

# CAI - LI Chapter News

Serving Long Island, New York

Published by the Long Island Chapter of CAI

Issue No. 34 – Autumn 2016



## 10TH ANNUAL TRADE SHOW... A SUCCESS!

By WOODY GOLDSTEIN, CPA AND CHRISTOPHER BYRNES, ESQ.

TRADE SHOW COMMITTEE 2016 CO-CHAIRS



As co-chairs of the 10<sup>th</sup> Annual CAI – Long Island Trade Show, we would like to extend a special thank you to all who participated. The feedback has been overwhelmingly positive from attendees and vendors alike. And, with record turnout, it is easy to call this our most successful trade show yet.

Each year, CAI Long Island strives to deliver a fun and engaging event. Our aim is to put together relevant seminars from which community volunteer board members derive tangible value, and at the same time provide ample opportunities to interact with our business partners. We achieved both goals again this year.

As expected, our seminars were well attended (standing room only at times) and received rave reviews. This is the result of hours of hard work and dedication our presenters put in to deliver top-notch content. This was a true collaborative effort by our business partners and community

volunteers alike, and we thank you whole-heartedly for your commitment.

A highlight of this year's event was Julie Adamen, our keynote speaker. Julie gave an informative and entertaining presentation on "The One-Hour Board Meeting." Those who attended seemed to enjoy this portion of the show as they gained some valuable insight and suggestions to assist them in their monthly meetings.

Of course, the show would not be possible without our sponsors and vendors, the lifeblood of our organization. With you in mind, our trade show committee tried new and creative ways to bring new communities to our annual trade show and to convert them to become new members of the CAI-LI Chapter. This effort, spearheaded by Eric Clemente of Alure Home Improvements, was a smashing success.

And finally, a very special thank you to the community board members who attended our event in record numbers. To our long-standing members, we are pleased that you see the great value that this organization has to offer, which keeps you returning year after year. To our new members, we hope to see you at our various events throughout the upcoming year. ■

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*The CAI Long Island Newsletter is published quarterly by the Long Island Chapter of Community Associations Institute (CAI-LI) and is distributed to its members and is available on the Chapter website ([cai-li.org](http://cai-li.org)). This publication provides members of CAI with letters from the Chapter President, informative articles written by industry professionals and service providers, updates on current legislation, and business advertising. The Chapter strives to provide our members with timely information and tools needed to keep them informed on community association issues.*

*The Newsletter Committee is always looking for new articles to publish. Articles should be educational and non-promotional in nature and have a suggested word count between 500 and 1,500 words. CAI-LI retains the right to edit articles to conform to content and space requirements. If you are interested in submitting an article for possible inclusion, please contact Christine M. Majid, Chapter Executive Director, at [info@cai-li.org](mailto:info@cai-li.org). Are you interested in advertising with us? Let us know!*

### Quarterly Deadlines

Winter Issue - January 31

Summer Issue - July 31

Spring Issue - April 30

Autumn Issue - October 31

## A LETTER TO COMMUNITY BOARDS IN THE TOWN OF ISLIP

By BART J. CURCIO — BOARD PRESIDENT, MYSTIC PINES CONDOMINIUM

My name is Bart J. Curcio, President of the Board of Managers at Mystic Pines Condominium in West Bay Shore. This letter is written to inform you that condominium owners in the Town of Islip are being taxed unfairly. New York Real Property Law Sec. 339(y) states that Townships are required by law to use the income approach to value in assessing residential condominiums — not the typical market value of assessment. What does this mean to the taxpaying condominium owners of Islip? Our taxes should be approximately half of what we are currently paying. There are only two (2) towns in the State of New York that tax their condominium owners unfairly. Islip is one, the only one on Long Island, the other being the Town of Orangeburg.

Since the inception of Mystic Pines, eleven years ago, we sued the Town of Islip once. At that time, we settled before going to court and were awarded a 15% reduction in our taxes. We have now filed a second lawsuit against the Town. This time we are determined to take this case, if necessary, all the way to the Supreme Court. What we at Mystic Pines need is the support of as many residents and communities within the Town of Islip as possible. We are hoping to get as many signatures as possible on a petition to present to the Town first, and then, if

necessary, to the courts. Remember the old adage - “there is strength in numbers.” We’re hoping that “numbers” will make the Town listen to us.

Please feel free to contact me directly at #631.277.0727. I would be happy to answer any questions you may have. We would also like to ask that you inform your respective residents of the breach of this law. This is an effort that will benefit all who live in the Town of Islip. Thank you. ■

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## PEST OF THE MONTH — CAMEL CRICKETS

By ARTHUR KATZ-KINOCKOUT PEST CONTROL



If you've ever seen a camel cricket, then you know that you'd never want one to be in your home. Unfortunately, these pests will find their way into your house and surprise you by leaping from surface to surface.

