

January 2019

OnSite

METROPOLITAN BUILDERS & CONTRACTORS ASSOCIATION OF NJ MAGAZINE



**WE BEGIN 2019 WITH GROWTH
EVOLUTION AND PROGRESSION**

**INSTALLATION OF 2019 METRO
OFFICERS & BOARD OF DIRECTORS**

SEE PAGES 6-7

**2019 AWARDS OF EXCELLENCE
CALL FOR ENTRIES**

SEE CENTER INSERT



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Metropolitan Builders & Contractors Association of NJ

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OnSite / January 2019

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Design: Gregory J. Del Deo

Executive Officer: Yolanda Sheffield Williams

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Mission Statement: Metro is a professional organization that shall serve to protect and advance the rights and interests of builders, remodelers and associates in all matters affecting the building and remodeling industries. Metro shall support the business interests of all its member firms, support safe and affordable shelter, and foster the American dream of home ownership.

Vision Statement: Metro is the leading trade association for the construction industry. Metro inspires active membership through professional development and advocacy. We embrace free markets to promote cost effective housing in NJ.

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President's Message

January 2019

As we look into the upcoming year with a new leadership team and a fresh start, there are plenty of obstacles in today's business and building environments to hurdle. We will start within our own Association and bring the Builders and Associates together and begin strengthening their relationships again, by holding a Plan Night and Job Fair on March 7th. This event will do many things for our members:

- Allow each other to bid upcoming work
- Learn more about what each other does in more detail
- Help share leads and increase networking
- Look for new employees or discuss how to grow in today's current market place
- Learn about new products from Manufacturing Rep's and Suppliers

This Plan Night and Job Fair will help anyone and everyone that is in the Association from people who sell insurance and products, to the small builders and remodelers. I am looking forward to seeing more and more people in the membership get involved in any way possible and see how we can all help one another grow in 2019 and beyond.

With IBS coming up fast, if you have any questions about classes, events and or just what everyone else is doing in Las Vegas, call the office. We have a really big showing of members that are going and will be sending out messages trying to find a time and a place to meet up. This will be a fantastic time to see how everyone uses the show to learn, network and apply the overwhelmingly large amount of information that this show has to offer. You don't have to guess or try to figure it out yourself. We can help.

On February 7th, we will listen to Quita Syhpanya discuss the 2019 economic forecast for the building industry. This will be a comprehensive overlook of the economy and what is ahead for the building industry this year. I look forward to seeing you at the General Membership Meeting and hearing what Quita has to say and try to apply this information along with the IBS trip to kick off the year. So, get involved, keep coming to the events and networking within the association and the possibilities are endless.

Thanks,
Alan



**Alan Archuleta CGB,
CGR, CGP, CAPS**
2019 Metro President
(973) 986-6656



Yolanda's Blueprint



Happy New Year!! Whether you are trying to get to the gym more, make healthier meal choices, or use your cell phones less, I hope that attending Metro will be included in your 2019 efforts. We are off to a great start with the guest speakers scheduled at our General Membership meetings. There are many opportunities to develop business relationships on a

local, state and national level within your membership. The Membership Committee invites members to attend their monthly morning meetings and the Sales & Marketing hosts monthly breakfast meetings the first Wednesday of each month. You can always check out Metro on Facebook for updated events or just pick up the phone and contact our office directly. In just five short months, Metro's Awards of Excellence (AOE) will take place on Thursday, June 6th at the Hanover Manor. Please consider submitting an entry or two for this most recognized event of the year.

Don't forget to register for the International Builder Show (IBS) scheduled Feb. 19- 21, 2019 in Las Vegas and the Atlantic Builders Convention (ABC) scheduled April 3-4, 2019 at Harrah's Atlantic City.

Let's make **2019 YOUR METRO** year!!

"Your true success in life begins only when you make the commitment to become excellent at what you do." — Brian Tracy

Yolanda Sheffield Williams, EO
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February 19-21 | Las Vegas

How To Follow Metro On Facebook



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Metropolitan Builders & Contractors
Association of New Jersey

- 1) To find our page, search:
<https://www.facebook.com/MetroBuildersNJ>
- 2) Follow our page by pressing the **'Follow'** button under the main picture, and in between the **'Like'** and **'Share'** buttons. This will give you access to all of our most recent updates.
- 3) While you're at it, **'Like'** our page by clicking the **'Like'** button and **'Share'** it with all of your friends by clicking the **'Share'** button and posting it to your page.

