



BUILD BETTER COMMUNITIES



Save Money,
Time & Energy

CAI-NE Annual Condo Conference & Expo

SATURDAY, OCTOBER 23, 2010

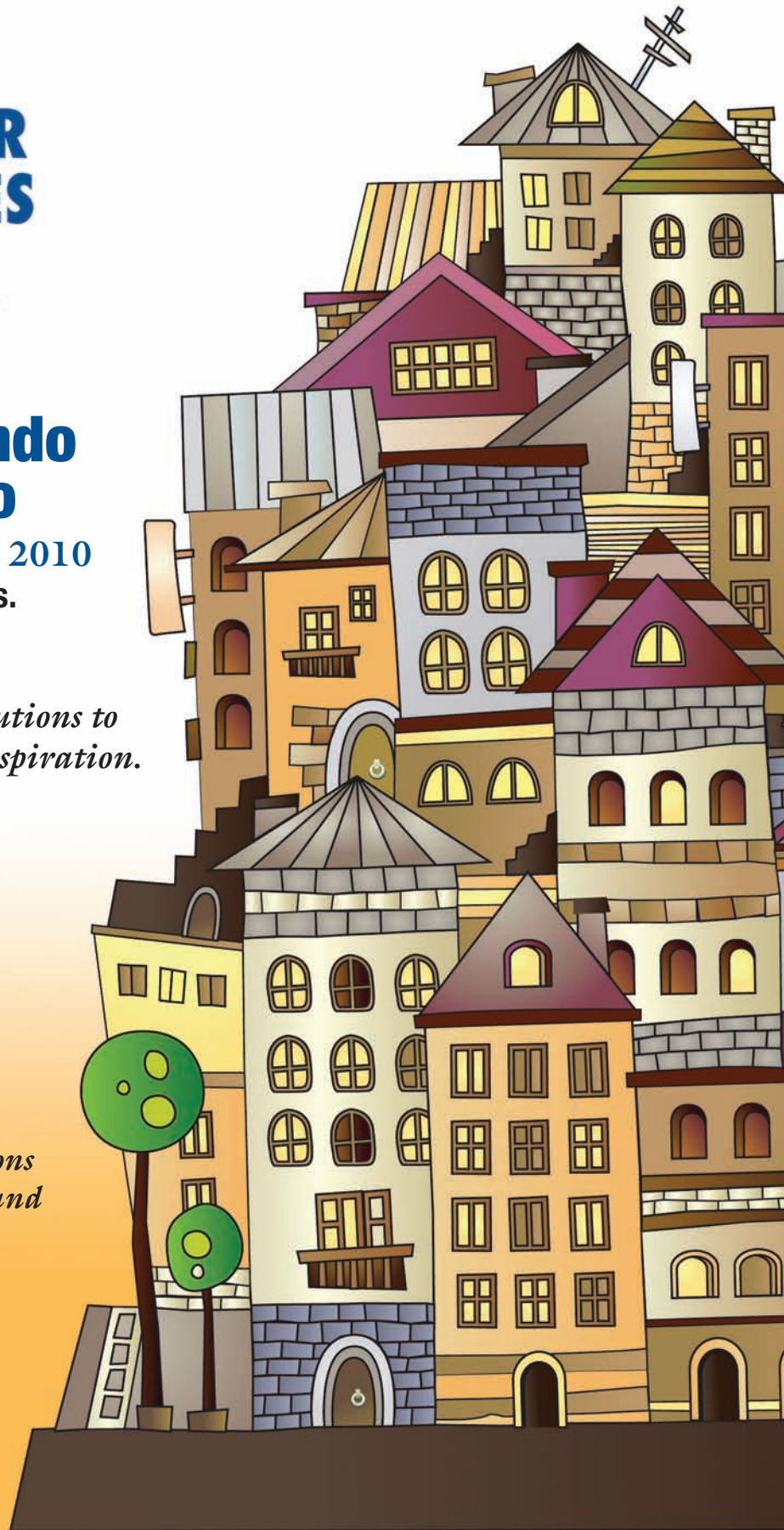
Sheraton Hotel, Framingham, Mass.

