

Community Trends®

Community Associations Institute
New Jersey Chapter

June 2014



IMPROVING WITH AGE

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NO VACANCY

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LIFE IN THE FAST LANE

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FROM TORT TO COURT

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...and more!

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CAI-NJ 2014

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Saturday, November 8, 2014

at the Garden State
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President's Corner



Marie D. Mirra, CPA

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 2014 CAI-NJ President

"As I woke up on the morning of Friday, May 16, I was filled with such pride and joy..."

This month's article brings me to you as we return from a wonderful time at the CAI National Conference held in Orlando, Florida from May 14-17, 2014. Many good times were had amongst our members from the New Jersey Chapter and a beautiful evening was enjoyed by 40+ members who attended our NJ Chapter Dessert Party, which was held at Bice Restaurant in the Portofino Hotel. I would like to extend my gratitude to all those who attended this year's event, which has now become an annual tradition for our Chapter at the National Conference.

As I woke up on the morning of Friday, May 16, I was filled with such pride and joy as this was the day I accepted two achievement awards on behalf of the Chapter for Best Net Retention (89%) for a Very Large Chapter and for our January 2013 *Community Trends*® "Restore the Shore" issue in the Membership category. Congratulations to the 2013 Membership Committee for their accomplishments in both areas and to the 2013 Editorial Committee for their assistance in the production of this outstanding issue of *Community Trends*®.

I would also like to take this opportunity to recognize two long-time members and past presidents of the NJ Chapter who also received individual achievement awards at this year's Annual National Conference; E. Richard Kennedy, Esq. of Kennedy, Wronko, Kennedy, received the National Distinguished Service Award and Mitch Frumkin, RS of Kipcon, Inc., received the 2013 Award of Excellence in Chapter Leadership. Congratulations to Richard and Mitch on their outstanding leadership abilities.

The National Conference included a keynote speaker, Vince Poscente, a renowned business strategist and Olympic motivational speaker. Mr. Poscente was a high energy speaker with an invigorating perspective. His empowering story illustrates that understanding the dynamic relationship between conscious and subconscious thought is the first step toward becoming...

CONTINUES ON PAGE 51.

On the Cover...

On May 24, 2014, Laurita Winery hosted the "Food Trucks and Fire Pits Festival" where wine lovers and foodies came together and enjoyed a beautiful day hopping from different gourmet food trucks while listening to live bands and enjoying local wine in New Egypt, New Jersey. Laurita Winery is a regional destination for the enjoyment of diverse musical and cultural entertainment from country line dancing and outdoor movie nights, to jazz and blues to multi-media art displays. If you haven't visited Laurita Winery yet, be sure to check their calendar of events! (www.lauritawinery.com)

Photo by Robin Surgent, CAI-NJ



Moving Forward



Michael P. Molaro
CAI-NJ Executive Director

There's nothing worse than someone raining on your parade.

I was recently speaking with someone who obviously is more of a pessimist than optimist, although he prefers the term "realist." After I had added the chemicals to my pool for the first time this season following the opening a few days earlier, he reminded me that the days begin getting shorter on June 22.

Our family hadn't even taken our first swim of the season and already I was reminded of what was to come. Thanks for the downer.

Before we move forward with what's coming your way at CAI-NJ, I'd like to take a quick look back.

Approximately 200 people joined us on June 9 for our 2014 Dennis R. Casale Memorial Golf Outing at the Eagle Ridge Golf Course in Lakewood. A special thank you goes out to our sponsors who made this event possible.

Approximately 25 non members attended our June 18 Highrise/Midrise Roundtable at The Chart House in Weehawken. Our Membership Team is following up with these prospects from New Jersey's "Gold Coast" with the goal of converting them into CAI-NJ members.

We had excellent turnouts for our Managers Roundtable and first-ever Business Partner Roundtable at The Pines Manor in Edison on June 19. The groups held their respective roundtables from 5:30 – 8:30 p.m. and then joined each other for a one-hour dessert networking reception.

Moving forward, August 14 is our 2014 Beach Party at Martell's Tiki Bar in Point Pleasant. We had about 800 attendees at last year's event and everyone's invited to join us for some sun and fun on the Jersey Boardwalk with the Atlantic Ocean as a backdrop!

This is Kyle Hammerschmidt's last issue as Editor of *Community Trends*®. We wish Kyle well in his new career endeavor and thank him for his excellent work with this magazine.

With almost 1,600 members, New Jersey is CAI's third-largest chapter behind Washington Metropolitan and Washington State. While at the CAI Annual Conference last month in Orlando, I was joking with Washington State Chapter Executive Director Michelle Leary that we are looking to reclaim our spot as number two. I am confident that we will be back at number two before the end of this year.

As always, please let me know if you have any questions about CAI-NJ. We enjoy learning about how the chapter can better provide what you want and need to serve your consistencies. My direct telephone number is (609) 588-0030, x206, and my email is mike@cainj.org. I look forward to hearing from you.

About those days getting shorter... ■

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ASSOCIATIONS INSTITUTE

1675 Whitehorse-Mercerville Road,
Suite 206
Mercerville, NJ 08619

Tel: (609) 588-0030
Hotline: (609) 477-0956
Fax: (609) 588-0040
Website: www.cainj.org
E-mail: info@cainj.org
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Jean Bestafka
Renaissance Homeowners Association

This bill is a real problem for any association that holds a lien on any of their properties for any reason.

How Does The Legislative Action Committee Work And Why Do We Need One?

By Jean Bestafka,
Board of Directors and Liaison to the Legislative Action Committee

Every month more than twenty lawyers, property managers, accountants and Community Association Volunteers (CAVLs) meet to review all legislation that is introduced that will affect community associations. We then decide to support, oppose or monitor the bills. If we support or oppose, the bill is reviewed in depth and a substantive opinion is developed. Members of the committee are then selected to go with our lobbyists from MBI*Gluckshaw to visit the sponsors, influential legislators or government officials to present the pertinent issues. As many of you may know sometimes this process takes many years.

This month there are two new bills that have been introduced that are of interest to CAI members:

The first bill introduced by Senator Rice, S2081, would establish a foreclosure Prevention and Neighborhood Stabilization Trust Fund in the Department of Community Affairs (DCA). Money allocated to the fund would be utilized for foreclosure prevention activities, such as legal services to low and moderate income homeowners in danger of losing their homes to foreclosure, mediation services, training for non-governmental groups who assist home-

owners in addressing the foreclosure process, and loans or grants to homeowners for principal reduction or direct assistance for mortgage payments or mortgage arrearages. The fund would be financed through a temporary \$1,200 surcharge placed on each foreclosure complaint filed in the State. The surcharge would expire after the number of foreclosure complaints filed statewide in a year is less than 10,000.

The DCA would provide up to \$500,000 from the fund to train qualified vendors to provide training to local governments and non-profit entities undertaking neighborhood stabilization efforts. The DCA may utilize \$500,000 in the first year of the fund, and \$300,000 each year thereafter, for the purpose of collecting and disseminating foreclosure data.

This bill is a real problem for any association that holds a lien on any of their properties for any reason. If they choose to foreclose, they would be subject to the \$1,200 surcharge.

We are working to get associations removed from the bill.

The second bill, S2117 would require the Commissioner of Community Affairs to promulgate regulations which require that a

bed-shaking fire emergency device be installed wherever visual alarm type smoke detectors are currently required to be installed. A “bed-shaking fire emergency device” is a device that shakes a bed, flashes lights and emits a low decibel square wave sound meant to wake individuals who are hearing impaired or suffer from other disabilities.

Many elderly people lose the ability to hear high decibel sounds and can no longer hear standard smoke alarms. Hearing impaired children and others with disabilities are also at risk of not waking up at the sound of a traditional smoke alarm. The installation of bed-shaking fire emergency devices would provide further fire protections for disabled children and the elderly by having a physical, in addition to visual and audible, component to fire systems already required to be installed pursuant to current law and regulation.