Welcome New Members!

Building our future...one member at a time.

BUILDER

Janet VanBenschoten

VanBenschoten and Lynch Builders, Inc

130 W. 3rd Avenue , Roselle, NJ 07203

(908)241-2444 • vanlyninc@aol.com

Sponsor: Alan Archuleta

Bio: Carpentry and construction services

ASSOCIATES

Heather Gallagher

Fortune Title Agency

39 Woodland Road Roseland, NJ 07068

(973)226-6555 • heather@fortunereo.com

Sponsor: Alan Archuleta

Bio: Title Insurance for residential, commercial and foreclosures

Carisa Reilly

Berkshire Hathaway HomeServices New Jersey Properties

392 Springfield Avenue, Summit, NJ 07901

(908)273-0400 • carisa.whittall@bhhsnj.com

Sponsor: Alan Archuleta

Bio: Real Estate

2019 SPIKE CLUB

Alan Archuleta - 3
Rich Boisch - 19
Dave Bossart - 1
Philip A. Calinda, Jr. - 3
Sal Carnevale - 1
John Caruso - 1
Frank Coppola - 1
Gabe DaSilva - 1
Ken Fox - 1
Angelo Giambattista - 1
Ronnie Glomb - 1
Roger Hendrickson - 1
Steve Klenk - 1
Brian Maffia - 1
Jim Mullen - 1
Michael Panetta - 1



Membership in this prestigious Club is for any Metro member who has brought in 2 or more new members during 2018.

Thank you for your efforts in recruiting new Metro Members!

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Development
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For more information:

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732.741.3900
info@ghclaw.com
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INSTALLATION OF THE 2019 METRO OFFICERS AND BOARD OF DIRECTORS

2019 METROPOLITAN BUILDERS & CONTRACTORS ASSOCIATION OFFICERS

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First Vice President - David Bossart
Vice President - Treasurer - William J. Meller
Vice President - Secretary - Ronnie Glomb
Vice President - Associates - Dennis C. Loh
2nd Vice President - Associates - Roger Hendrickson
Immediate Past President - Richard Boisch
Executive Officer - Yolanda Sheffield Williams



2019 BOARD OF DIRECTORS

Karen Adamsbaum, Frank Coppola, Tony Cretella, Gabe DaSilva, Dave Debonis, Ken Fox, Kemar Gray, Andrea LoMonaco, Brian Maffia, Eric Metzler, Tammy Murray, Rich Pelizzoni, and Ralph Tarnofsky



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Metropolitan Builders & Contractors Association of NJ INDUSTRY AWARD RECIPIENTS



BUILDER OF THE YEAR AWARD

Dave Bossart SCGRE, CCRA, CTA, CPB, GMB, CGP
Bossart Builders

Dave Bossart is the founder of Bossart Builders who has developed and built over a half million square feet of commercial, institutional and multi-family residential buildings, as well as over 50 churches and custom homes throughout NJ, NY, CT and VA. Dave is also the founder of Property Research Associates, a full-service real estate valuation and appraisal company in NJ. Dave is a Past President of the Community Builders Association, a Director at NJ Builders Association and has served on various local and state committees. He has won "Builder of the Year" twice as well as other awards and recognitions.



ASSOCIATE OF THE YEAR AWARD

Nick Sarinelli
Nisivoccia LLP

Nick, a partner at Nisivoccia LLP, specializes in the areas of accounting, tax and consulting services for clients including construction contractors, realty associations and other service professionals. Nick has enjoyed being a member of METRO for 5 years and is an active writer for the OnSite Magazine.



REMODELER OF THE YEAR AWARD

Frank Coppola
Coppola Brothers, LLC

From modest beginnings, Coppola Brothers, LLC has quietly grown into an award-winning marquis remodeler. They specialize in residential renovation loan work and are validated by 5 major lending institutions. They are known for high-end service and have recently celebrated this by being an authorized vendor of custom contemporary cabinetry by 3Form and Element Design.