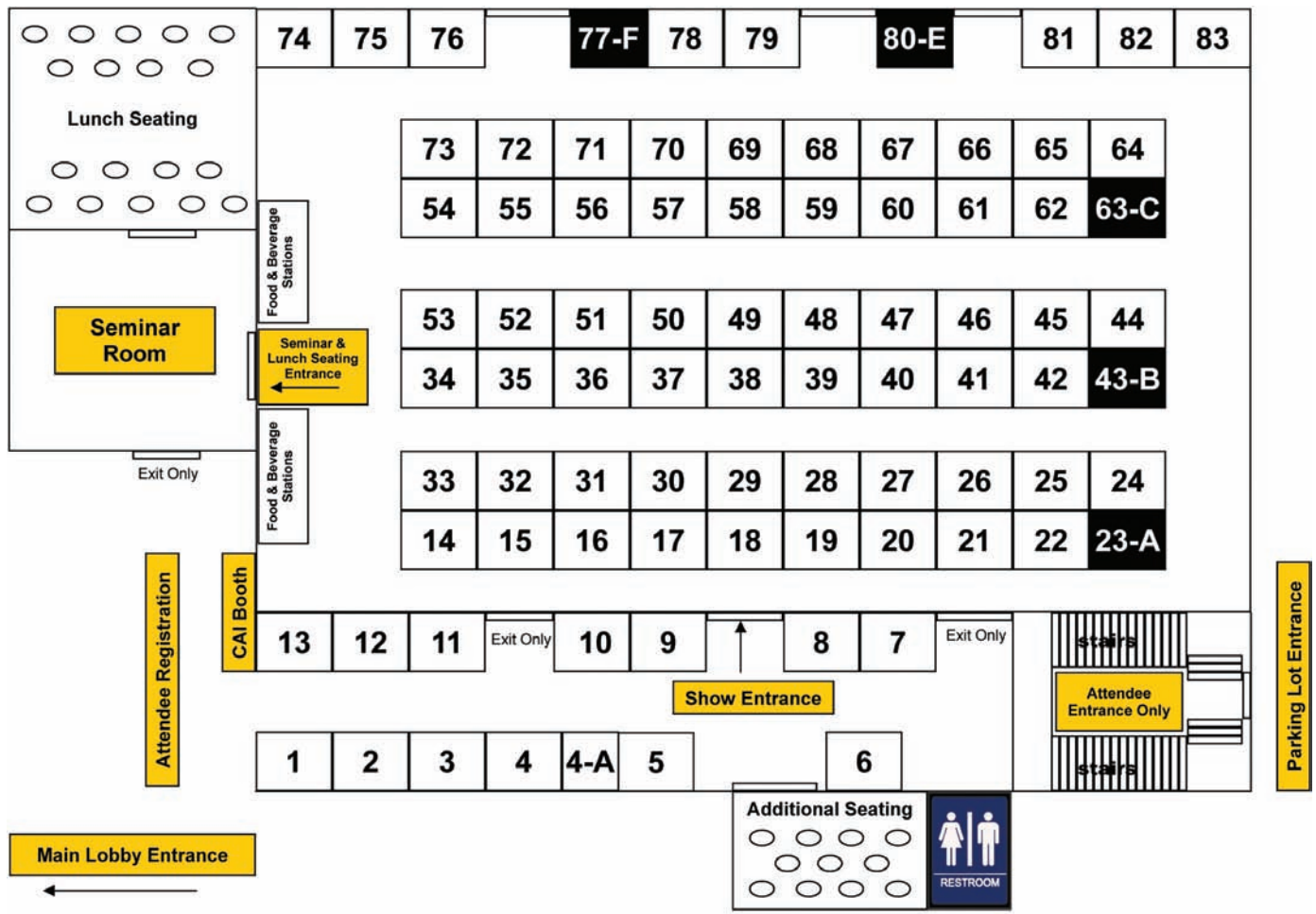
8:00 a.m. - 2:30 p.m.

A great source for new ideas, solutions to old problems, networking and inspiration.

- *Exhibit Hall*
- *Free Professional Advice*
- *Board Member Boot Camp*
- *Educational Sessions*
- *Free Breakfast and Lunch*

Programs, events and demonstrations for condominium board members and homeowners, and the professionals who work with them.