Here's the breakdown of the critter's characteristics - varies in size from ½ to 1 ½ inches

with color ranging from light tan to dark brown. They are distinguished with large hind legs and antennae, hunchback appearance, head is between their legs, do not chirp like other crickets. Located throughout the United States, they can be found in damp locations like basements, crawl spaces, laundry rooms, etc.

### What They Infest

Camel crickets will find their way into your home anytime of the year. However, in the spring, they will begin laying their eggs. Within just a few weeks, there will be a considerable amount of these crickets infesting your property and home. These pests can do some damage as they usually go after houseplants, fine fabrics, furniture, and sometimes clothing. While they can cause some damage, they are considered to be more of a nuisance pest.

### Pest Management

To keep camel crickets from entering your home, you need to keep a low humidity level. On top of controlling the moisture levels, you should also be doing some landscaping around your home. Keep the lawn and weeds trimmed, avoid putting mulch near the side of your home, and move wood piles away from the house. You should also repair any holes or cracks and install weather-stripping so the crickets don't have an easy entrance point. If you've done each and every one of these things and you still have a camel cricket problem, you may need professional help.



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Continued on Page 5

Continued from Page 4

Walking into your basement and suddenly seeing camel crickets is an alarming sight to see, especially since they look like spiders at first! ■

Reach Arthur in his office at (800) 244-7378 or call his cell at (516)382-3127 and you may email him at akatz@knockoutpest.com.



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## Long Island Chapter Calendar of Events

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*Long Island Chapter's Holiday Party*  
Thursday, December 15th - 6:00 p.m.  
Stonebridge Country Club  
2000 Raynors Way, Smithtown

*Long Island Chapter's Annual Meeting with*  
*"Pool & Spring Maintenance" Seminar*  
Thursday, January 26th - 6:00 p.m.  
Capital One Bank  
275 Broad Hollow Road, Melville

*Chapter Membership Meeting with*  
*"Managing Lawsuits & Insurance Disputes" Seminar*  
Thursday, March 23rd - 6:00 p.m.  
Capital One Bank  
275 Broad Hollow Road, Melville

*April - Chapter Membership Meeting*  
*featuring a Guest Speaker*

*May - Chapter Membership Meeting with Seminar*  
*on "Handicapped Residents and Accommodations"*

*June - LI Chapter's 6th Annual Golf Outing*

*July - Summertime Celebration Social*



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## WHAT DO REALTORS SAY ABOUT YOUR COMMUNITY?

By ERIC B. CLEMENTE, ALURE HOME IMPROVEMENTS, INC.

Current studies are showing that “young people” are skipping on “starter homes,” and holding out for their “dream homes.” They also show that those who are retiring and/or looking to downsize aren’t necessarily looking for LESS – they still want the rich amenities and curb appeal they had when owning their home; they just want less “maintenance” on both the inside (reduced square footage) and outside. So what does that mean for you and your community?

For starters, investing in your community is a must if you want to retain a strong resale value and make your community more desirable. Working with many communities, I often get to be part of full community meetings which provide great insight into what these homeowners really want. Each community varies but I can assure you that there are specific items that garner 80% favorability rate and the willingness to pay for it. Here are some valuable improvements that will allow your community to be more desirable.

**Curb Appeal:** Oftentimes curb appeal is put off until the community needs siding replacement. Strategically, this may seem like the best time to make changes, but frequently we find that when communities take on such a large project to begin with, the cost figure for “basic” replacement is a shell-shock itself without even adding any pizzazz. Items that could give a quick face lift could be shutters, railings, storm doors, mailboxes, exterior lighting, hardscaping, and stone veneer just to name a few. According to the Cost vs. Value report published by Hanley Wood, adding stone veneer to strategic walls or the bottom third of the street-facing façade can provide up to 132% ROI (Return on Investment), all while giving your community a BRIGHT new look.

**Club House:** Have you ever wondered what realtors may think about your community? Are they enthusiastic about selling your home? Do you think the realtor says “Just WAIT until you see the lovely clubhouse” or “You’ll want to cancel that gym membership once you check out the



clubhouse?” Wouldn’t you want that to be the case? Clubhouses are an attractive selling point, and more often than not, people are seeking quality service and amenities that will be part of their daily routine. Your clubhouse is your community’s focal point. Gyms nowadays can often be expensive with monthly rates exceeding \$50/month per person and gym memberships have grown 18.6% between 2008 and 2014 so upgrading your gym with modern and clean machines, a cool water-cooler, lockers and/or changing rooms and TVs will help realtors in marketing your home. Sports games may be one simple example of how to make your community a family, while providing great ammunition for that

realtor. A large flat screen television, clubhouse wireless internet, and some comfortable seating provide a great way for neighbors to get together in the comfort of their own community. I am certain if you have a clubhouse, you can quickly find someone to be the clubhouse programmer and create an agenda to put your clubhouse to good use.