DISTINGUISHED SERVICE AWARD

Roger Hendrickson
SESI Consulting Engineers

Roger has worked at SESI Consulting Engineers managing a multi-discipline design and drafting staff for 38 years. He joined Metro in 2013, focusing his attention on the Membership Committee and helping Metro grow. Roger makes a point to introduce himself to everyone at an event, earning his nickname "The Mayor." When not at events, or enjoying time with his wife and son, he finds any excuse to fish and often with fellow Metro members.



FOUNDERS AWARD

Stephen Shaw
Shaw Built Homes

Stephen Shaw is a second-generation home builder developer. He has served the home building industry as President of the Community Builders Association and The New Jersey Builders Association. Stephen also served his community as Mayor of Mountain Lakes and recently elected to the Morris County Board of Chosen Freeholders.



KATHY HUGHES AWARD

Ronnie Glomb
Your Town Realty

Ronnie Glomb, Broker Owner of Your Town Realty, formerly Better Homes Realty in Morristown, has been in the new construction business for over 20 years. A former developer and builder, he has experience in all aspects of the new construction industry. Consistently selling 180+ homes a year, Ronnie has elevated himself as the top Realtor in New Jersey and in the top 100 nationwide. He has earned many awards for his marketing system and was recognized nationally as one of the top most influential brokers nationwide.



MEMBERSHIP AWARD

Judith Schumacher-Tilton
Schumacher Chevrolet Auto Group

Judith Schumacher-Tilton is the president of Schumacher Chevrolet Auto Group, New Jersey's largest volume Chevy dealer, with five Chevrolet dealerships and one Buick dealership, all located in northern New Jersey. Among her many accomplishments, she has been named as one of the top 25 female entrepreneurs by NJ Monthly and was the first-ever female from New Jersey to be nominated for the prestigious Time Dealer of the Year Award, winning the northeast regional title in recognition of her dealerships' performance and her extensive community service. Schumacher Chevrolet Auto Group is truly a family dealership serving the commercial truck industry since 1932.



MOST ACTIVE NEW MEMBER AWARD

Andréa Ford
AFLAC

Andréa Ford is a Benefits Advisor at AFLAC, educating and providing strategic business solutions and supplemental employee benefits. Before joining the AFLAC team, Andréa had a successful career in Logistics, helping small businesses with their transportation needs. Andréa lives in Bedminster with her dog Ruby and husband Terry. She enjoys being a karma yogi a few days a week in Morristown. She is very happy to be welcomed into the Metro family! And loves that Roger brings good bagels to membership meetings :)

Why IBS Is So Valuable: The ROI From Attending IBS

“Is attending IBS really worth it?”

That’s a question we know gets asked by many in the building industry.

When deciding whether attending the 2019 NAHB International Builders’ Show® (IBS) is worth it, the first thing you (and your boss) probably look at is the expense. While the registration fee for IBS is not terribly expensive, with the addition of hotel, airfare and meal expenses, the cost can add up.

The truth is, we know that the return on investment completely outweighs the hard costs, but don’t let us tell you. Here are some of the reasons we heard from those who attended IBS last year.

Networking: Some of the greatest insights often come from others in the industry because they understand your unique challenges and share similar goals. There are plenty of networking opportunities at IBS to meet others and talk shop.

“One of my takeaways is networking with others.

Networking is a huge part of business. You never know who you’re going to run into, what services you might share, what you might have in common or who knows who.” – Elenore Decos, MonGroup Properties, Inc., Shrewsbury, NJ

Talk Directly with Exhibitors: The trade show environment makes it easy to talk with vendors and fellow attendees to get answers to the questions you need. Additionally, exhibitors often launch new or updated products at IBS, and new companies come to make a splash in the industry, meet buyers and get media coverage.

Education Sessions: IBS Education is where you can find the hottest, most relevant industry topics in one place. IBS 2019 will offer over 130 sessions in seven tracks—from novice to advanced—covering a wide array of topics.

Learning About New Products: IBS features more than 1,500 manufacturers and suppliers from around the globe in 600,000 net square feet of exhibit space. Nowhere else will you find so many products under one roof than the IBS show floor.

