation of activities takes place. All of our committee's welcome participation from all members including professionals, services providers, and association board members.
- **Up-to-date information.** Log on to www.cainj.org for instant updates about the community association industry, events, educational seminars, and legislative updates.

CAI-NJ MEMBER BENEFITS CONT.'D

NATIONAL BENEFITS

You'll also gain a network of industry colleagues and a variety of benefits and services designed to meet your specific and unique needs. Specific benefits of membership on the national level include:

- Professional development opportunities with CAI's internationally recognized **education programs** (<https://tinyurl.com/caieducation>), leading to **accredited designations** (<https://tinyurl.com/designations1>) and earning potential.
- Get member pricing for **award-winning publications** (<https://www.caionline.org/commonground/Pages/default.aspx>), **on-demand webinars** (<https://www.caionline.org/LearningCenter/Webinars/Pages/default.aspx>), unparalleled education, and **elite events** (<https://www.caionline.org/events/Pages/default.aspx>).
- Career opportunities with **CAI Job Market listings** - (<https://jobs.caionline.org/>)
- Strengthen your network, share best practices, and help your community thrive by meeting industry thought leaders by joining your peers on **CAI's members-only community: the Exchange.** (<https://exchange.caionline.org/home>)
- Find the **information, education, and resources** you need to support laws and regulations (<https://tinyurl.com/cai-laws-regs-12>) to govern healthy, vibrant communities.
- Access top industry insights from an outstanding repository of **award-winning content** (<https://tinyurl.com/commongroundmag>) that provides you with premier intelligence on community critical issues.

CAI believes that homeowner and condominium associations should strive to exceed the expectations of their residents. We work toward this goal by identifying and meeting the evolving needs of the professionals and volunteers who serve associations, by being a trusted forum for the collaborative exchange of knowledge and information, and by helping our members learn, achieve and excel. Our mission is to inspire professionalism, effective leadership and responsible citizenship—ideals reflected in associations that are preferred places to call home.

CONTACT CAI NATIONAL

Once you have become a member of CAI, National will handle your annual membership renewal, change of addresses, etc. You will receive a notice from CAI National when your membership comes up for renewal and your annual membership renewal fee should be made payable and submitted to CAI National.

www.caionline.org
(703) 970-9920
cai-info@caionline.org

Board Members/Community Associations: should those that are listed on your membership ever need to change, please send all your board changes/additions to robin@cainj.org

Business Partners: all those that work at your business location are members of CAI-NJ through your main Business Partner membership. You can add these affiliates at any time, at no charge, to receive our email communications and to be added to our membership database. Please contact robin@cainj.org to add your business affiliates.

CAI-NJ COMMITTEES

CAI-NJ is known for having the most active committee members out of all of the CAI chapters. There's good reason for this! Engaged members get the most out of their membership, for themselves and for the communities they serve. Some of the specific benefits include:

- Establish relationships with other members in the community association industry
- Establish yourself and your company as leaders
- Make your mark on important decisions facing the communities we serve
- Keep up to date on changes, trends and developments
- Boost your career by earning recognition among peers for outstanding work and volunteerism
- Create quality programs and services to improve the industry

Below is a list of our volunteer committee opportunities available through CAI-NJ. All committees have a Chair, Vice Chair and Board Liaisons and report to the Executive Director. For details on each of our committees please visit <https://cainj.org/committees/> Any member interested in volunteering on a committee is encouraged to contact Robin Sargent at Robin@cainj.org or (609) 588-0030.

AWARDS

The Awards Committee is charged to plan and coordinate the Annual Awards Celebration. The elegant affair never ceases to impress attendees as they dine on a beautiful spread of decadent stations and celebrate the outstanding individuals in the community association industry. With nearly 350 attendees annually, the event is designed to impress. They establish an event theme and create the decorations, while assisting with soliciting sponsorships.

BUSINESS PARTNER

The Business Partner Committee works within the chapter structure to develop and plan programs and services to enhance the business partner experience in the chapter. They want to ensure that other business partner members have opportunities to grow within the organization while bringing them networking events, skill building workshops and courses to help obtain their Educated Business Partner Distinction.