**Amenities:** Who doesn’t like a pool with the perfect temperature, or having a playground for the kids/grandchildren want to play on? These types of improvements are what really drive families to grow, stay and invest in their homes. If you can make the kids happy, I promise you’ll have happy homeowners.

During the 2016 Trade Show, our Keynote Speaker Julie Adamen offered some great insight for community association boards. While doing so, she mentioned a few important points – if you have a vision statement for your community, you should be sure that the board’s goals work towards achieving that vision. Curb appeal and a desirable neighborhood to call home should be part of that vision. ■

*If you have any comments or questions you may reach Eric at (631) 704-7184 or [eclemente@alure.com](mailto:eclemente@alure.com).*

**SAVE MONEY, SAVE THE ENVIRONMENT, AND PROTECT YOURSELF FROM POSSIBLE INSURANCE INCREASES... IT'S EASIER THAN YOU THINK**

By SCOTT KOLIN, WATERHEATERS.COM



Are you looking for ways to reduce your monthly expenses? Then why don't you look at your hot water heater?

Yes, the device you never think about until it leaks or needs to be replaced. If your old hot water heater leaks, it could affect a neighbor or common area. That could mean an insurance increase. No one wants that!

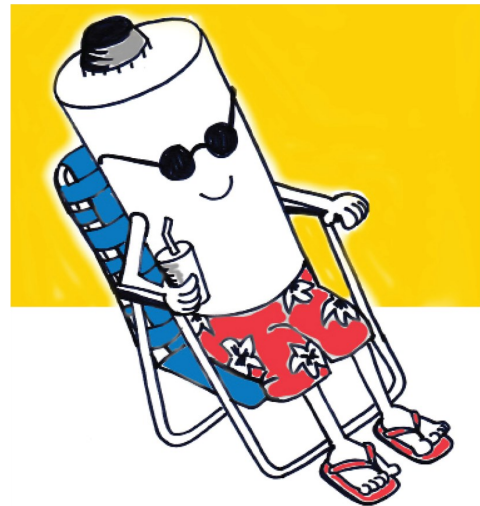
According to EnergyStar.gov, in a PDF about this topic, "heating water accounts for approximately 15 percent of a home's energy use. High efficiency water heaters use 10 to 50 percent less energy than standard models, **saving homeowners money** on their utility bills."

If you want a high-efficiency water heater installed in your home (or business), you can choose between:

*Continued on Page 11*

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A high-efficiency tank system,

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A system that utilizes a heat pump and solar water heater.

Tankless water heaters have become increasingly popular. A tankless water heater avoids the need for a tank of water to be preheated. The heater does not activate until you tell it you want hot water. This saves energy, and it can **reduce your bills** by up to 50 percent!

Three **advantages** of such a heater are:

1. Less water use because you don't have to wait for the water to heat up, spending money while you do.
2. Less maintenance compared to the older, more traditional water heater you may have now. High-efficiency water heaters tend to be lower maintenance.
3. Purchasing a new water heater may seem like an investment, but it can sometimes come with a tax break or simply increase the value of your home. In addition, traditional water heaters only last 7-12 years before needing to be replaced. ■

If you have any comments or questions you may reach Scott at (800) 940-6559, or [skolin@waterheaters.com](mailto:skolin@waterheaters.com).

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## A SINCERE THANK YOU TO OUR SPONSORS AND A WARM WELCOME TO OUR NEW COMMUNITY BOARD MEMBERS!

BY ERIC B. CLEMENTE — MEMBERSHIP COMMITTEE CHAIR

A membership association cannot grow — in either size or effectiveness — without dedicated staff, member volunteers, and supportive vendors. As a privileged CAI Long Island board member, I am committed to strive at all times to serve the best interests of the association as a whole. With the support of our business members, the Membership Grants were a HUGE hit at the trade show. Through this new initiative, we added 19 new communities as members to the CAI Long Island Chapter, so we increased our 2016 community growth by approximately 25%! The seminar provided a great opportunity for CAI-LI to

educate non-member communities on what our chapter has to offer including a live testament from community member Ira Smitheimer of Three Village Green HOA. Membership growth provides the opportunity for the association to seek additional resources to better educate its members, provide existing members the opportunity to network with like-minded communities, but most importantly provide fresh ideas and insights into our chapter. I am so grateful for the support from the Board, my fellow business members, but most importantly our new members. Welcome!