This is a brief bill and does not cover who will pay for these devices and will state grants or funds be allocated to those who can not pay. It does not say when this change over should occur, now or when the smoke detector needs to be replaced. Who will check to see who needs the device? A very good idea but fraught with roadblocks. ■

Help CAI's Amicus Effort

The CAI Amicus Program is looking for your help. For years, CAI has participated in New Jersey court cases involving significant community association issues. We do this through our “Amicus” or “Friend of the Court” Program. With the court’s permission, CAI files briefs in court cases advocating the interests of our members. CAI has successfully appeared in a number of important New Jersey cases, including Twin Rivers. It is important for our members to

let CAI know when they are involved in, or become aware of, a lawsuit which may have an impact of general concern to the industry. We can only participate and have our views expressed when we know about these cases when they first arise. So, this is an important request on behalf of both the National and Chapter Legislative Action Committees to please advise the Chapter office of any litigation involving community association issues of potential importance to the entire industry.

CAI-NJ THANKS OUR 2014 PLATINUM PLUS SPONSORS

The New Jersey chapter extends their appreciation to the Platinum PLUS Sponsors. The funds raised from this Sponsorship Program help defray some of the costs of the Chapter's membership services and educational programs.

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chapter Trends



Courtesy CAI-NJ.

(above) Paul Santoriello, PCAM, president of Taylor Management Company, AAMC, AMO, opened the program for the company's first training day for community association board members.

Taylor Management Company, AAMC, AMO Held a Community Board Member Training Day

Bedminster, NJ — Taylor Management Company, AAMC, AMO, a property management firm with offices in Whippany, Secaucus and Somerset, NJ, presented an educational training day for their association board members on April 5, 21014 at Fiddler's Elbow Country Club in Basking Ridge, NJ. The firm manages over 40,000 homes in New Jersey, in 165 communities.

Taylor Management hosted the program to over 200 of their board members, addressing some of the most requested and essential information that board members require to run a successful association.

Taylor's approach to their Board Training Day was to provide these board members with a basic overview of their role as board members, their fiduciary responsibilities, the role of their management company and professionals, and the significance of establishing a policy governance structure. Paul Santoriello, president of Taylor Management Company, opened the day with a focus on these aspects of community association governance.

A panel of five association attorneys also contributed to the event. Donna Shahrabani, Esq., a partner with Buckalew, Frizzell & Crevina LLP, spoke on governing documents, providing advice that every board member needs to be aware of. Mary Barrett, Esq., a shareholder of Stark & Stark, shared the importance of the requirement for policies/resolutions and amendments in associations.

David Ramsey, Esq., a partner from Becker & Poliakoff, instructed those in attendance on the legal obligations of alternate dispute resolution (ADR) and the necessity of establishing rules and regulations. Ronald Perl, Esq. a partner with Hill Wallack, conveyed the requirements for holding meetings and taking minutes and the proper procedure for both. Fran McGovern, Esq., principal of McGovern Legal Services, LLC addressed how to protect associations in relation to the mandatory insurance requirements and understanding the coverage's involved.

Bruce Noel, CFO and Dan Manning, Vice President of Financial Operations at Taylor provided a general overview of the board's role in keeping the association fiscally sound. They discussed protecting association assets, a breakdown of how to read the monthly financial reports, the budget process, the need for a reserve account and the importance of a reserve study.

Bug Doctor Termite and Pest Control Announced Staff Addition and Promotion

Paramus, NJ — Stuart Aust, President and CEO of Bug Doctor Termite and Pest Control, announced the recent promotion of Nancy Madrid to Vice President of Administration and Human Resources. He also announced Fayth Petrucci recently joined the company as their new Office Manager.

Madrid joined the company in 2006 as the Accounting Manager/Human Resources

Courtesy CAI-NJ.



(above) Nancy Madrid (left) and Fayth Petrucci of Bug Doctor Termite and Pest Control.

Manager. In her new capacity, she will oversee the administration and human resource functions of Bug Doctor and its four other divisions, Bird Doctor Nationwide, Animal Doctor, Bedbug Doctor, and Mosquito Doctor. "Nancy exemplifies what Bug Doctor is all about and is one of the driving forces behind our success. We are extremely grateful for employees of her caliber," said Aust. Madrid received her Human Resources certification from Fairleigh Dickinson University.

Petrucci has over 10 years of office management experience in the service industry and 15 years of proven excellence in customer service and support. She received her Bachelor of Fine Arts from Point Park University in Pittsburgh, PA.

Liedel Joins Union Bank as Regional Account Executive For Homeowners Associations

Los Angeles, CA — Union Bank, N.A., today announced Sabine Liedel has joined

Courtesy CAI-NJ.



(left) Sabine Liedel, CMCA, of Union Bank, N.A.

the company as a vice president and a regional account executive for the homeowners associations and community management companies division of Union Bank. Based in Philadelphia, her territories include New

Jersey, Connecticut, Western New York, and Hudson Valley New York.

Liedel will be responsible for business development and portfolio management along with retaining profitable deposit business within the HOA industry market, including community association management companies serving homeowner, condominium, and cooperative associations.

“Sabine’s substantial experience in the homeowners association industry along with her dedication to creating long lasting customer relationships will be key to our continued success as a best-in-class provider in this important market,” said Mark Reider, senior vice president and head of homeowners association services at Union Bank.

Liedel previously served as CEO of the Management Resources Center and Community Archives, a provider of products and services to the community association industry, from 2009-2012. She also holds a Certified Manager of Community Associations (CMCA) designation. Liedel attended the University of Phoenix and has completed professional development courses at Stanford University and the University of Maryland.

Hill Wallack LLP Named Official Partner of the 2014 Special Olympics USA Games

Princeton, NJ — On April 11, 2014 Hill Wallack LLP announced that the firm has signed on as a Bronze Partner of the 2014 Special Olympics USA Games and Presenting Sponsor of Spectator Services. The 2014 USA Games will be held in New Jersey June 14-21, 2014.

Nearly 3,500 athletes will compete in 16 Olympic-style team and individual sports, with the support of 1,000 coaches, and tens of thousands of volunteers, family, friends and spectators. The 2014 USA Games will take place throughout Mercer County, NJ including competitions at Princeton University, Rider University, The College of New Jersey and Mercer County Park, with the Opening Ceremony taking place at Prudential Center in Newark.

“Hill Wallack LLP is proud to support the 2014 Special Olympics USA Games,” Managing Partner Robert W. Bacso said. “We look forward to being an integral part of this exciting event being held in our own backyard. The dedication and determination of the athletes is truly inspiring and

CONTINUES ON PAGE 50.



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Woodlake at King's Grant Condominium Association, Inc. v. Coudriet and Mesy.

What it Means and What Associations Should Do Going Forward.

By Fran McGovern, Esq.,
McGovern Legal Services, LLC



It's common knowledge that Burlington County Chancery Judge Karen L. Suter has not been receptive to associations' applications for appointment of rent receivers. This has been true even when a unit is abandoned, vacant, and worth less than the balance of the mortgage. Nevertheless, we believe that Judge Suter and New Jersey's other Chancery Judges will, in the proper circumstances, continue to grant associations' applications for appointment of rent receivers.

In *Woodlake at King's Grant v. Coudriet and Mesy* (decided April 1, 2014), New Jersey's Appellate Division reviewed two of Judge Suter's decisions denying Woodlake's motions for appointment of rent receivers where the units were abandoned, vacant, and apparently worth less than the balance of the mortgage. The Appellate Division upheld Judge Suter's denials.

We did not participate in the *Woodlake* case. However, we do not believe that Judge Suter has anything against associations nor do we believe that the *Woodlake* decision should inhibit Chancery Judges from granting association's future rent receiver applications.

In *Woodlake*, the Appellate Court noted that "The Association has not demonstrated that defendants have an affirmative obligation to rent their respective units..."; "[the Association has not demonstrated]...any authority...to rent those units to new tenants";

"Nor have been presented with any indication that defendants misappropriated rents"; "[The Association has not provided] any other agreement between the parties [that] provide[s] for the appointment of a rent receiver" and "...the Condominium Act does not expressly authorize such relief...". However, nothing in that laundry list is determinative of whether or not a rent receiver should be appointed on an association's application when a unit is vacant and abandoned. At issue is the Court's power, not the association's power. Chancery courts have the inherent power to prevent waste, mitigate fire risk, mitigate vandalism risk, and prevent squatting.