CONFERENCE & EXPO

The Conference & Expo Committee works to enhance exhibitor and attendee participation. With one of the largest industry trade shows in the community association industry, the CAI-NJ Conference & Expo boasts over 1,400 attendees and more than 160 exhibitors. This committee is charged with increasing attendance and gathering sponsorships for the event.

EDITORIAL

The primary function of the Editorial Committee is to edit the chapter's monthly magazine, *Community Trends®*, the official medium of communication for the chapter. The magazine contains columns, announcements and articles of information, analysis and informed opinions, which will reflect the interests of the three Membership Representation Groups (MRGs) of CAI. The committee is responsible for soliciting, reviewing and editing all articles for publication in *Community Trends®*, while maintaining the professionalism of the organization.

FUTURE ALL STAR TEAM (F.A.S.T)

The F.A.S.T. Committee provides the opportunities for CAI-NJ future leaders to engage and become immersed in our industry through professional development, civic outreach and social/business networking activities. They are the catalyst that allows our future leaders to make measurable and significant impacts in both their personal and professional lives as well as in our communities.

CAI-NJ COMMITTEES CONT.'D

GOLF

The Golf Committee's role is to plan and coordinate the annual golf outing. With more than 250 golfers annually, the Dennis R. Casale Memorial Golf Outing is a premier golf outing and networking event in the community association industry. Forsgate Country Club, where the event is held annually, provides members with a deluxe shot gun tournament, with two well designed courses that provide a challenging, yet enjoyable golf experience. The committee works with the CAI-NJ Staff Liaison in securing event sponsorships and encouraging attendance for the event.

HOMEOWNER LEADER

The Homeowner Leader Committee works within the chapter structure to develop and plan programs for homeowner leaders and assists in the recruitment and engagement of homeowner leaders in the chapter. They work together to bring you topics and programs that directly affect those living in community associations.

MANAGER

The Manager Committee works to advance and promote professional community management through education, certification, recruitment, information sharing and best practices. The Manager Committee members help navigate those looking to further their education and grow professionally within the organization.

MEMBERSHIP

The Membership Committee works to promote membership in CAI. The committee also focuses on the importance of membership retention by directly reaching out and making connections with our members. The Membership Committee familiarizes itself with the membership programs of CAI National and CAI-NJ, as well as recommending ways and means to enhance our own membership programs to include, if appropriate, incentive programs.

NETWORKING

Charged with developing some of the best networking experiences available from the NJ chapter of CAI, the Networking Events Committee is charged to plan and coordinate the Winter Break Party, Beach Party and Pre-Conference Networking Reception. They establish an event theme and create the decorations. They assist the chapter with securing event sponsorships and encourage attendance from the membership for the event.

WOMEN'S LEADERSHIP

The mission of the CAI-NJ WLC is to provide education and resources to mentor, support and empower women aspiring to grow within or enter the industry. Through educational programs and networking opportunities this committee strives to make measurable and significant impacts in both their personal and professional lives of women.

NEW JERSEY LEGISLATIVE ACTION

The New Jersey Legislative Action Committee (LAC) is a volunteer committee consisting of homeowners and professionals that advocate in New Jersey by identifying community association issues, monitoring pending legislation, and setting legislative priorities. In addition, they build relationships with and educate state legislators, providing invaluable advice when community association issues arise.

CAI-NJ MEMBER TESTIMONIALS

"The Falcon Group being a part of the CAI-NJ community has given us so many useful resources right at our fingertips. Through webinars, education, strengthening our network from the events/tradeshows/committee meetings, and so much more. Being a member keeps us updated on the latest news, laws and issues affecting community associations, cooperatives, and condominiums that is our target market. We are looking forward to another year of being a CAI-NJ member." - Megan Elgard, EBP, The Falcon Group - Engineering, Architecture & Reserve Specialists

"My company provides banking solutions to the Condo/Homeowners Association. CAI-NJ is the essential conduit that allows me to interact with various stakeholders and influencers. CAI-NJ membership provides me easy access to other members to educate them on what I do as well as understand their business and genuinely try to get them a referral. CAI-NJ provides access to various networking events, as well as all the Legislative Updates, chapter news, events and programs that are covering important industry topics. Personally, I have met so many people through CAI-NJ and now many of them I am able to call them my friends." - Ken Shah, Capital One Bank, N.A. New Jersey