Consultants 8:30 a.m. - 11 a.m.

Downing and Flynn	63-C
Goldman & Pease LLC	77-F
Marcus, Errico, Emmer & Brooks, P.C.	23-A
McCullough, Stievater & Polvere, LLP	43-B
Perkins & Anctil, P.C.	80-E

Consultants 11 a.m. - 1:30 p.m.

Downing and Flynn	63-C
Goodman, Shapiro & Lombardi, LLC	23-A
McCullough, Stievater & Polvere, LLP	43-B
Newburg & Company, LLP	77-F
Perkins & Anctil, P.C.	80-E

Exhibitors*

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Standard Door Supply	7
Superior Exterior Products.	4-A
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T&K Asphalt Services, Inc.	45
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TrimBoard, Inc.	1
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*As of September 2, 2010



BUILD BETTER COMMUNITIES



Save Money, Time & Energy



I look forward to welcoming you to this year's 21st Annual Condo Conference & Expo on October 23 at the Sheraton Hotel in Framingham, Mass. It has been my delight to again chair the Conference & Expo Committee. This year's theme is fitting given the economy and challenges facing the industry, as well as association board members and professional managers. The day is guaranteed to help you outline ways to "Save Money, Time & Energy" in the best interest of your community today and into the future.

The committee has listened to previous show attendees and has added more space to the show floor for networking and lunch. Starting off the day is "Condominium Concerns & Trends," an open forum that has been standing room only in the past. We will cover topics such as new lending guidelines, collection challenges due to increased foreclosures, budget shortfalls and neglected maintenance issues. Panel members will provide information and resources to help associations wade through all these topics. The second session of the day will be "Associations and the Law." This very popular panel discussion with attorneys will review the many changes in condominium law, as well as court rulings including the recent Massachusetts Supreme Court decision that discards the long-standing distinction between "natural" and "unnatural" accumulations of snow and ice. Members have asked for this panel and we will be ready for you.

Lastly, in the educational part of our show, there will be a paid event "Condo Board Member Boot Camp." This offers new ideas and solutions to problems, as well as a variety of take home resources. This session sold-out last year, so I hope you reserved your spot; if not, call the CAI-NE office at (781) 237-9020 for space availability.

During this year's event, we will host a show game contest in conjunction with the main exhibitor hall; prizes will be awarded.

At this time, I want to thank the hard working and dedicated members of the Conference & Expo Committee. The Expo Committee meets once a month for a year, taking time out of their very busy schedules to organize and oversee this annual event. Many thanks to committee members Andy Costa, Mark Einhorn, Howard Himmel, Gabrielle Piasio, Charlotte Scuderi, Eric Simard and Chris Sousa. Special thanks go out to Natalie Springsteen and Chapter Executive Director Claudette Carini for all the hard work and leadership to make this 21st Annual Conference & Expo a success. Also, a special thanks to our Corporate Sponsors, The Dartmouth Group Inc., AMO, AAMC, and Goodman, Shapiro and Lombardi LLC.

I hope you enjoy walking through this year's expo filled with vendors and consultants to address and answer your every question. The exhibitors are there for you to discuss your everyday association issues — don't miss the opportunity to talk with them.

Beth Tramontozzi

Schedule at a Glance*

8:00 a.m. – 9:00 a.m.

Free Breakfast

8:00 a.m. – 1:30 p.m.

Exhibit Hall Displays, Demonstrations
and Professional Advice

8:30 a.m. – 11:00 a.m.

One-on-One Professional Advice
Consultants/Booths

8:30 a.m. – 4:00 p.m.

Condo Board Member Boot Camp

Advance Registration & Fee Required
(CAI Members: \$75/Nonmembers: \$135)

10:00 a.m. – 11:30 a.m.

Condominium Concerns & Trends –
An Open Forum

11:00 a.m. – 1:30 p.m.

One-on-One Professional Advice
Consultants/Booths

11:30 a.m. – 12:30 p.m.

Lunch with the Exhibitors

1:00 p.m. – 2:30 p.m.

Associations and the Law –
A Panel Discussion

Unless otherwise noted, all programs are open and free to all attendees, and do not require advance reservations or registration fees. Please note that free seminar seating is limited, so attendees are encouraged to arrive early for best seating.