The decision is left to the broad discretion of the Chancery Judge. Arguably, the County Chancery Judge has the broadest powers of any judge in the judicial system (the late Judge Alexander Lehrer once said "Mr. McGovern, in this courtroom, I am king." He then offered to trace the history of the Chancery Court's equitable powers back to the kings of England). Chancery Judges have the power to grant equitable relief – a power broader and more flexible than Law Division Judges.

Chancery Judges ask themselves: "Does this seem right?", "If I deny the request-

"The decision is left to the broad discretion of the Chancery Judge."



Fran McGovern, Esq.

ed relief, will the applicant be irreparably harmed?", "If I grant the requested relief will another party or, worse yet, someone who has not had the opportunity to be heard, suffer greater harm than the applicant?"

Beyond the laundry list noted above, the *Woodlake* Appellate Court discussed rent receivers in the context of cases involving banks attempting to have rent receivers appointed against mortgagors. Early in my legal career I represented banks and was involved in a number of hotly-contested cases involving a bank's right to rents.

The *Woodlake* Appellate Court did not

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plumb the distinctions between rent receiver applications in the bank-mortgagor context and rent receiver applications in the association-abandoned unit context. In the bank-mortgagor context, typically the bank has lent money to the mortgagor to purchase the property (perhaps an apartment building, office building etc.). If the mortgagor defaults, the bank attempts to collect the rents via a rent receiver so that its loan may be repaid.

Courts look at such relief as extraordinary for a number of reasons. For example: the right to collect rents and proceeds generally follows ownership and possession rather than lienholder status, appointing a rent receiver may put the mortgagor out of business if the mortgagor's business is real estate investment and appointing a rent receiver may put the mortgagor out of an operating business if the mortgagor's business is a (or the only) tenant in the financed real estate. Courts also consider whether the lender is "adequately protected" by the value of the property. Judges ask: Is there an "equity cushion" such that the value of the property exceeds the mortgage sufficiently to protect the bank's loan amount plus amounts, such

as taxes, insurance, security etc., that the bank may have to continue to advance?

The reasons judges are cautious in appointing rent receivers in the bank-mortgagor context do not however apply in the association-debtor context where the unit has been abandoned and is vacant. In the association-debtor context, where the unit has been abandoned and is vacant, waste/fire/vandalism/squatters and possible impacts on third parties are the primary concerns – the debtor has already walked away from the unit.

Waste/fire/vandalism/squatter issues weigh heavily in favor of granting an association's request for appointment of a rent receiver. However, the "possible impact on third parties" prong could still be problematic. In *Woodlake* the mortgage company was apparently not a party to the suit or on notice of the rent receiver motion. Further, it also seemed that the mortgage company may have been proceeding expeditiously with its foreclosure and was close to completing the foreclosure process. Although speculation, these two facts alone appear sufficient to support Judge Suter's denial of the rent receiver application and the Appellate Division's affirmation of Judge Suter's decision.

"Waste/fire/vandalism/squatter issues weigh heavily in favor of granting an association's request for appointment of a rent receiver."

Judge Suter, having been New Jersey's Chief of Banking and Insurance Operations from 1998 to 2000 and Commissioner of New Jersey's Department of Banking and Insurance from 2000 to 2001 is aware of the fact that banks, via their security instruments, often take an interest in rents and proceeds. Therefore, she may feel that, even though the association is a junior lien holder and cannot foreclose the bank's interest, in the context of a rent receiver motion, the bank is entitled to be a party to the action or, at a minimum, is entitled to have notice of the rent receiver application. Further, Judge Suter may also feel that, in cases where bank foreclosure is imminent, the administrative detriment to the bank of putting a tenant in the unit outweighs the brief benefit to the association.

In any case, we feel that *Woodlake* did not contribute meaningfully to the body of case



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law addressing rent receiver applications. Rather, it reaffirmed the power that Judge Suter and the other Chancery Judges already had and have exercised regularly throughout the recent economic slump. Whether or not a rent receiver is appointed with respect to an abandoned and vacant association unit depends on the facts.

It appears that, going forward, the bank should be put on notice of any association rent receiver application and that an association should think twice before applying for a rent receiver where a bank is diligently pursuing its foreclosure action and completion of the foreclosure is imminent. Associations should still however look to rent receiver applications as a valuable collection tool and not forget that banks may also be liable as mortgagees in possession. ■

Fran McGovern's legal practice, McGovern Legal Services, LLC has focused almost exclusively on representing associations for the past thirteen years. Fran holds business and law degrees from Rutgers University.

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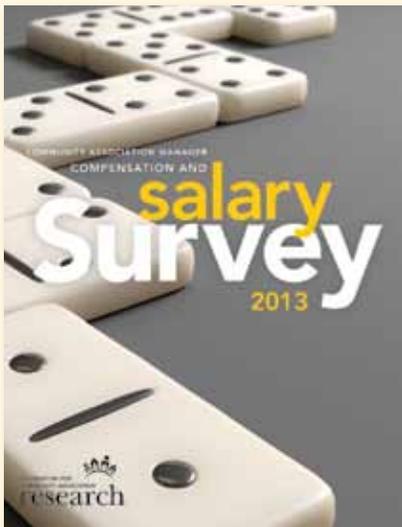


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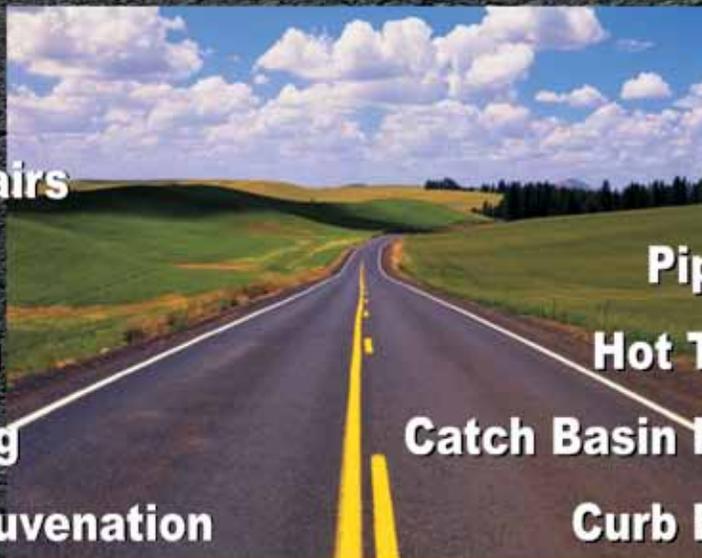
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TEN COMMANDMENTS FOR KEEPING MEETINGS MOVING

By Robert C. Griffin, Esq.
Griffin Alexander, P.C.



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All of us have experienced the frustration of attending a seemingly endless meeting. Generally, the meetings producing this frustration are not those which simply last the longest. While the business of the association is being carried forward, frustration is minimized, even though the number of issues is great, or discussions become lengthy. Frustration is produced by wasting time. It arises from the inability to perceive steady movement toward a goal.

In my experience, the loss of meeting efficiency can be attributed to causes which fall into categories. Expressed in positive terms, these categories can be developed into time-saving tips for improving efficiency. These are my “Ten Commandments For Keeping Meetings Moving”.

1. Arrive Prepared.

Management’s most frequent complaint is that many hours are spent preparing packets

of information for board members, who don’t pick them up before the meeting and read them. Orienting unprepared board members to the location of documents being discussed is a time waster which can become significant.

After several minutes of discussion, the board member finally announces that he can’t, for the life of him, find the landscaping proposal being discussed, and causes a “time out”, followed by a rehashing of the issues discussed to that point. I am sure I have attended over a hundred meetings at which the board members began by sitting in silence for several minutes reading the prior month’s minutes and making corrections.

Think of the time to be saved by making additions or deletions on the draft copy and handing them to the manager right before the meeting commences. The explanation of changes to the remaining board members need only take a moment, and management does not have to continu-

“Orienting unprepared board members to the location of documents being discussed is a time waster...”



Courtesy CA/NLI

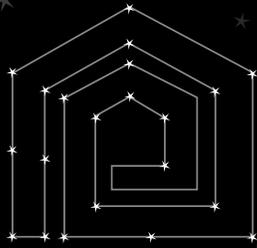
Robert C. Griffin, Esq.

ally ask board members to repeat verbatim the additions and identify where they should be inserted.