"It is important to be a CAI-NJ member to bring the necessary resources to your managed communities. CAI-NJ helps us navigate the ever-changing landscape of community association management. I have been a member of the Editorial Committee for the past six years. Having served multiple roles, including the past chair, I have seen the wealth of knowledge in the expansive network of CAI-NJ. The articles we review monthly help keep the CAI community informed, providing their communities professional expertise. The support from professionals in the CAI community has allowed us to bring the necessary resources to our communities. It reflects our business enabling us to continue to serve our current and future prospective associations." - Robert Arnone, MSRE, AMS, CPM, RCA Management, LLC

"CAI is the leader in education and resources for Community Association residents across the country. Since more and more communities are built everyday, this organization is only growing in relevance. CAI-NJ has helped me build a strong network which in turn, helped me grow my business in this niche market. Serving on a committee is key. It's your opportunity to show your fellow member that you are going to work as hard for your clients as you do for the organization. Soaking as much information as possible is another important way to stay informed. Attending seminars that provide education on various topics helps me grasp what is a challenges for my clients and show more empathy. You grow your business with CAI-NJ by being honest, respectful and passionate about community associations. I'm always up to meeting new members and helping them fast track their involvement with CAI-NJ." - David Velasco, EBP, JGS Insurance

"They say it is all about WHO you know, but when you are new to an industry, establishing relationships and networking can feel contrived. Joining the CAI-NJ Editorial Committee has given me a natural way to get to know other members without the awkward pretense of business motivations. It has been a great opportunity to express what I do and care about without an uncomfortable sales pitch." - Casey Sky Noon, Coolsys Energy Design

"Being a CAI-NJ and committee member, adds credibility and most importantly, knowledge, in our ever changing profession. Through CAI I learned of the CMCA certification which has given Cabrera Property Management a competitive edge in Cape May County, NJ. I strongly encourage any homeowner or professional that touches community association management, to join as a member. The rewards far surpass the cost of membership." - Don Cabrera, CMCA, Cabrera Property Management

"It's important to be a member of CAI-NJ because they have outstanding educational programs, and they provide an excellent opportunity to strengthen you network and share best practices with other members. As a business partner member, we have been able to grow our business tremendously while being active members of CAI-NJ. We attend as many events as possible, and we routinely participate in the educational seminars and webinars so that our team stays ahead of the curve and feels confident in making business decisions. CAI-NJ is a wonderful organization that truly has something for everyone whether you are a community association, homeowner leader or business partner. There is a lot of value in being a member of CAI-NJ. Just like anything though, you will get out of it what you put into it. My advice would be to get involved with the chapter as soon as you can. Joining a committee is a great place to start!" - Nichole Gist, Good Mowin'

"There are so many great benefits, including access to so many great educational programs, legislative information and so many networking opportunities. CAI NJ allows you to meet so many great people in the same industry. You make friends that will last a lifetime while growing your business. The incredible staff at CAI NJ is always available to provide you with any information you need. You can and should attend as many in-person events as possible throughout the years. You will be amazed at the incredible love that goes into the events. If it is an educational event, you will learn so much. If it is a networking event, you will enjoy it and meet so many professionals from all different areas throughout our industry. It is really an incredible experience and one that I have enjoyed throughout my many years with CAI NJ." - Elysa D. Bergenfeld, Esq., Ansell Grimm & Aaron, P.C.

CAI-NJ EVENTS



2022 CAI-NJ RECRUITER CLUB CHALLENGE



**GRAND PRIZE:
A FREE TRIP* TO THE
2023 CAI NATIONAL
CONFERENCE!**

Recruit at least 10 new, CAI-NJ members in 2022 and you qualify to be entered in this year's CAI-NJ Recruiter Club Challenge. New members can be any combination of Business Partners, Managers, Homeowner Leaders, and Management Companies.