Compare Products: Walk the show floor to compare products and services, and to talk to knowledgeable product reps who are willing to help you understand their products better so you can make informed decisions.

Niche-Specific Topics: The IBS Centrals are the place to explore fun, new ideas, refine your skills and gain business information about your specific niche in the industry.

Make 2019 the year you invest in your professional development. Discover why All Homes Start Here and register at BuildersShow.com.

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Awards of Excellence (AOE) Corner



By **Erin Myers**, Evergreen Recycling Solutions, LLC, 2019 AOE Chair

The 2019 Awards of Excellence categories and entry forms are out, and we're excited about all the early bird entries we've received! If you missed the early bird deadline, there's still time to enter. The final deadline for entries is February 28th.

The full list of categories and descriptions can be found in the previous issue of OnSite Magazine. Please contact the Metro office if you'd like an emailed copy.

The award categories are developed with you, the Metro member, in mind. We want all builder and associate members to have a place where hard work can be recognized and celebrated. This could be your year to add a plaque to the wall, so take a look through the categories to find the best place for you! There are also sponsorships opportunities still available.

This year will be an exciting show. We're making adjustments to the program, adding a touch more fun and plenty of opportunities for sharable social media content. It'll take place Thursday, June 6th, at 6pm at the Hanover Manor. Mark your calendars -- You won't want to miss it!

2019 AWARDS OF EXCELLENCE CALL FOR ENTRIES

CALLING ALL BUILDERS – REMODELERS – ASSOCIATES AND SALES & MARKETING PROFESSIONALS

This could be your year to win? Consider entering Metro's annual Awards of Excellence competition. What better way to show your prospective clients that you have what it takes for their construction project than by having the special Awards of Excellence "Winner" logo on your website or trophy hanging in your office. This could actually separate you from your competition enough to get the job!

Take a look at the 2019 Call for Entries booklet on the following pages. There is a category for everyone and if you are not sure, call Barbara at the Metro office and she will be willing to help you figure one out.

Special "Early Bird" Pricing Offer for Entries

Enter by January 31, 2019 and receive one (1) free entry if 2 or more entries are submitted. *This offer is limited to one (1) free entry regardless of the number of submissions per company.*

Check out the great Sponsorship Opportunities on Page 11
Save the Date – June 6, 2019 at Hanover Manor, East Hanover

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2019 AWARDS OF EXCELLENCE

CALL FOR ENTRIES



**Metropolitan Builders & Contractors
Association of New Jersey**

Early Bird Entry Deadline – Thursday, January 31, 2019

Entry Deadline – Thursday, February 28, 2019

Awards Dinner – Thursday, June 6, 2019 at Hanover Manor, East Hanover

2019 AWARDS OF EXCELLENCE ENTRY INSTRUCTIONS

The Awards of Excellence Program has been designed to recognize members of Metropolitan Builders & Contractors Association of NJ and the New Jersey Builders Association for their achievements in the fields of new home construction, remodeling, commercial building, and sales and marketing.

1. Eligibility: **Previous winning entries may NOT be re-entered.*

Entries will be accepted by builder, remodeler and associate members in good standing with the New Jersey Builders Association (NJBA). Builder entries for new home construction and remodeling projects must be built in NJ and its neighboring states during the period of January 1, 2018 to December 31, 2018.

INCOMPLETE ENTRIES ARE AUTOMATICALLY DISQUALIFIED

2. Entries: A separate entry form must be submitted for each entry submission. The entry form may be photocopied for multiple submissions. Community of the Year submissions must complete both the Entry Form and the Community of the Year Form. There is no additional cost for the Community of the Year form.

3. Entry Materials: Include all items required for each submission in a separate binder or folder. The quality of binder/folder will have no bearing on judging. All required documents* and/or ads/prints/photos* must be clearly identified or labeled inclusive of category number, company submitting, community and model entered (if applicable). Please include a title for the project or homeowner name and the town where the project is located. Extra photos will not be considered by the judges. Include 6 copies (8 1/2" x 11") of floor plans or one full set of blueprints.