**Please refer to the floor plan on page 34
for meeting room locations.**

**Programs and speakers are subject to change.*

Schedule of Events

SESSIONS

8:00 a.m. – 1:30 p.m. • Exhibit Hall Displays, Demonstrations and Professional Advice*

Hundreds of vendors and professionals from a wide variety of industries will be on hand to provide resources and answers to all your association questions. For concerns ranging from asphalt to windows and contracts to complaints, get all your questions answered and find the information you need in one place — in one day — from condominium industry practitioners and specialists.

8:00 a.m. – 9:00 a.m. Free Breakfast*

8:30 a.m. – 11:00 a.m. One-on-One Professional Advice*

Consultants	Booth #
• Downing and Flynn	63-C
• Goldman & Pease LLC	77-F
• Marcus Errico Emmer & Brooks, P.C.	23-A
• McCullough, Stievater & Polvere, LLP	43-B
• Perkins & Anctil, P.C.	80-E

8:30 a.m. – 4:00 p.m. Condo Board Member Boot Camp

Advance Registration & Fee Required (CAI Members: \$75/Nonmembers: \$135)

Providing a comprehensive overview of condominium operations, as well as the board's role and responsibility, this full-day program will answer the questions of new board members, as well as seasoned volunteers. Professionals including attorneys, engineers, accountants and association managers will address the complex issues and everyday challenges confronting board members. The Boot Camp will offer new ideas and solutions to problems as well as a variety of take-home resources including a copy of the condominium statute; best practices reports on strategic planning, reserve studies, governance and financial operations; and a 150-page course manual containing detailed information, sample forms and documents along with helpful hints for future reference.



Gary Daddario, Esq.



Jeff Grosser



Tony Chiarelli



Frank Flynn, Esq.



Tom Foley, CPA



Bob Linney, AMS

and collection challenges to increased foreclosures, budget shortfalls and neglected maintenance. Impacted by the decisions of lawmakers and government agencies, as well as the reality of a slumping economy and job losses, associations more than ever before are looking for answers to complex questions. Panel members will offer answers to these new questions and insight to the direction associations are heading.



Patricia Brawley, CMCA, AMS, PCAM



Kenneth Bloom, CPA



Russell Fernandes, RS



Barbara Kansky, CMCA, AMS, PCAM



Russell Martorana



Charles Vander Linden, Esq.

SPEAKERS

- **Condominium Law & Legal Overview,** Gary Daddario, Esq.
- **Insurance,** Jeff Grosser
- **Maintenance Planning & Reserve Studies,** Tony Chiarelli
- **Rules Creation & Enforcement,** Frank Flynn, Esq.
- **Budgeting, Finances & Accounting,** Tom Foley, CPA
- **Board Meetings, Annual Meetings & Committee Meetings,** Bob Linney, AMS

10:00 a.m. – 11:30 a.m. Condominium Concerns & Trends – An Open Forum*

In the past year, condominium associations have seen unprecedented change from new lending guidelines, reserve requirements

Facilitator

- Patricia Brawley, CMCA, AMS, PCAM

Panel Members

- Kenneth Bloom, CPA
- Russell Fernandes, RS
- Barbara Kansky, CMCA, AMS, PCAM
- Russell Martorana
- Charles Vander Linden, Esq.

* Free and open to all registered attendees.

11:00 a.m. – 1:30 p.m.
One-on-One Professional Advice*

- | | |
|---|----------------|
| Consultants | Booth # |
| • Downing and Flynn | 63-C |
| • Goodman, Shapiro & Lombardi LLC | 23-A |
| • McCullough, Stievater & Polvere LLP | 43-B |
| • Newburg & Company, LLP | 77-F |
| • Perkins & Anctil PC | 80-E |

11:30 a.m. - 12:30 p.m.
Lunch with the Exhibitors*

1:00 p.m. – 2:30 p.m.
Associations and the Law –
A Panel Discussion*

Condominium law is a complicated process of ever changing statutes, court rulings and precedent. Among recent court decisions

that will now make associations liable for all snow and ice accumulations to a newly enacted law that gives flexibility to calculating percentage interest, boards are confronted with the challenge of understanding and interpreting an ever-changing legal environment. This panel of seasoned condominium attorneys will address the technicalities of the law and explain what associations should do in everyday situations.