2. Start on Time.

There should be a firm commitment to begin the meeting at the time indicated on the agenda. A quorum, not perfect attendance, is required to begin a meeting. If the president is not there, the vice president should take over, and there should be

CONTINUES ON PAGE 16.



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agreed-upon alternates in the event the vice president is not available either. The notion that, "If we don't wait for the president, we will just have to repeat everything", can really bog a meeting down. If the president or another officer or trustee is unavailable, he/she should trust the other members to carry on responsibly.

3. Establish a Business-Like Atmosphere.

It is amazing to me that board members who lead professional lives by day, can attend a business meeting of a non-profit community association responsible for hundreds of thousands of dollars in assets, arrive in cut-up jeans and T-shirts, serve pizza, tell jokes, and take six hours to run through an agenda which fits neatly on one page. Many things

contribute to this syndrome. Comfortable dress means a comfortable atmosphere, in which the participants may take their time. Meeting in someone's home, sitting in a deep couch and eating a meal fit for a king are great impediments to efficiency.

It sometimes happens that when a meeting is hosted at a board member's home, that board member becomes distracted with his/her hosting obligations. From time to time, I have even seen a board member become angered during the course of a meeting and demand that everyone leave his/her home.

The establishment of a business-like atmosphere is perhaps the most important factor in efficiently processing the business of an association. Meetings should be at tables where people can spread out their papers, execute documents, and pass out objects or

papers for review. Little or no food should be served. Hunger is one of the best reasons for keeping efficiency high and ending the meeting on time.

4. Set an Agenda and Stick to It.

The president controls the agenda. Those who wish to discuss certain items should advise the president and those times should be added to the agenda. If the agenda gets too long, the president should carefully dissect out items which can wait until the following month. Once the agenda is set, failing to follow it can become a substantial time waster. No one knows when they will be able to discuss their issues, and the result is a disjointed presentation of the issues with everyone speaking at once, or vying for position.

5. Establishing an Ending Time in Advance.

If, for example, and ending time of 9:30 is chosen, at 8:30, having made little progress, the entire board should recognize the obligation to get moving. Once the board gets used to leaving at or about 9:30 p.m., board members who are called upon to report the activities of a committee to which they are liaison will more likely answer truthfully, "Nothing to report". No matter how miniscule, there is always "something" which might be reported about the activities of a particular committee. In the business-like setting, however, if the activities amount only to brainstorming or are not well-developed yet, the words, "Nothing to report" become appropriate.

6. Management Goes First.

The board meetings I have attended at which management is not permitted to provide its report until late in the meeting, are invariably longer than if management had been able to speak immediately. This is because if there is an issue of importance to the association and management is worth its salt, there has already been substantial research accomplished on the subject and the problem might even be resolved. The substantial discussion that occurs before management's report is wasted. The same is true with respect to legal counsel. Lengthy discussions on the defense of a case brought by the landscaping contractor are hardly worthwhile if counsel has already obtained a dismissal.

7. Let People Finish.

I have never been a fan of the, "Ask questions as you go" philosophy. I may be many things, including longwinded, but I



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am rarely less than clear. If allowed to finish an explanation, I find generally that there are few, if any, questions. A professional anticipates questions that might be asked and answers them in the course of his/her presentation. Management may be expected to exercise the same degree of anticipation. I have taken the longest to explain things to a board when the board members insist upon interrupting at each sentence for clarification. While others are talking, board members should be making notes of areas of concern so that, if not addressed by the end of the explanation, well-considered questions might be asked.

8. Discuss Common Concerns Only.

Some board members love to point out that problem areas on the common elements are near, or in, their own buildings. They look for opportunities to use their own units as examples of certain conditions common throughout the project. The reference to a board member’s own unit raises the specter of a conflict of interest and sets the remainder of the board to wondering if that board member has a “private agenda”.

If a board member uses his unit as an example, another board member invariably cites to circumstances which in his/her mind make that board member’s circumstances unique. A lengthy discussion is inevitable as to whether or not the unit owner’s unit is a good example. The discussion is fruitless, but the arguments can sometimes become intense. The discussion is personal when one’s unit is involved.

Other board members feel obligated to attach more or less importance to the problem than they otherwise would, in light of the fact that it arises from a board member’s personal concerns. The need to vent frustrations and tell stories, for example, about the board member’s discussions with the developer about a construction defect in his/her unit, is hardly relevant to the general discussion of the proper method of repair for all units with the problem.

9. Delegate to Committees.

Especially in the categories of rules establishment and enforcement, architectural guidelines and finance, the input of your unit owners may be invaluable in studying an issue which would otherwise be debated at length, without accomplishing anything. An example might be the establishment of an appropriate place for pets to be sent to relieve themselves. Obviously, no

CONTINUES ON PAGE 18.

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one wants such a place in his/her backyard and the feasibility of establishing such a location is going to be a subject of substantial debate. It would save time to delegate this topic to

an architectural or covenants committee for study. This does not mean that the subject has to become “bogged down” in committee. The committee should be assigned a three (3)

month deadline, and to report progress to the board, in writing, prior to the next meeting.

10. Closure Means Compromise.

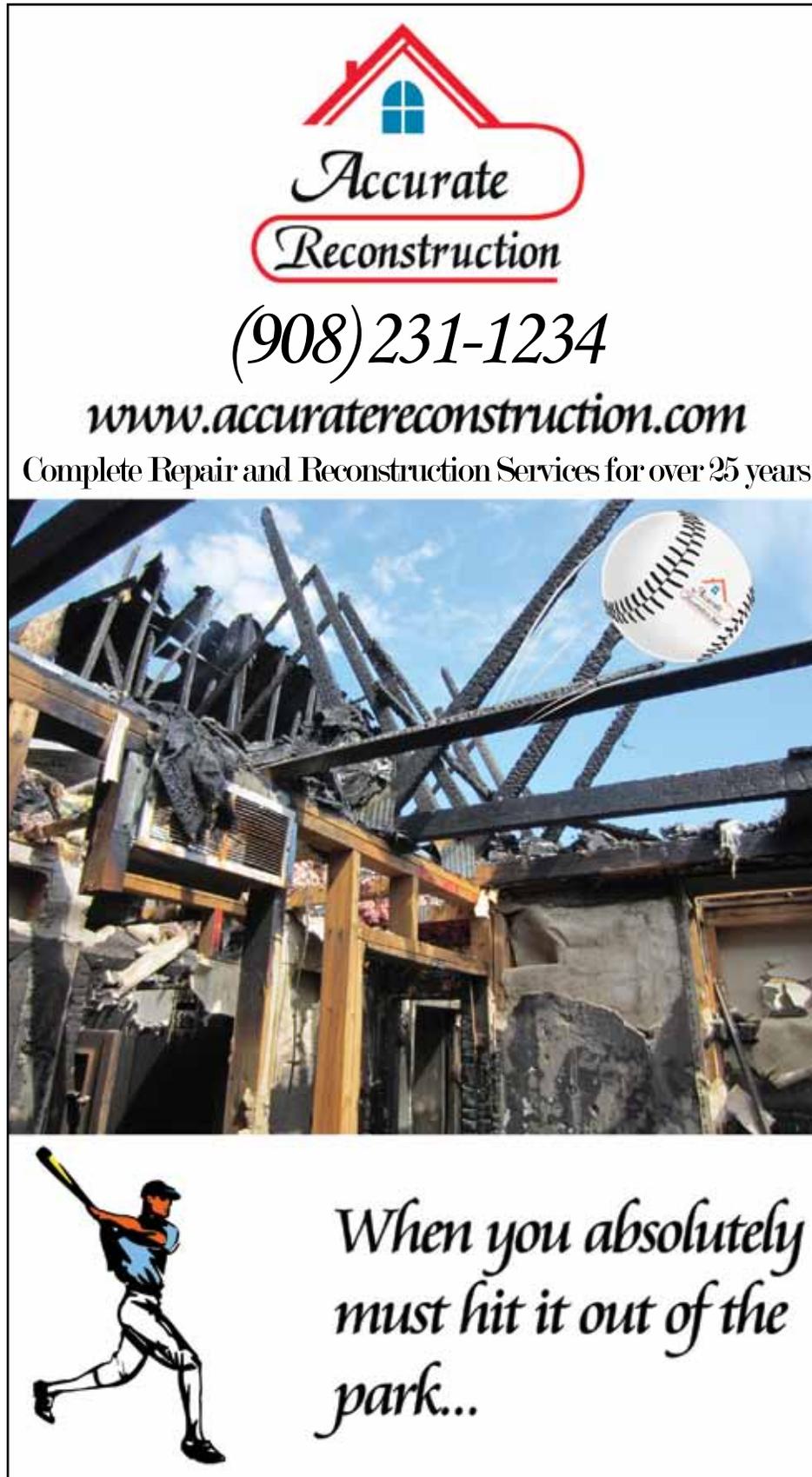
Before an agenda item is brought to the table for discussion, all board members should have, at least tacitly, agreed that the discussion will be brief. Prepared board members with reports from appropriate committees should state their opinions, and if cogent arguments are to be made, they should be stated concisely.