*Note: *All required documents and photos must be 800 pixels wide x 600 pixels high at minimum 300 dpi for reproduction. Preferred format: pdf or jpg. Photos can be sent by email to barbarab@metrobcn.org or on CD or Thumb/Jump/Flash Drive. Send separate emails for each category submitted identifying the category number in the subject line. Remodeling entries: send separate emails with 4 before and 4 after photos as required (where applicable).*

Note: Submission of materials grants permission for Metro to use your photos in promotion and marketing of the event and the Association.

**Builders Note: Sub-Contractor of the Year: See Individual Achievement Category # 411.
Nominations to be submitted by Builders. Sub-Contractors must be a member of Metro or NJBA.**

The Awards of Excellence program in no way represents any actual, implied or inferred endorsement by Metro or NJBA of any participant, entry or award recipient. Neither Metro nor NJBA controls or guarantees the accuracy, quality, relevance, timeliness, or completeness of information that is used by participants or recipients in advertisements, websites, promotional materials or other materials regarding the Awards of Excellence program. It is the responsibility of any person or entity who sees the Awards of Excellence program used by a participant or recipient to use his own due diligence and to evaluate the efficacy of that participant's or recipient's products and services. Participants and recipients who utilize the Awards of Excellence program in advertisements, websites, promotional materials or other materials shall include this disclaimer.

4. Entry Fee: An entry fee of \$125.00 is required for each Entry submission; \$25 for Million Dollar Sales & Leasing Excellence Clubs. Checks should be made payable to the Metropolitan Builders & Contractors Association of NJ (Metro). Payment must accompany all entries: MasterCard, Visa, American Express or checks are accepted.

Note: See Special Early Bird price offer at bottom.

5. Deadline: All completed entries must be received at the Metropolitan Builders & Contractors Association of NJ office by close of business on Wednesday, February 28, 2019; Million Dollar & Leasing Excellence Club Entries are required by Monday, April 30, 2019. Mail or deliver all entries to the Metropolitan Builders & Contractors Association of NJ, 39 E. Hanover Avenue, Suite C2, Morris Plains, NJ 07950. Phone: (973) 887-2888.

6. Judging: Each entry will be judged on its merits by a panel of non-member, independent, judges who are recognized for their expertise in the industry. All decisions of the judges are final.

Early Bird Special for Entries: Submit your entry by Wednesday, January 31, 2019 and your company will be entered in a drawing. The winner of the drawing will be featured in the May or June issue of Metro's OnSite magazine.

EARLY BIRD SPECIAL PRICE OFFER

Enter by January 31 and receive one (1) free entry if 2 or more entries are submitted.
Limited to one (1) free entry regardless of the number of submissions per company.

CATEGORIES

- Builders • Remodeling/Renovation Projects • Associates • Individual Achievement
- Community of the Year • Million Dollar Club/Leasing Excellence Club

BUILDERS - NEW CONSTRUCTION

101 Builder Company Black and White Ad

102 Builder Company Color Ad

103 Builder Black and White Ad for a Community

104 Builder Color Ad for a Community

105 Builder Digital Display Ad

JUDGING CRITERIA: Overall design, concept, information content-copy, layout and appropriateness for target market.

SUBMISSION REQUIREMENTS: 1 photo of ad and 6 hard copies (8 1/2" x 11") of the ad. Do not mount the ads on boards. Digital Display ad: send by email with jpg files attached or on CD.

106 Builder Billboard Advertising – Traditional

107 Builder Billboard Advertising – Digital Display

JUDGING CRITERIA: Overall design, creativity, concept, readability and appropriateness for target market.

SUBMISSION REQUIREMENTS: 1 photo and 6 hard copies (8 1/2" x 11") of the billboard ad. Digital Display ad: send by email with jpg files attached or on CD.

108 Builder TV or Radio Commercial

109 Builder Community TV Commercial (for sale or rental)

110 Builder Community Radio Commercial (for sale or rental)

111 Builder Community Sales Presentation Video (for sale or rental)

JUDGING CRITERIA: Technical production, concept, script, creativity and appropriateness for target market.

SUBMISSION REQUIREMENTS: 1 standard CD/DVD or appropriate link.

112 Builder Company Brochure

113 Builder Brochure for a Community (for sale or rental)

JUDGING CRITERIA: Overall design, Jacket cover design, concept, information content-copy, layout and appropriateness for target market.