Facilitator

- Stephen Marcus, Esq.

Panel Members

- Howard Goldman, Esq.
- Daniel Polvere, Esq.
- Ellen Shapiro, Esq.

* Free and open to all registered attendees.



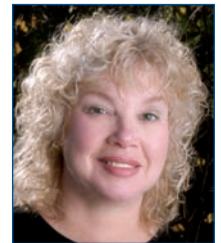
Stephen Marcus, Esq.



Howard Goldman, Esq.



Daniel Polvere, Esq.



Ellen Shapiro, Esq.

Registration Form

Pre-Register by October 20, 2010 and receive a FREE Association Best Practices Report CD!*

Saturday, Oct. 23, 2010 • 8:00 a.m. – 2:30 p.m. • Sheraton Hotel • Framingham, MA

Name: _____

Company/Association: _____

Address: _____

Address: _____

City: _____ State: _____ ZIP: _____

Phone: _____ E-mail: _____

	Cost
<input type="checkbox"/> Exhibits & Education Sessions	Free
<input type="checkbox"/> Board Member Boot Camp	\$ _____
\$75 Members, \$135 Nonmembers	
TOTAL	\$ _____

PAYMENT OPTIONS (for Board Member Boot Camp ONLY)

Enclosed is my check made payable to CAI-New England in the amount of \$ _____

Please charge my MC/Visa/Discover only in the amount of \$ _____

Card #: _____

Billing Address: _____

Exp. Date: _____ **Card ID #: _____

Signature: _____

* While supplies last.

**Card ID Number is the three-digit number located on the back of the card, usually at the top of the signature line.

PLEASE SIGN ME UP FOR THE FOLLOWING PROGRAM:

- Board Member Boot Camp**
October 23, 8:30 a.m. – 4:00 p.m.
Special Pricing – (\$20.00 discount)
\$75 CAI Members (was \$95),
\$135 Nonmembers (was \$155)

ADVANCE REGISTRATION AND FEE REQUIRED

A full-day workshop for current board members or homeowners who are assuming a leadership role in their association. This course includes a review of the history, organization, and financial structure of community associations, and will help board members gain valuable problem solving techniques.

All other conference programs and events are free and open to all registered attendees.

Attendees must register (in advance or onsite) and pick up conference name tag at show for admission to Free Programs and Exhibit Area.

MAIL REGISTRATION FORM WITH PAYMENT TO:

CAI-NE • 888 Worcester St., Ste. 20
 Wellesley, MA 02482
 Fax 781-237-9028

Professional Consultants/Consultants Schedule at a Glance



DOWNING & FLYNN
 | *Consultant Booth 63-C*
8:30 a.m. - 1:30 p.m.
 Frank A. Flynn, Esq.
 85 Devonshire St.
 Ste. 1000
 Boston, MA 02109

617-720-3535
www.downingandflynn.justia.net
 Downing and Flynn represents more than 30 property associations throughout Massachusetts. The firm specializes in condominium law, and has additional expertise in commercial leasing and landlord-tenant matters.



GOLDMAN & PEASE, LLC
 | *Consultant Booth 77-F*
8:30 a.m. - 11:00 a.m.
 Howard S. Goldman,
 Esq.
 160 Gould St.
 Needham, MA 02494

781-292-1080
www.goldmanpease.com
 Provides experienced and professional legal counsel to condominium associations, lending institutions, management companies, condominium developers, contractors, and property owners.



GOODMAN, SHAPIRO & LOMBARDI, LLC
 | *Consultant Booth 23-A*
11:00 a.m. - 1:30 p.m.
 Henry A. Goodman, Esq.
 Ellen A. Shapiro, Esq.
 Frank A. Lombardi, Esq.
 3 Allied Drive
 Dedham, MA 02026
 877-241-1600
www.goshlaw.com

Representing hundreds of condominium associations in Massachusetts and Rhode Island, the attorneys of Goodman, Shapiro & Lombardi LLC concentrate in community association law, general real estate law and civil law.