At the point at which most or all board members have made their positions known, a bona-fide effort to arrive at a resolution of the various interests should be undertaken. Simply put, the board should see if it can accommodate everyone’s concerns in the form of creative solution.

It is not always necessary that a faction of the board win or lose. There is great benefit in compromise. It eliminates hard feelings. It gives the minority board members the feeling that they have been listened to, and their interests were legitimate and deserving of consideration. The minority board members may emerge from the discussion knowing that they had a bona-fide input which meant something, and was considered adequately before a decision was made. Creativity in arriving at solutions to problems can take a substantial bite out of “arguing” time.

As you can see, my “Ten Commandments” are borne merely of common sense. Most of them are obvious, but you would be surprised at how often they are not followed. Being a board member is a substantial commitment, but it should not be an overwhelming experience or a lesson in boredom. An association that operates efficiently generates community support, because it is personally fulfilling to be a member of a team which accomplishes something. Associations that show true staying power in terms of board member participation are the associations which will retain their property values and fiscal soundness over the long haul. ■

Robert C. Griffin is a partner of Griffin Alexander, P.C.. His major areas of practice are Community Association Law and Litigation. He also handles Business Start-ups, Commercial Law, Fair Housing and Discrimination issues; Labor Law; Rights of the Disabled; Land Use; Real Estate Transactions; Wills and Trusts; and, Municipal Court. Mr. Griffin represents community associations, providing guidance through the transition process from developer to homeowner control, and serves as general counsel for community associations.



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Event: 5:00 p.m. - 9:00 p.m.

FRIDAY, NOVEMBER 7, 2014

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TORT IMMUNITY

...and What Does it Mean for Homeowner Associations in New Jersey?

By Jim Ritter, CMCA, AMS, PCAM, LSM
Greenbriar Oceanaire Community Association



Should associations be responsible for injuries or the pain and suffering that sometimes occurs on or within the common elements of the community? After all, the association board, elected by the homeowners, sets the budget and guidelines of the maintenance program for the areas and injuries occur even with well-maintained facilities. The State of New Jersey thinks not.

Homeowner Associations in New Jersey have long enjoyed broad immunity from tort liability due to the specific protections they are afforded by the state's Torts Immunity Act. The immunity provisions of the Torts Immunity Act have certainly proven valuable in protecting homeowner associations against lawsuits. Injuries, especially those caused by trips and falls, are common in homeowner associations. Association documents require the Board to have insurance to protect the association and provide financial stability in the event of a lawsuit.

The state feels that the homeowners should decide the question of Tort Immunity

on an individual association basis. The associations that wish to avail themselves of Tort Immunity must take a vote and amend their bylaws to include the provision for Tort Immunity. Builders/sponsors are not allowed to participate in the vote and the vote must have two thirds of the members vote "yes" to be implemented.

Current indications show associations with Tort Immunity in their by-laws enjoy lower insurance premiums due to fewer claims. Some associations find it very difficult and expensive to obtain liability insurance because of its claims history. Some carriers will not write insurance for associations that do not have Tort Immunity in place.

Will having Tort Immunity make all claims go away? The answer is no; however, if approved, it would require proof in a lawsuit that the association was willful, wanton, or grossly negligent in creating the situation in which the injury occurred. This is much more difficult to collect on a claim than just filing a report that says, "I fell in the parking lot last week and I was injured and by the

"Injuries, especially those caused by trips and falls, are common in homeowner associations."



Courtesy CAHNU

**Jim Ritter, CMCA,
AMS, PCAM, LSM**

way, my significant other wants to be paid for loss of services."

The State of New Jersey does not track which or how many communities have the Tort Immunity provision in place. Currently, Tort Immunity does not extend to anyone other than members of the association. There has been legislation introduced to extend Tort Immunity to guests of members.

To help identify the associations that have Tort Immunity, a brief survey has been developed. To participate in a brief survey about Tort Immunity please go to the

CONTINUES ON PAGE 22.



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New Jersey State Statue concerning Tort Immunity

A: 62A-12. Definitions As used in this act:

- a. "Association" means the entity responsible for the administration of a common interest community in which 75% or more units have been conveyed to unit owners other than the developer pursuant to subsection a. of section 2 of P.L. 1979, c. 157 (C. 46:8B-12.1), which association may be incorporated or unincorporated.
- b. "Bylaws" mean the governing regulations adopted by a common interest community for the administration and management of the property.
- c. "Common interest community" means real estate with respect to which a person, by virtue of his ownership of a unit, is obli-

gated to pay for real estate taxes, insurance premiums, maintenance or improvement of other real estate described in the declaration. Ownership of a unit does not include holding a leasehold interest of less than 20 years in a unit, including renewal options. Common interest communities shall include, but not be limited to, condominiums and cooperatives.

- d. "Declaration" means any instrument, however denominated, which creates a common interest community, including any amendment to that instrument.
- e. "Bodily injury" means death or bodily injury to a person.
- f. "Qualified common interest community" means a common interest community which is (1) residential and (2) contains at least four units.
- g. "Unit" means a physical part of a common interest community designated for separate ownership or occupancy.
- h. "Unit owner" means the person owning a unit or that person's spouse.

L. 1989, c. 9, s. 1.

2A:62A-13. Limited immunity for association

- a. Where the bylaws of a qualified common interest community specifically so provide, the association shall not be liable in any civil action brought by or on behalf of a unit owner to respond in damages as a result of bodily injury to the unit owner occurring on the premises of the qualified common interest community.
- b. Nothing in this act shall be deemed to grant immunity to any association causing bodily injury to the unit owner on the premises of the qualified common interest community by its willful, wanton or grossly negligent act of commission or omission.

L. 1989, c. 9, s. 2.

2A:62A-14. Amendment of bylaws

- a. No bylaws shall be amended in accordance with section 2 of this act unless the amendment is approved by the owners of

CONTINUES ON PAGE 24.

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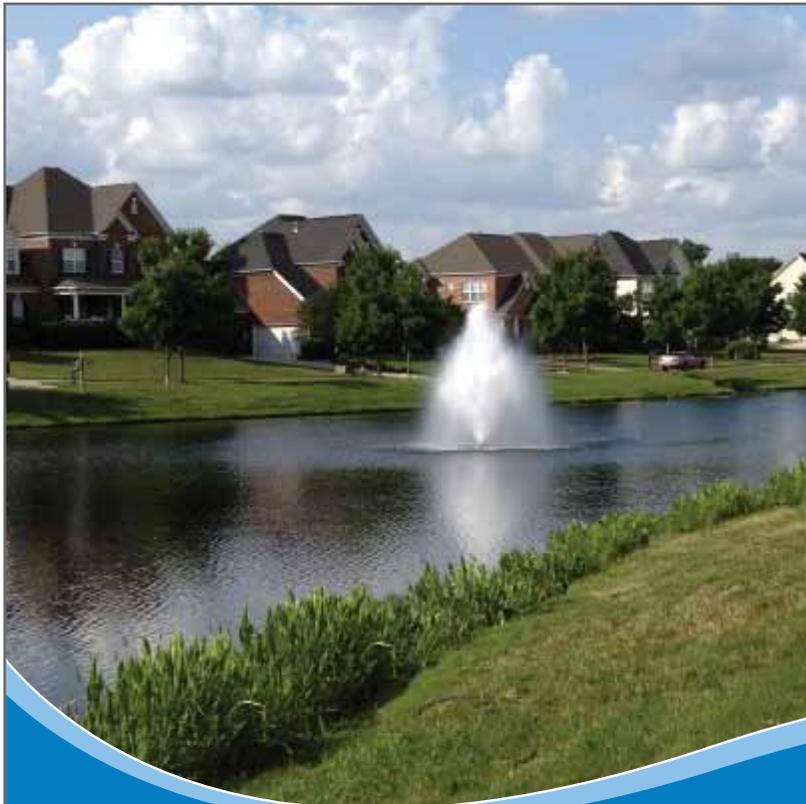
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TORT IMMUNITY... from page 22.

at least two-thirds of the units held by unit owners other than the developer in the qualified common interest community.

b. Bylaws adopted in accordance with section 2 of this act shall apply to actions for injuries sustained on or after the operative date of the bylaws.