**For contest details or questions contact Robin Surgent at
609.588.0030 or robin@cainj.org**

Contest Rules:

1. You must recruit at least ten (10) new members between January 1, 2022 and December 31, 2022 to be an eligible contestant.
2. The member with the most new member recruits between January 1, 2022 through December 31, 2022, will win.
3. CAI-NJ may allow substitutions of prizes in certain circumstances.
4. Winner will be announced at the CAI-NJ Awards Celebration in February 2023.
5. Winner does not need to be present to win.
6. *The Grand Prize is a trip to the 2023 CAI National Conference and includes either air or train fare (depending upon the location of the conference), two nights stay at the conference hotel and conference registration.
7. New members must note/indicate the recruiter's name on the membership form submitted in order to be counted.

Sponsored by:



Alliance Association Bank®

A division of Western Alliance Bank. Member FDIC.

WRITE FOR COMMUNITY TRENDS®

UTILIZE ONE OF YOUR MEMBER BENEFITS TO SUBMIT & POTENTIALLY HAVE YOUR WORK PUBLISHED IN OUR MONTHLY MAGAZINE!

CAI-NJ and the Editorial Committee are always looking for new articles to publish in *Community Trends*®.

One of CAI's major strengths is the willingness of its volunteer members to contribute their time and share their knowledge and experience. Nowhere is that willingness more important or more noticeable than in the area of CAI publications.

Our own chapter magazine is an example of this sharing by our members. Everything that is printed, despite the diversity of the subject matter, has the same goal: to share with other CAI members information that will help them better serve the community.

All articles are reviewed by the Editorial Committee. We recommend that articles contain no less than 500 words, but no more than 1,500 words. Articles should be written in third person, eliminating the use of "I", "we," "me," "my," and "our." CAI retains the right to edit articles to conform to content space requirements. Upcoming themes are below, however, we welcome articles across all themes and topics that benefit community associations and businesses.

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

View the full guidelines for submitting an article on the Community Trends® page on our <http://www.cainj.org/community-trends/>

UPCOMING THEMES & DEADLINES

May: Keeping Your HOA in Check (Due March 15)

June: FAQs - Ask the Experts (Due April 15)

July: Budgeting (Due May 15)

August: TBD (Due June 15)

September: LAC (Due July 15)

October: Conference & Expo (Due July 30)

November: TBD (Due September 15)

December: Looking into the Future (Due October 15)

January 2023: TBD (Due November 15)

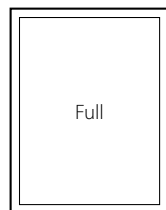
February 2023: TBD (Due December 15)

March 2023: TBD (Due January 15)



CAI-NJ MAGAZINE/DIRECTORY ADVERTISING

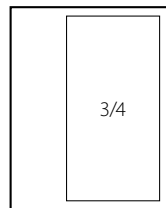
MAGAZINE *Community Trends*® — Monthly (12 times per year).



FULL PAGE: (7.5"w x 10"h)

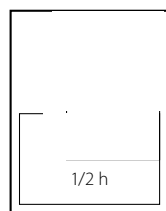
Contract	Member	Non-Member
1x	\$783	\$948
6x	\$742	\$907
12x	\$660	\$825

Premium pages (back cover, inside covers may be available. Please ask if interested).



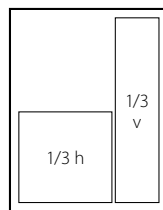
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Contract	Member	Non-Member
1x	\$618	\$783
6x	\$577	\$742
12x	\$535	\$700



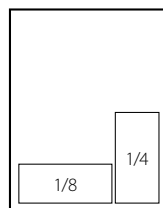
1/2 PAGE: (7.5"w x 4.875"h)

Contract	Member	Non-Member
1x	\$453	\$618
6x	\$412	\$577
12x	\$370	\$535



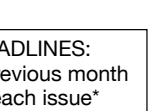
1/3 PAGE: (5"w x 4.875"h)
(2.35"w x 9.875"h)

Contract	Member	Non-Member
1x	\$370	\$535
6x	\$330	\$495
12x	\$288	\$453



1/4 PAGE: (2.35"w x 4.875"h)

Contract	Member	Non-Member
1x	\$288	\$453
6x	\$247	\$412
12x	\$205	\$370



1/8 PAGE: (5"w x 2.125"h)

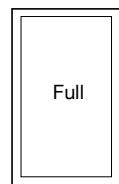
Contract	Member	Non-Member
1x	\$205	\$370
6x	\$165	\$330
12x	\$139	\$304

DEADLINES:
10th previous month
for each issue*

All rates listed are PER INSERTION, black and white.