MARCUS, ERRICO, EMMER & BROOKS, P.C.
 | *Consultant Booth 23-A*
8:30 a.m. - 11:00 a.m.
 Stephen Marcus, Esq.
 45 Braintree Hill Office Park
 Ste. 107
 Braintree, MA 02184
 781-843-5000
www.meeb.com

One of the preeminent firms in New England concentrating in community association law and representing more than 3,400 associations. Its principals are among the leaders in the industry.



MCCULLOUGH, STIEVATOR & POLVERE, LLP
 | *Consultant Booth 43-B*
8:30 a.m. - 1:30 p.m.
 Daniel M. Polvere, Esq.
 121 Main St.
 Charlestown, MA 02129
 617-241-8332
www.msplegal.com

The firm is well established, having served eastern Massachusetts for 35 years. Advising and representing condominium associations and managers in all matters from collections to document amendment.



NEWBURG & COMPANY, LLP
 | *Consultant Booth #77-F*
11:00 a.m. - 1:30 p.m.
 David R. Natan, CPA, MST, CVA
 890 Winter Street, Ste. 208
 Waltham, MA 02451-1470
 781-884-4103
www.newburg.com

Newburg & Company, LLP is a mid-sized CPA firm providing tax and accounting services for businesses throughout Massachusetts and New England. One of our concentrations entails working with more than 60 condo associations providing timely, cost effective tax and financial statement services.



PERKINS & ANCTIL, P.C.
 | *Consultant Booth 80-E*
8:30 a.m. - 1:30 p.m.
 Charles A. Perkins Jr., Esq.
 Robert W. Anctil, Esq.
 6 Lyberty Way, Suite 201
 Westford, MA 01886
 978-496-2000
www.perkinslawpc.com

Perkins & Anctil P.C., concentrates its practice in all facets of condominium and real estate law. The firm is a leader in the industry representing more than 500 community associations throughout Massachusetts and New Hampshire.

** All information contained in Professional Consultant profiles was provided by respective consultants. List of professional consultants current as of September 2, 2010.*

Exhibitors

1-800-GOT-JUNK? | Booth #28

Judy Briggs
800-468-5865
Book Online:
www.1800gotjunk.com/boston
1-800-GOT-JUNK? We are the world's largest junk removal company specializing in the removal of old furniture, appliances, trash, construction debris, office furniture and equipment.

A. J. Rose Carpets & Flooring | Booth #39

John & Andy Boyajian
Burlington: 781-272-7600
Natick, MA: 508-652-0770
www.ajrosecarpets.com
A.J. Rose Carpets & Flooring has been a family owned and operated floor covering business since 1977. With two locations and a wide variety of flooring products and services, A.J. Rose truly is the one stop flooring center.

A.R.S. Restoration Specialists | Booth #75

Jess Riehl and Steve Sorkin
38 Crafts St.
Newton, MA 02458
617-969-1119
www.arsserv.com
ARS Services specializes in 24/7 emergency disaster restoration and reconstruction services for residential and commercial properties. Flood/water, fire, smoke or mold, handled by nationally trained and certified staff members, with five offices in Massachusetts, New Hampshire and Rhode Island.

A-1 Foundation Crack Repair, Inc.

| Booth #44
Richard Comeras
9 John Robinson Road
Hudson, MA 01749
978-771-8827
www.a1foundationcrackrepair.com
Since 1993, A1 Foundation Crack Repair has been meeting the growing need of individuals who are in search of reliable foundation crack repair, and a solution for their basement water leaks.

AALANCO Service Corporation

| Booth #31
Dan Mahr
80-B Turnpike Road
Westborough, MA 01581
508-366-1449
www.aalanco.com
AALANCO Service Corporation is a full-service mechanical contractor that installs, services and maintains all types of heating, hot water and refrigeration systems.

All in One Contracting Services | Booth #74

David Bradley
14 Westridge Drive
Hampton, NH 03842
800-736-1724
david@aiocsi.com
www.aiocsi.com
We are preferred remodelers for James Hardie fiber cement siding products, specializing in exterior renovations. We combine the most technologically advanced construction practices with hands-on customer service.