Survey Questions

- c. Does your association have tort immunity?
 Yes No
- d. If so, approximately what year was it passed? _____
- e. How many homes are in your community?
 less than 100 101 - 250
 251-1000 greater than 1001
- f. Are you a (circle one): Condominium, Cooperative, Townhouse or Fee-simple community?
- g. Does your community have an (check one):
 onsite manager portfolio manager
 no manager?
- h. Do you know of any liability claims against your association disallowed by a judge due to having tort immunity in your association? Yes No
- i. If so, how many? _____
- j. On average, how many liability (slip and falls) claims do you have in a year?

- k. Have you ever been denied a liability insurance quote due to your claims history? Yes No
- l. What is the cost of your liability insurance per home? (Take the total premium of the liability insurance and divide it by the number of homes) _____.
- m. Has your association taken any other steps to reduce the frequency or severity of liability claims? Please describe in detail so that we can share this information with other associations. ■

Mr. Ritter works for Prime Management as the onsite community manager at Greenbriar Oceanaire Community Association in Waretown. The community has an 18 hole golf course, restaurant, bar and other amenities located in a 38,000 sq ft club house. Mr. Ritter has earned the CMCA, PCAM, and LSM designations through CAI and was President of CAI-NJ in 2004.

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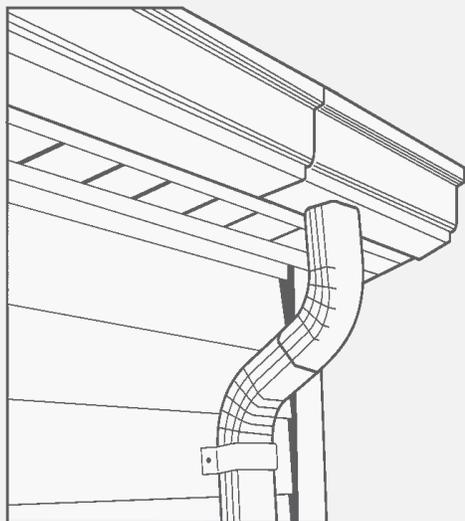


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NEW JERSEY QUALITY OF LIFE SEES SPRING UPTICK

Monmouth University Poll, West Long Branch, NJ 07764 • www.monmouth.edu/polling

In its regular tracking of residents' satisfaction with life in New Jersey, the *Monmouth University Poll* finds the current Garden State Quality of Life Index stands at +25. This latest reading is slightly higher than the +23 index score in February.

A major factor is residents' overall rating of the state as a place to live. Currently, nearly 2-in-3 say New Jersey is either an excellent (15%) or good (49%) place to call home, compared to just over 1-in-3 who rate it as only fair (26%) or poor (10%). This

64% positive rating is up by a statistically insignificant single point since February.

A bigger impact on the overall Garden State Quality of Life index score comes from residents' views of the environment. With the arrival of spring, 76% give the quality of their local environment a positive rating, which is up from 73% in February and 69% in December.

"We generally don't see such seasonal shifts in how New Jerseyans rate their environ-

CONTINUES ON PAGE 28.



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GARDEN STATE QUALITY OF LIFE INDEX

	NJ TOTAL	GENDER		AGE			RACE		INCOME		
		Male	Female	18-34	35-54	55+	White	Black/ Hispanic	<\$50K	\$50- 100K	>\$100K
April 2014	+25	+24	+25	+31	+20	+25	+27	+16	+17	+24	+33
February 2014	+23	+28	+18	+23	+21	+26	+27	+11	+8	+23	+35
December 2013	+24	+25	+23	+24	+21	+27	+29	+10	+10	+24	+35
September 2013	+26	+26	+26	+27	+23	+30	+33	+10	+17	+25	+42
April 2013	+21	+19	+24	+19	+19	+27	+29	+3	+12	+19	+35
February 2013	+29	+28	+30	+30	+27	+31	+36	+12	+20	+30	+36
December 2012	+30	+31	+29	+30	+30	+30	+36	+14	+17	+33	+38
September 2012	+24	+28	+20	+16	+21	+32	+30	+5	+10	+23	+37
July 2012	+27	+26	+29	+21	+31	+30	+32	+16	+16	+31	+37
April 2012	+31	+33	+28	+25	+30	+37	+36	+19	+24	+28	+42
February 2012	+25	+20	+30	+25	+24	+26	+29	+13	+17	+23	+38
October 2011	+24	+24	+24	+23	+21	+29	+31	+7	+15	+25	+31
August 2011	+22	+25	+19	+27	+19	+21	+26	+9	+9	+22	+32
May 2011	+23	+24	+22	+23	+22	+23	+26	+14	+15	+22	+32
December 2010	+21	+20	+23	+23	+20	+23	+26	+13	+15	+21	+31

GARDEN STATE QUALITY OF LIFE INDEX

	REGION							COMMUNITY TYPE		
	North east	Urban Core	Route 1 Corridor	Central Hills	Northern Shore	Delaware Valley	Garden Core	Urban	Stable Town	Growing Suburb
April 2014	+24	+10	+22	+43	+29	+25	+23	+4	+26	+33
February 2014	+27	+16	+20	+37	+30	+14	+16	+6	+28	+28
December 2013	+31	+15	+26	+40	+25	+14	+17	+5	+29	+30
September 2013	+27	+8	+21	+52	+33	+27	+19	+1	+34	+32
April 2013	+31	+4	+19	+38	+22	+21	+21	-3	+30	+27
February 2013	+31	+17	+35	+37	+36	+25	+23	+11	+33	+36
December 2012	+36	+18	+26	+47	+40	+21	+31	+9	+37	+37
September 2012	+29	+14	+17	+45	+33	+26	+13	-1	+27	+31
July 2012	+37	+12	+30	+37	+34	+22	+18	+8	+34	+34
April 2012	+38	+26	+27	+44	+34	+22	+28	+20	+35	+36
February 2012	+33	+17	+27	+35	+29	+19	+22	+11	+31	+29
October 2011	+31	+6	+22	+45	+35	+18	+23	-1	+31	+34
August 2011	+24	+16	+21	+38	+27	+26	+6	+4	+29	+25
May 2011	+28	+17	+16	+41	+29	+22	+20	+6	+29	+28
December 2010	+26	+15	+22	+38	+23	+14	+17	+12	+23	+27

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MONMOUTH POLL... from page 26.

ment, but this was a fairly harsh winter and that could have an impact on overall sense of well-being," said Patrick Murray, director of the Monmouth University Polling Institute.

Other ratings in the report include: 71% of New Jerseyans currently rate their town or city positively, which is up just one point from February. Also, 63% of New Jerseyans give a positive rating to their local schools, which is up by two points since February. Two-thirds (66%) of New Jerseyans give positive ratings to neighborhood safety, which is down one point since February.

Since February, the overall Garden State Quality of Life Index score has increased among women (+25 from +18) and decreased among men (+24 from +28). It has also increased among younger adults age 18 to 34 (+31 from +23) but held steady among those age 35 to 54 (+20) and age 55 and older (+25). Lower income residents, those earning under \$50,000 a year, also showed an increase in the index score since February – to +17 from +8. The score held steady, though, among those earning \$50,000 to \$99,000 (+24) and \$100,000 or more (+33).