SUBMISSION REQUIREMENTS: 1 photo of brochure Jacket cover and 6 hard copies of the brochure including all inserts.

114 Builder Direct Mail Piece – New Media/Electronic

Note: E-Newsletters, E-Blast, E-Brochure, etc.

115 Builder Direct Mail Piece – Traditional Media/Print

Note: Applicable to the buying public

JUDGING CRITERIA: Concept/theme, overall design, creativity, information content-copy, clarity of message.

SUBMISSION REQUIREMENTS: 6 copies of written description (one page) explaining the campaign, target market, goals and results. 6 Sets of printed mailing piece(s) and 3 photos of the mailing piece or the appropriate links for new media. Email electronic newsletters/e-blasts to: barbarab@metrobc.org

116 Best Use of Social Media for a Corporate or Community Presence

Note: Facebook, Twitter, LinkedIn, YouTube, Pinterest, etc.

JUDGING CRITERIA: Concept or strategy, consistency, audience engagement, overall design, creativity, appropriateness for target market and results.

SUBMISSION REQUIREMENTS: 6 copies of written statement (one page) explaining concept or strategy. Include URL/Link viewable by the Judges at their own computer.

117 Builder Company Logo

118 Builder Logo for a Community (for sale or rental)

JUDGING CRITERIA: Overall design, eye appeal, graphic concept, theme, recognition value.

SUBMISSION REQUIREMENTS: 1 photo of logo. Submit 6 printed copies (8 1/2" x 11") of the logo.

119 Builder Company Website Site

120 Builder Website for a Community (for sale or rental)

JUDGING CRITERIA: Technical production, concept, ease of site navigation, level of professionalism and overall creativity.

SUBMISSION REQUIREMENTS: Provide Website address.

121 Builder Special Event

122 Builder Special Promotion

JUDGING CRITERIA: Concept/theme, overall design, creativity of materials developed for a special promotion/event of a pre-sale, grand opening, direct-mail campaign, newsletter, or other limited marketing campaign, and approach to target market.

SUBMISSION REQUIREMENTS: 6 copies of written description (one page) of the nature of the promotion/event, its goals, results, and target market. Supporting materials may include flyers, mailers, DVD/CD or other collateral material. 6 Sets of printed materials and 1 set of 3 photos of the event, if applicable.

123 Builder Sales Trailer for a Community (for sale or rental)

124 Builder Sales Office for a Community (for sale or rental)

JUDGING CRITERIA: Traffic flow, presentation of information, decor, theme of the environment and curb appeal.

SUBMISSION REQUIREMENTS: 1 set of 4 photos including 1 exterior and 3 interior shots, and 6 copies (8 1/2" x 11") of the floor plans.

125 Builder Design/Selection Center (for sale or rental)

JUDGING CRITERIA: Overall design, Traffic flow, presentation of information and selections, theme of environment and curb appeal.

SUBMISSION REQUIREMENTS: 1 set of 3 photos and 6 copies (8 1/2" x 11") of floor plans.

126 Builder Landscaping Design for a Single-Family Home

127 Builder Landscaping Design for a Community (for sale or rental)

JUDGING CRITERIA: Curb appeal, function, Overall design, and creativity.

SUBMISSION REQUIREMENTS: 1 set of 3 photos showing different landscaping areas.

128 Builder Signage for a Community (for sale or rental)

JUDGING CRITERIA: Overall design, creativity, curb appeal, readability, and appropriateness for the target market.

SUBMISSION REQUIREMENTS: 1 set of 3 photos showing the main sign and two other signs of your choice.

129 Builder Model Home - Under \$500,000 (for sale)

130 Builder Model Home - \$500,000- \$750,000 (for sale)

131 Builder Model Home - Over \$750,000 (for sale)

132 Builder Model Home - Under \$2,500 per month (rental)

133 Builder Model Home - Over \$2,500 per month (rental)

JUDGING CRITERIA: Approach to target market, overall design, use of space, interior floor plan, flow, exterior design.

SUBMISSION REQUIREMENTS: 1 set of 4 photos including 1 exterior and 3 interior photos, 6 copies (8 1/2" x 11") of floor plans, and 6 copies of the current price list. Identify Model submitted on plans with Model name.