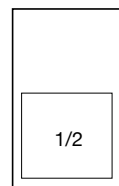
FULL COLOR is offered for an additional \$200 per insertion.

2022 CAI-NJ MEMBERSHIP DIRECTORY



FULL PAGE: (4.25"w x 8"h)

Member
Black Ink, \$650
Full color, \$850



1/2 PAGE: (4.25"w x 3.875"h)

Member
Black Ink, \$400
Full color, \$600



1/4 PAGE: (4.25"w x 1.875"h)

Member
Black ink, \$300
Full color, \$500

TABS AND COVERS:

Inside front cover, \$1,100
Back cover, \$1,200
Inside back cover, \$1,100
Contacts & References (front), \$1,000
Contacts & References (back), \$1,000
Community Association Volunteer Leaders (front), \$1,000
Community Association Volunteer Leaders (back), \$1,000
Management Companies (front), \$1,000
Management Companies (back), \$1,000
Individual Professional Managers (front), \$1,000
Professionals (front), \$1,000
Professionals (back), \$1,000
Services/Products (front), \$1,000
Services/Products (back), \$1,000
Alphabetical Advertisers (front), \$1,000
Alphabetical Advertisers (back), \$1,000

Additional listings are \$50 each.

DEADLINE MARCH 4, 2022



2022 Ultimate Partners
receive free full page color
Membership Directory ad.



2022 Elite & Premier Partners receive free full
page (black ink only) Membership Directory ad,
or can upgrade to full page color for \$200.



*Sheet updated 4/4/22.
Prices and deadlines
are subject to change
without notice.

Contact Us • 888-445-7946 or info@brainerdcommunications.com

2022 CAI-NJ NEW MEMBER PACKET | WWW.CAINJ.ORG

2022 ONLINE SERVICE DIRECTORY REGISTRATION FORM



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

ONLINE SERVICE DIRECTORY LISTING INFORMATION:

Listings run through December 31, 2022 and include one (1) of each of the following per company: Company Name, Contact Name, Address, Phone and Fax Number, E-mail, and Website Link. Participating companies must be a CAI-NJ Business Partner or Management Company member in good standing.

ONLINE SERVICE DIRECTORY LISTING COST:

Primary Category Listing: Just \$200.00 for the year!

Additional Category Listing/s: Just \$100.00 for each additional category. (Additional Category Listings contain the same information as your Primary Listing)

NEW FOR 2022! - MAKE YOUR LISTING STAND APART FROM THE REST!

UPGRADE YOUR LISTING: Add a feature video to your listing for an additional \$200.00 for the year!

CATEGORY

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

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

2022 CAI-NJ ONLINE SERVICE DIRECTORY FORM

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

(Included with Ultimate, Elite and Premier Partnership)

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

☐ Video Directory Upgrade x \$200.00 = \$

Company:

Contact Name:

Address:

City, State, Zip:

Phone: Fax:

E-mail:

Web Site:

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

Signature:

PAYMENT OPTIONS:

TOTAL: \$

1. Pay by Check:

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

2. Pay by Credit Card:

Fill out credit card info below and fax complete form
to (609) 588-0040 or email brooke@cainj.org.

Cardholder Name:

Card #:

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 obligations set forth in the cardholder's agreement with issuer.

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

BUSINESS PARTNER AFFILIATE FORM

As a business partner member of CAI, the employees of your company who are active in CAI-NJ can be considered members of the New Jersey chapter.

To qualify as an additional CAI-NJ member, the employee must be a direct employee of the company member. The additional member will receive New Jersey chapter emails and communications for our events and publications. As well as, the opportunity to attend events at members rates and serve on committees. Only the primary contact for each business partner membership has the right to vote in elections and receive the membership directory and *Community Trends*® monthly magazine.