The Garden State Quality of Life Index

"A bigger impact on the overall Garden State Quality of Life index score comes from residents' views of the environment."

was created by the Monmouth University Polling Institute to serve as a resident-based indicator of the quality of life offered by the state of New Jersey. The index is based on five separate poll questions: overall opinion of the state as a place to live – which contributes half the index score – and ratings of one's hometown, the performance of local schools, the quality of the local environment, and feelings of safety in one's own neighborhood. The index can potentially range from -100 to +100.

The latest Monmouth University Poll was conducted by telephone with 803 New Jersey adults from March 30 to April 1, 2014. This sample has a margin of error of ±3.5 percent. The poll was conducted by the Monmouth University Polling Institute in West Long Branch, New Jersey. ■



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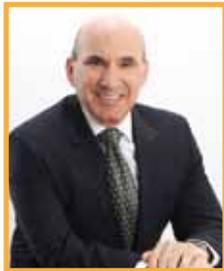
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Chuck J. Graziano
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Chuck Graziano's introduction to community association management began in 1980 when he served as community manager for a large scale homeowners' association in northeastern Pennsylvania. He later served as General Manager of the Property Management and Commercial Operations division with a developer of large-scale communities, shopping centers and other commercial properties. Graziano eventually bought most of that division, which became an AAMC® and AMO certified management firm. In 2002, he sold the firm and took a position with a national home builder focusing on community associations under development. He then moved on to become Director of Community Associations for a home builder and developer/owner of commercial real estate.

Graziano is a Certified Property Manager (CPM®) and a Professional Community Associations Manager (PCAM®). He has been a member of CAI for 34 years, where he has held positions on various committees as well as on the board of directors of the Pocono Mountains Chapter of CAI. He is a past president of IREM's New Jersey Chapter and is currently on its executive committee. Graziano is also an OSHA Certified Outreach Instructor and consults and trains in the areas of OSHA Standards and safety and health. He speaks frequently on the subjects of strategic business leadership, property management, and health and safety issues.

Graziano will lead MAMCO's new office in Saddle Brook, New Jersey and will be responsible for developing and managing the company's services in the northern half of the state.

He received his bachelors' degree from Fordham University, his masters' degree in Public Administration from NYU and is a veteran of the US Marine Corps.

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Select your Chapter: _____ **NEW JERSEY**

Recruiter Name/Co. Name: _____

CATEGORY OF MEMBERSHIP: (Select one)

- | | |
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| <input type="checkbox"/> Manager | \$124 |
| <input type="checkbox"/> Management Company | \$400 |
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___ MGR

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Home Address: _____

City/State/Zip: _____

Phone: (W) _____ (H) _____

Fax: _____ (Cell) _____

E-Mail: _____

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| <input type="checkbox"/> 3rd Board Member | \$275 |
| <input type="checkbox"/> 4th Board Member | \$345 |
| <input type="checkbox"/> 5th Board Member | \$395 |
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Other

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(April 11, 2014 through May 10, 2014)

Business Partners

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Mr. David Basile

Progreen Management LLC
Mr. David Greenberg

Community Association Volunteer Leaders

Board Member
Four Seasons at South Knolls

Board Member
Four Seasons at South Knolls

Board Member
Four Seasons at South Knolls

Ms. Barbara J. Heil

Ms. Carol Scheweck
Drakesville at Roxbury Homeowners Association, Inc.

Mr. Fran Shames
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Mr. Michael Terrence Jordan



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For contest details contact CAI-NJ:
(609) 588-0030 or membership@cainj.org

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Contest Rules:
1. Contestants must recruit at least five new members between January and November 2014 to be eligible.
2. The member with the most new member recruits between January 1, 2014 through November 30, 2014, will win.
3. Recruiters can only win one prize per year.
4. CAI-NJ may allow substitutions of prizes in certain circumstances.
5. Prize winners will be announced at the CAI-NJ Chapter Retreat in December 2014.
6. Winner(s) need not be present to win.
7. *The Grand Prize is a trip to the 2015 CAI National Conference in Las Vegas, NV, and includes airfare to Las Vegas, NV, from Newark, New Jersey, or Philadelphia, Pennsylvania; two nights at the conference hotel; and conference registration.





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Photos courtesy CAI-NJ



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2014 Recruiter Club New Jersey Chapter

(As of May 10, 2014)

Donna M. Belkot — 1

Diane Cody, PCAM — 1

Scott T. Dalley, CMCA, AMS,
PCAM — 1

Barbara Drummond, CMCA,
PCAM — 1

Mitchell Frumkin, RS — 1

Martin H Laderman - 2

Denise Lindsey-Becker, CMCA, AMS,
PCAM — 3

Erin O'Reilly, CMCA — 3

Kate Post — 1

John C. Roberts, CMCA, AMS,
PCAM — 1

Lawrence N. Sauer, CMCA, PCAM — 2



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The Many Definitions of “SENIOR”: *How to Accommodate Diverse Association Lifestyles*

By Elaine Warga-Murray, CMCA, AMS, PCAM
CEO, Regency Management Group, LLC

We all remember “senior year,” “senior partner,” “senior member,” and “seniority,” as positive acknowledgements of our achievements. So when did the term “senior” turn not so wonderful? Somewhere along the last decade or so, even “senior discount” was not especially flattering... I know people who cheer when they “get carded!” Remember when asking to prove you were “old enough” to enter an establishment was annoying? Now, everyone hopes they are asked to prove they are old enough for said discount and are AARP members! Some people won’t even admit to it!!

This has impacted the community association business significantly. The issue of changing the name of age-restricted communities, from active “Senior Communities”, to “Adult Communities,” and then to the more lovely “Lifestyle Communities” has been a marketing mine field for developers and managers alike. We now have two or more generations trying to live compatibly in the same environments. A challenge to say the least!

What we have here is “Changing Culture.” While every human society (or group) has its own particular culture, or socio-cultural system, the “status quo” in the “over 60” population is no longer static. Many people are living into their 90’s along side of the new neighbors who are just turning 55!

That means that “kids” are now moving into communities where their parents and even their grandparents like to think of as their exclusive domain. The “younger” residents want different services, different amenities, and different rules from what the “older” residents consider to be fine just the way they are! So, there goes the neighborhood, as more modern communities accommodate different “cultures,” and some older communities are having difficulty selling vacant homes. The economic changes have also created an environment where rentals



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have soared in some age-restricted communities. That means “diversity!”

So who is a “Senior?” Apparently, anyone over the age of 55, may be able to live in a “lifestyle” community, but many really don’t want to be called a “senior citizen.” And the weekly news magazine show, 60 Minutes just aired a segment on the program called, “What we are learning from the older old.” The segment focused on how 60 year olds can stay active and mentally competent into their 90’s and what they have to do in order to avoid cognitive decline. The “older old” is a new category?

A need to ensure “forever young” and “vital, self sufficiency” has even changed the types of activities being offered in age-restricted communities. There are fewer wood working and ceramics craft classes, and now Tai Chi Classes, Yoga Beginner, Yoga Intermediate, Hot Yoga, Cy-yo, Vegan Cooking Classes, Folk Arts, Fine Arts, Digital Production Editing, Pressure Point Massages, and Spas are as essential as

“We now have two or more generations trying to live compatibly in the same environments.”

digital photography, and “Summer Camp,” Ballroom Dancing, Zumba, and Bocci and Tennis Tournaments. While still scheduling free blood pressure screenings, free flu shots, health care alternatives, nurse visits, wheel chair rentals, and providing accessible pool lifts, physical therapy sessions facilities, Companion Pet Workshops, and “Helping Hands.” The typical “Lifestyle Community” must accommodate all ages and all stages of physical prowess.

How does the average manager and/or lifestyle director manage more than 50 clubs and an activities calendar that is so diverse and includes more than the monthly “Pot Luck” or “Singles Nite.”

Computer Rooms are now being replaced with digital video production facilities; and,

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instead of visiting nurses coming in to check blood pressure, physical therapists are scheduled weekly for water therapy and knee replacement rehab. How to live on a fixed income is still a concern, but so is meditation and organic gardening.