134 Builder Community Clubhouse (for sale or rental)

JUDGING CRITERIA: Exterior design, interior floor plan, traffic flow, use of space.

SUBMISSION REQUIREMENTS: 1 set of 4 photos including 1 exterior and 3 interior shots, and 6 copies (8 1/2" x 11") of floor plans.

135 Builder Accessory Building

Examples: Garage, Guest Cottage, Barn, Gazebo, Pool Cabana, Solar Installation, Outdoor living space/amenities, etc.

JUDGING CRITERIA: Exterior design, interior floor plan, flow, use of space, overall design.

SUBMISSION REQUIREMENTS: 1 set of 4 photos including 1 exterior view and any 3 interior shots of your choice, 6 copies (8 1/2" x 11") of floor plan or one full set of blueprints.

136 Builder Specialty Feature Room (Internal)

Examples: Billiard, Game Room, Media, Wine Cellar, Pool, Library, Home Theater, etc.

JUDGING CRITERIA: Overall design, interior floor plan, flow, use of space.

SUBMISSION REQUIREMENTS: 1 set of 3 photos of your choice and 6 copies (8 1/2" x 11") of floor plan or one full set of blueprints.

137 Builder Accessibility Design

This award was created to recognize new construction projects for clients with special needs or disabilities that maximized their accessibility for Multi-family and single-family homes.

JUDGING CRITERIA: Overall design, creative use of space, interior floor plan, flow, special needs features.

SUBMISSION REQUIREMENTS: Submit a 250 word statement (one page) describing the noteworthy aspects of the project and how you met the specific challenges associated with the project. 1 set of 4 photos (interior and exterior as applicable). Include 6 copies (8 1/2" x 11") of floor plan or one full set of blueprints.

138 "Green" Building Construction

JUDGING CRITERIA: Exterior design, landscaping, building components/materials, interior floor plan, and "green/recyclable and sustainable features" as indicated in the Marketing Statement.

SUBMISSION REQUIREMENTS: 6 copies of Marketing Statement (one page) from the builder explaining how the project qualifies as "Green/Sustainable" construction, including support materials, certifications, awards, etc. 1 set of 4 photos including 1 exterior and 3 interior views. Photos should identify "green/recyclable and sustainable" features. 6 copies (8 1/2" x 11") of floor plans or one full set of architectural plans, including site plan.

New Construction Product Design:

JUDGING CRITERIA: Overall design, Exterior design, interior floor plan, flow, use of space.

SUBMISSION REQUIREMENTS: 1 set of 4 photos including 1 exterior view and any 3 interior views, 6 copies (8 1/2" x 11") of brochure floor plan or one full set of blueprints. Submit ONLY the required number of photos – extra photos will not be considered by the Judges.

139 Affordable (Mount Laurel) Home

140 Commercial Building - Retail use

141 Commercial Building - Office Building

142 Commercial Building - Institutional/Educational

143 Commercial Building - Mixed Use (residential and commercial)

144 Assisted Living Facility

145 Rental Community - Under \$2,500 per month

146 Rental Community - Over \$2,500 per month

147 Attached Home (townhouse) - Under \$500,000 (Sale) or Under \$2,500 per month (Rental)

148 Attached Home (townhouse) - Over \$500,000 (Sale) or Over \$2,500 per month (Rental)

149 Multi Family Housing (mid/high rise) - Under \$500,000 (Sale) or Under \$2,500 per month (Rental)

150 Multi Family Housing (mid/high rise) - Over \$500,000 (Sale) or Over \$2,500 per month (Rental)

151 Mixed Use Community/Project (for sale or rental)

Note: Includes Redevelopment Sites

Note: For Categories 152-162 Single Family and Custom Homes entries should be based on the market value of the house/land package.

152 Modular Home

153 Single Family Home - Under \$500,000

154 Single Family Home - \$500,000 – \$750,000

155 Single Family Home - \$750,000 – \$1,000,000

156 Single Family Home - \$1,000,000 – \$2,000,000

157 Single Family Home - Over \$2,000,000

Note: Custom Home: A unique, one-of-a-kind home designed for a specific client.