Armstrong Heating and Power Vac, Inc.

| Booth #69
Joe MacDonald
720 E. Industrial Drive #9
Manchester, NH 03109
603-627-7016
joemac@ahpv.com
www.cleannerducts.com
Armstrong Dryer, Duct and Chimney Cleaning is one the largest and most experienced duct cleaning companies in New England serving many of the finest communities in the area.

ASAP Environmental, Inc. | Booth #50

John MacIsaac
1 Arcadia St., Ste. 1
Dorchester, MA 02122
800-349-7779
www.asapenvironmental.com
ASAP Environmental offers certified mold detection services and complete lead inspections with advanced XRF technology. With six locations throughout Massachusetts, it's easy to get an inspection when you need it.

Automatic Laundry Services Co., Inc.

| Booth #27
Jay Lizotte
45 Border St.
West Newton, MA 02465
617-969-4340 X24
jayl@automaticlaundry.com
www.automaticlaundry.com
Serving New England, we are the leading provider of Speed Queen card-operated and coin-operated washers and dryers.

Bath Fitter | Booth #78

Lisa Wyn
25 Turnpike St.
West Bridgewater, MA 02379
800-479-8827
508-521-2700
BATH FITTER is North America's leading acrylic bath, shower, bath tub refinishing and wall system company. Our products are custom molded to fit RIGHT OVER existing fixtures for quick and clean bath remodeling and bathtub refinishing that is complete in less than a day.

Becht Engineering BT, Inc. | Booth #32

R. Russell Fernandes, RS
101 Federal St., Ste. 1900
Boston, MA 02110
800-772-7991
www.bechtengineering.com
Becht Engineering is a full-service engineering, reserve study and construction management resource, providing services to community associations throughout the Northeast, including roof and siding replacements.

BELFOR Property Restoration | Booth #36

Gerry McGonagle
4-6 Avenue E
Hopkinton, MA 01748
508-544-4325
www.belforrestoration.com
BELFOR – Getting you back into your home, your business back on track and your life back to normal.

Berman Adjusters, Inc. | Booth #13

Jeffrey E. Sabel
1155 Walnut St.
Newton, MA 02461
617-964-0000
jeff@bermanadjusters.com
www.bermanadjusters.com
Berman Adjusters, Inc. helps maximize your insurance claim and protect your interests after a property loss caused by a fire, flood, or natural disaster.

Bieber & Associates, LLC | Booth #48

Scott Bieber
P.O. Box 937
Hampton, NH 03843
603-929-9929
Manufacturer's representative for Duro-Last and DeckRite, providing long-term, rugged and attractive solutions for commercial and residential roofs and decks in Eastern New England.

bluewater™ | Booth #6

Chris Sousa
60 Kendrick Office
Needham, MA 02494
978-360-0644
www.bwseptic.com

We are a New England based septic service company dedicated to providing you with exceptional service, fair prices, and top-of-the-line equipment.

Brookline Bank | Booth #19

Doug Stevens/Wes Blair
P.O. Box 470469
Brookline, MA 02447
617-730-3512/781-393-2801
www.brooklinebank.com

Brookline Bank is a full-service financial institution that has been helping associations throughout Eastern Massachusetts pay for capital improvements since 1986.

Brownstone Insurance | Booth #47

Glenn W. Montgomery
200 Cordwainer Drive, Ste. 300
Norwell, MA 02061
617-236-6400

www.brownstoneinsurance.com

Brownstone Insurance provides master insurance for condos, apartments, multi-family homes, townhouses and many other types of multi-unit buildings throughout Massachusetts, Rhode Island and Connecticut.

Cambridge Savings Bank | Booth #16

David Holt, Vice President
1374 Massachusetts Ave.
Cambridge, MA 02138
617-441-4237

dholt@cambridgesavings.com

www.cambridgesavings.com

Cambridge Savings Bank combines flexible lending options, online banking and cash management services with responsive business bankers to provide associations a total banking experience.

CCA Engineers & Architects, LLC

| Booth #59

Clark Griffith
19 Crosby Drive, Ste. 220
Bedford, MA 01730
781-280-0660

Toll Free: 877-222-0665

cgriffith@ccaco.com

www.ccaco.com

Since 1979, CCA's professionals have been investigating and providing detailed design solutions for simple and unusual association problems: water intrusion, windows/siding, structural, repairs and litigation issues.