### New Communities

Fairfield at St. James Condominium-Section 2  
 Newbrook Gardens Owners Corp. (Bay Shore)  
 Cobblebridge Condominium (Manorville)  
 The Gates at North Hills Condos (New Hyde Park)  
 The Greens at Half Hollow (Melville)  
 The Club at Bayberry Harbor HOA (Islip)  
 Birchwood at Spring Lake HOA (Middle Island)  
 Crescent Beach Condominiums (Port Jefferson)  
 Fairfield Greens (North Babylon)  
 Meadowbrook Pointe (Westbury)  
 Waters Edge Condominiums (Shirley)  
 Strathmore Gate HOA (Stony Brook)  
 Silver Chase Condominiums (Coram)  
 Bretton Woods Condo One (Coram)  
 Maple Arms Condominiums (Westbury)  
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**PRESIDENT’S MESSAGE**

By PATRICK J. MATHEIS - ASSISTANT VICE PRESIDENT, M&T BANK, CAI-LI CHAPTER PRESIDENT FOR 2016



Well this year certainly went by fast! Serving as President of CAI Long Island during 2016, it has been my pleasure to be a part of all the wonderful things that this organization provides.

Our October 22nd 2016 CAI Trade Show was a huge success! Thank you so much to all of the presenters and vendors who shared their expertise.

And also, to the attendees, thank you for coming out and making the day such a great event! A tremendous amount of work and planning goes into the Annual Trade Show, so my sincere thanks to all of the volunteers who contributed to the great day.

Going forward, we always look to improve the services and educational content that we provide. If there are things that we could do differently, please tell us. If there are specific topics that you are interested in learning about, please let us know and we will try our best to make it happen. While the Chapter does schedule a certain number of events throughout the year to reinforce information that is deemed important to repeat, we seek to bring new and fresh ideas to CAI that would benefit all of you. So, we welcome any and all suggestions on how to improve the Chapter so you get the most out of your CAI Long Island membership.

Thank you again to all for such a great year! Happy Holidays to each of you and your families. ■

Best,  
Patrick Matheis - Assistant Vice President, M&T Bank  
President CAI Long Island



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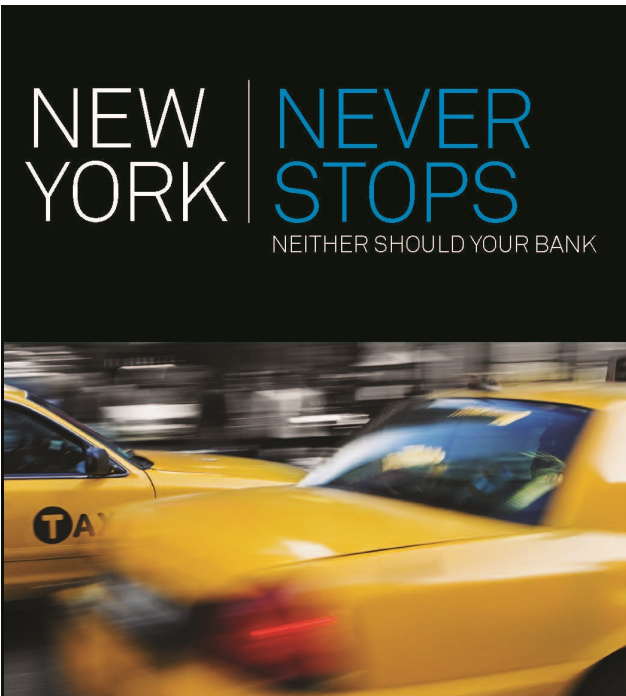
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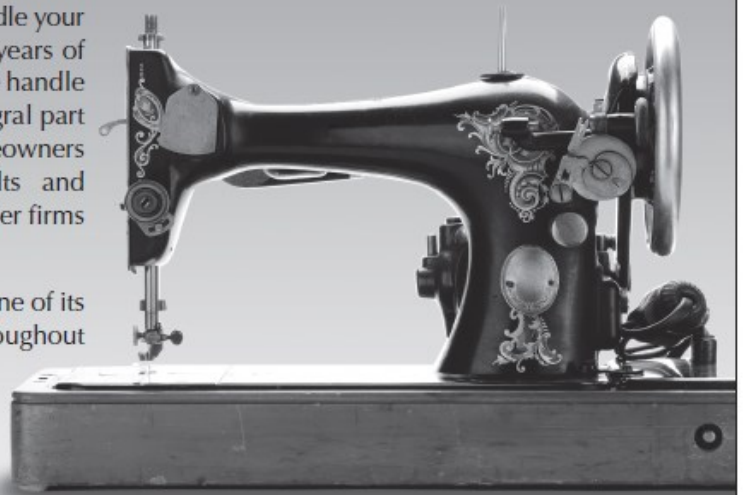
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