The manager and other “lifestyle community” personnel have to be trained in:

1. Extensive Social Involvement
2. Experience with Diverse Groups of people, cultures, traditions, age groups, and practices

3. Direct experience with travel, use of local venues; direct and personal participation in activities;
4. Knowledge of diverse sports, hobbies, activities, and services utilized by diverse social groups.
5. Familiarity with local and regional organizations and municipal personnel.

And must have the following skill set:

1. Friendly and Approachable
2. Ability to Resolve Conflicts
3. Diverse Social Skills
4. True knowledge and understanding of social diversity
5. Motivational personality
6. Able to listen and be sympathetic to requests, preferences and needs of diverse residents/clients
7. Organized with Efficient Planning Skills

Fortunately, there are still many municipal and state agencies that can offer help:

State of New Jersey — DEPARTMENT OF HUMAN SERVICES

- Commission for the Blind and Visually Impaired Home Page
- Division of Aging Services Home
- Division of the Deaf and Hard of Hearing Home
- Division of Developmental Disabilities Home
- Division of Disability Services
- Division of Family Development Home
- Division of Medical Assistance and Health Services Home
- Division of Mental Health and Addiction Services (DMHAS)

Some useful techniques for managing the lifestyle community include:

- Contact County Social Services Center or Human Services
- Ask for representative of each appropriate division to offer a program for residents, either on site or at a nearby community center



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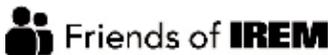


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MANAGEMENT TRENDS... from page 40.

- Set Up a Resource Room for all NJ, County, and Municipal Contacts
- If Municipality has a center or representative, be sure to have them be available monthly to offer services onsite for every service from dog licenses, voter registration, flu shots, recreation calendar of events, etc.
- Local Recreation Departments often sponsor trips, kids activities, parenting seminars, and senior center programs
- Local (either county or municipal) representatives will offer list of local attractions, events, festivals and talent available to schedule for residents

In addition, there are important contacts to maintain and/or cultivate:

- State Divisions of Social Services
- County Social Services Department
- Municipal Social Services Department
- CAI National Publications
- Service providers, management firms, Life Style experts
- Other community association Life Style Directors
- Event Planners organizations: (EPA) Event Planners Association has NYC and Philadelphia Chapters.
- Lifestyle Directors, also known as Activities Directors, are an important asset at an active adult community. A good Lifestyle Director will make all the difference in the atmosphere of a socially thriving community. She or he has many responsibilities and is often the guiding hand behind most, if not all, of the community events, parties, and social clubs.
- www.55places.com

The definition of "Senior" has changed, is changing and will continue to change and in order to manage those changes, community association practitioners need specialized training and more specific skills, resources and the help of volunteers, and outside sources.

In order to be a "senior manager," we must know the expectations and trends that are impacting our business model and professional protocols. We must know that there is no one definition that fits all, and we need to accommodate change. ■



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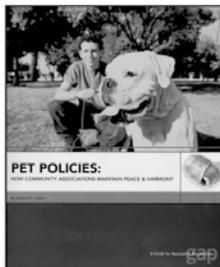
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To help generate enthusiasm and additional promotion for the Games, Hill Wallack LLP held a wine and cheese networking event in the firm's Princeton office on Thursday, March 13, 2014. Donations were collected

Courtesy CAI-NJ.



(left) 2014 Special Olympics Games Organizing Committee with Hill Wallack LLP Partner Ronald L. Perl. (L to R: Thomas Varga, Ronald Perl, Beth Conover, Diana LePore, Marc Edenzon, Jesus Cabrera)

to benefit the 2014 Special Olympics USA Games. The wine and cheese tasting was courtesy of Unionville Vineyards in Ringoes and Cherry Grove Farm in Lawrenceville. Over 75 members of the business community attended including local elected figures. The event was organized by Hill Wallack LLP's Professional Development Committee.

“The 2014 Special Olympics USA Games

is going to be the largest, most inspirational gathering of Special Olympics athletes at a national event with an anticipated 70,000 spectators throughout the week,” said TJ Nelligan, Chairman & CEO, 2014 Special Olympics USA Games. “Our partnership with Hill Wallack allows us to provide a first class event to not only the nearly 3,500 athletes competing, but to all who attend with the most up to date information. Spectator Services will be instrumental in making all attendees' experience an enjoyable one by always having access to current daily information as well as the ability to provide local information about the Mercer County area.” ■

Be a part of the Trend! Submit your company's or association's news, milestones, achievements – including wedding and birth announcements – to communitytrends@cainj.org for publication in the chapterTrends section of *Community Trends*®.



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ing a leader who can transform individual performance. Stay tuned for future monthly "President's Corner" articles as the Chapter unfolds a new strategic plan and implements the parable outlined in Poscente's book, "The Ant and the Elephant."

In closing, I would like to recognize Kyle Hammerschmidt, Associate Director — Communications and Marketing, who served the Chapter for the past 6½ years. Kyle's last day was May 30th and we wish him the best of luck in his future endeavors. Kyle's responsibilities will be assigned to other office staff in the interim during the realignment of roles in the CAI-NJ office. Feel free to direct any questions you may have to Mike Molaro, our Chapter Executive Director, or you may contact me directly anytime. ■

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What Was Your Biggest Senior Moment?

Courtesy CAI-NJ.



"1. I leaned against the wall in my office while talking to someone when I almost screamed because a hand behind me grabbed my hand. It was my hand.

2. I called my office to leave myself a message on the voicemail for the next day. When I got into voicemail I forgot why I was calling.

3. I bought my dinner and put it in the refrigerator in the office to bring home that night. I put my car keys with it so I wouldn't forget it. I looked for my car keys for an hour at the end of the day before calling my wife for a ride home"

Mitchell Frumkin, PE, RS, CGP
President
Kipcon, Inc.

"Mine is getting lost on the way home from my mother's house which I've been driving to for 37 years. (However anyone that knows me, knows that I can't find my way out of the Mall parking lot.)"

Terry Viggiano, CMCA, AMS, PCAM,
Community Manager
RCP Management

"My biggest 'Senior Moment'? I am constantly telling people I am 53 because I keep forgetting how old I am. I will be 55 in September."

Mary Ann Calogera, CMCA, AMS, ARM
Community Manager

"I cannot remember my biggest senior moment."

Al Spinney
Property Manager

"My favorite senior moment (although I am not really a senior) is...twice now I missed the exit driving to work. I make the long drive everyday but twice I missed exit 8A off the turnpike and had to drive an extra 25-30 miles each way to exit 7 to make a U-Turn. So dumb of me.."

Shant Kouyoumdjian
Portfolio Manager

"My best senior moment is that I can't remember my best senior moment."

Diana Dilillo
Integra Management Corp.

"Leaving my wife at the supermarket, I forgot she came with me."

Gabriel Vitale
President
C & L Sweeper Service Corp.

"I have them on a daily basis and I'm only 37."

Chris Gallo, Community Manager
Integra Management Corp.

Courtesy CAI-NJ.



"What???"

Jack McGrath, R
The Grande at Colts Neck

"I don't think I was senior enough then to say it was a senior moment, just a moment of stupidity, but when I was managing Whispering Woods during one of those terrible every-other-day-snowstorm winters, I went out to my car and found it covered with ice. I couldn't get the door open. So I scraped ice off, still wouldn't open, scraped more, still wouldn't open. Kept doing this until the entire door had no ice on it. After about 30 minutes of this I realized I hadn't unlocked the door."

Joanne Guggenheim, CMCA, AMS, PCAM

"I forgot."

Ed San George, PCAM
President
Integra Management Corp.

"Walking with my kids and the dog, I didn't understand why son wasn't answering when I addressed him. As we returned to the car, my daughter said 'Mom, if you want to talk to Ben (my son) you shouldn't call out Boone (the dog).' Forget bad dog, bad mom!"

Jenny Danzis
Eisenman

Send us YOUR answer to August's question...

What do you see as the biggest natural disaster exposure in your association?

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Edward San George, MPA, PCAM
Mary Caporaso, MBA, CMCA
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Mount Arlington, NJ 07856-1320
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Fax: (973) 770-3669
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John C. Roberts, CMCA, AMS, PCAM – President
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Fax: (732) 899-5552
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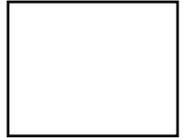
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