CCI, Inc. | Booth #60

Tina Montgomery
14 Lafayette Road
North Hampton, NH 03862
800-797-7676

www.ccirestoration.com

CCI, Inc. has been serving New England for more than 35 years. We are the water-proofing professionals specializing in building restoration. Whether commercial or industrial, we can service your property with the latest equipment and technologies.

CertainTeed Corporation | Booth #61

Steve Hern
1077 Pleasant St.
Norwood, MA 02062
781-278-0464

www.certainteed.com

CertainTeed is a premier manufacturer of residential and commercial roofing products. In addition, our installation methods provide competent roofing contractors with the knowledge needed to deliver a durable and reliable warranted system.

Champion Cleaning | Booth #51

Barry LaValle
89 Meadowbrook Road
North Chelmsford, MA 01863
978-441-1911

www.championcleaning.com

Champion Cleaning's mission is to provide quality, reliable and affordable cleaning services to private and professionally managed condominium communities and apartment complexes in the Greater Boston and Southern New Hampshire areas.

Commercial Cleaning Service, Inc.

| Booth #30

Erik Simard
48 N. Beacon St.
Allston, MA 02134
617-782-5326

www.78CLEAN.com

Commercial Cleaning Service, Inc. is a full-service janitorial company specializing in condominium cleaning. Offering top quality services since 1977, Commercial Cleaning Service provides a wide variety of services. We proudly use Green Seal Certified products when possible.

Community Association Banc/

CondoCerts | Booth #53

Erin Alicata
erin.alicata@cabanc.com
860-459-4713
www.CABanc.com

A national bank with a local presence, Community Association Banc offers automated lockbox processing, loans for capital maintenance projects and a suite of financial services designed for the association manager and the clients they serve.

CRACK-X of New England | Booth #68

David Mossman
25 Washington Ave.
Natick, MA 01760
877-272-2539

www.crackfx.com

Crack-X, a Natick, MA-based company, has been solving water problems for more than 20 years. We specialize in repairing cracks and other defects in poured concrete foundations.

Crowninshield Management

Corporation, AMO® | Booth #20

Jared McNabb, CMCA, PCAM
18 Crowninshield St.
Peabody, MA 01960
978-532-4800 • Fax: 978-532-6023

www.crowninshield.com

Since 1973, Crowninshield Management has successfully managed a range of residential and commercial properties. Crowninshield couples the resources and tools of a large corporation with the personalized attention of a small management company.

Danversbank | Booth #62

Gabrielle Piasio
One Post Office Square, 37th Floor
Boston, MA 02109
978-646-0341

www.danversbank.com

Danversbank is a 2.5 billion dollar bank serving greater Boston since 1850. It is a leading provider of commercial and personal banking services, with a strong commitment to the community. Visit www.danversbank.com.

The Dartmouth Group, Inc., AMO®, AAMC®

| Booth #18

Bob McBride, CMCA, AMS, PCAM
4 Preston Court, Ste. 101
Bedford, MA 01730
800-260-5808

www.TheDartmouthGroup.com

We're not your typical management company. For more than 20 years, The Dartmouth Group has been at the forefront of the association management industry.

The Dryer Vent King | Booth #66

Michael Capillo
20-C Del Carmine St.
Wakefield, MA 01880
781-245-5557

Toll free: 888-504-5464

www.thedryerventking.com

The Dryer Vent King is a comprehensive, full-service company specializing in the condominium and apartment markets. We offer discounted prices for multiple unit cleanings. Free Estimates. Call Today!

Profiles supplied by exhibitors.

E.L. Harvey & Sons, Inc. | Booth #26

B.J. Harvey
68 Hopkington Road
Westborough, MA 01581
800-321-3002
www.elharvey.com
E.L. Harvey & Sons is a full service waste hauling, transfer, recycling services, and scrap recycling operation. We are able to recycle construction and remodeling material efficiently at very competitive prices.

Richard W. Endlar Insurance Agency, Inc.

| Booth #22
Howard Savitt
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Septic Preservation Services | Booth #70

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Triple Play Communications | Booth #83

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