For information on CAI memberships, please contact us at (609) 588-0030 or robin@cainj.org



Company Information

Primary Contact (Name on Account): _____

Company: _____

Address: _____

City, State, Zip: _____

Phone: _____ Fax: _____

Email: _____

Additional Member Information

Name 1: _____	Name 5: _____
Email: _____	Email: _____
Phone: _____	Phone: _____
Name 2: _____	Name 6: _____
Email: _____	Email: _____
Phone: _____	Phone: _____
Name 3: _____	Name 7: _____
Email: _____	Email: _____
Phone: _____	Phone: _____
Name 4: _____	Name 8: _____
Email: _____	Email: _____
Phone: _____	Phone: _____

Please fax this completed form to (609)588-0040 or email robin@cainj.org.

SAVE THE DATE!

2022 CAI-NJ ANNUAL CONFERENCE & EXPO

The Event Center @iPA, Freehold, 110 Schanck Road, Freehold, NJ

THURSDAY, OCTOBER 20, 2022

SPONSORED BY



FOR DETAILS, PLEASE VISIT...
WWW.CAINJ.ORG/CONFERENCE-EXPO/

THANK YOU TO OUR 2022 PARTNERS!



Alliance Association Bank
Ansell Grimm & Aaron, PC
Associa Community Management Corp., AAMC
Becker
BELFOR Property Restoration
Brown & Brown Insurance of Lehigh Valley
C & L Services Pavement Maintenance
Corner Property Management, AAMC
Denali Property Management, Inc.
The Falcon Group - Engineering,
Architecture & Reserve Specialists

FWH Associates, P.A.
GAF
Hill Wallack LLP
Kipcon Inc.
McGovern Legal Services, LLC
mem property management, co, inc,
PuroClean of Hoboken, Jersey City, Fort Lee
PS&S, LLC
Rezkom Enterprises, Inc.
Taylor Management Company, AAMC, AMO
Technocality, Inc.
WilkinGuttenplan



Accent Group
Access Property Management
Adamas Building Services
All County Exteriors
Amco Pest Solutions, Inc.
Anchor Pest Control
Becht Engineering BT, Inc.
Buckalew Frizzell & Crevina LLP
Capital One Bank N.A. New Jersey
Clearview Washing, LLC
Cowleys Pest Services
Curcio Mirzaian Sirot, LLC
Cutolo Barros, LLC
Dior Construction, Roofing, and Siding
Environmental Designers Irrigation, Inc.

FirstService Residential, AAMC
Greenbaum, Rowe, Smith & Davis, LLP
Griffin Alexander, P.C.
Guardian Service Industries, Inc.
Innovative Pressure Cleaning, LLC
Jesan Construction and
Maintenance Services
JGS Insurance, a Baldwin Risk Partner
KPI2 Enterprises, Inc.
Lemus Construction, Inc.
L.N. Rothberg & Son, Inc.
Mackoul Risk Solutions, LLC
Morris Engineering, LLC
National Contractors, Inc.
National Cooperative Bank
O & S Associates, Inc.

Pacific Western Bank
Pardini R. Construction Corporation
PeopleFirst Property & Casualty Services
Popular Association Banking
Preferred Community Management
Services, Inc., AAMC
Quality 1st Contracting, Inc.
Rainbow - G & J Painting, LLC
Regal Restoration USA
Republic Services of New Jersey, LLC
SageWater
Servpro of Howell/Wall
Stark & Stark Attorneys at Law
USI Insurance Services
Valley Bank
Witczak Engineering



Accurate Reconstruction
AR Management Company
Design East, Inc.
Eosso Brothers Paving
Felsen Insurance Services, Inc.

Giordano, Halleran & Ciesla
Hueston McNulty, P.C.
Landscape Maintenance Services, Inc.
Lawley Services, Inc.
MyPropertyBilling.com
Radom & Wetter

Renda Roads, Inc.
South Shore Construction, LLC
STAR Building Services
Two Men Property Services Group, Inc.
Wilkin Management Group, Inc.