158 Custom Single Family Home - Under \$500,000

159 Custom Single Family Home - \$500,000 – \$750,000

160 Custom Single Family Home - \$750,000 – \$1,000,000

161 Custom Single Family Home - \$1,000,000 – \$2,000,000

162 Custom Single Family Home - Over \$2,000,000

COMMUNITY OF THE YEAR

The most prestigious of the awards is the Community of the Year Award. Recipients demonstrate excellence in a wide variety of sales, marketing and product design.

170 Attached Home Community of the Year

171 Multi Family Mid/High Rise Housing Community of the Year

172 Rental Community of the Year

173 Adult Community of the Year

174 Single Family Home Community of the Year – less than 25 homes

175 Single Family Home Community of the Year - more than 25 homes

176 Mixed Use Community of the Year

(Residential and Commercial combined)

SUBMISSION REQUIREMENTS: Complete both the Entry Form (for required individual submissions) and the Community of the Year Form on Pages 8 and 9 of this booklet.

BUILDER – REMODELING/RENOVATION PROJECTS

Note: For marketing submissions – use Builder categories

210 Accessibility Renovation

This award was created to recognize renovation projects for clients with special needs or disabilities that maximized their accessibility for Multi-family and single-family homes.

JUDGING CRITERIA: Overall design, creative use of space, interior floor plan, flow, special needs features.

SUBMISSION REQUIREMENTS: Submit a 250 word statement (one page) describing the noteworthy aspects of the project and how you met the specific challenges associated with the project. 1 set of 8 photos including 4 Before and 4 After views (including applicable exterior or interior views). 6 copies (8 1/2" x 11") of floor plans or one full set of blueprints.

211 "Green" Building Renovation

JUDGING CRITERIA: Exterior design, landscaping, sensitivity to existing structures, creative approach, building components/materials, interior floor plan, and "green/recyclable and sustainable features" as indicated in Marketing Statement.

SUBMISSION REQUIREMENTS: 6 copies of Marketing Statement (one page) from the builder explaining how the project qualifies as "Green/Sustainable" construction, including support materials, certifications, awards, etc. 1 set of 8 photos of your choice including 4 BEFORE and 4 AFTER (including applicable exterior or interior views). Photos should identify "green/recyclable and sustainable" features used. 6 copies (8 1/2" x 11") of floor plan or one full set of blueprints including the site plan.

Additions, Alterations And Renovations:

JUDGING CRITERIA: Creative approach, exterior design, interior floor plan, sensitivity to existing structure, use of existing elements and use of space.
SUBMISSION REQUIREMENTS: Include 6 copies of a brief description (one-page) about the goals and objectives of the project. 1 set of 8 photos including 4 BEFORE and 4 AFTER (including applicable exterior or interior views), and 6 copies (8 1/2" x 11") of floor plans or one full set of blueprints of finished project.

Note: Before and After photos must be taken of the same view as best possible. Submit ONLY the required number of photos – extra photos will not be considered by the judges.

212 Affordable (Mount Laurel) Housing Renovation

213 Historic Renovation - Commercial

214 Historic Renovation - Residential

Note: Must be 75 years old or more to be considered Historic. The renovation must preserve the original integrity of the house or building.

215 Commercial Renovation - Under \$500,000

216 Commercial Renovation - \$500,000 - \$1,000,000

217 Commercial Renovation - Over \$1,000,000

218 Deck and/or Patio

219 Accessory Building Renovation

Examples: Garage, Guest Cottage, Barn, Gazebo, Pool Cabana, Solar Installation, etc.

220 Special Feature Room Renovation (Interior)

Examples: Billiard, Game Room, Media, Wine Cellar, Pool, Library, Home Theater, etc.

221 Remodeled Kitchen - Under \$50,000

222 Remodeled Kitchen - \$50,000 - \$100,000

223 Remodeled Kitchen - Over \$100,000

224 Remodeled Bathroom - Under \$25,000

225 Remodeled Bathroom - Over \$25,000

226 Residential Addition or Alteration Under \$50,000

227 Residential Addition or Alteration \$ 50,000 - \$150,000

228 Residential Addition or Alteration \$150,000 - \$250,000

229 Residential Addition or Alteration \$250,000 - \$500,000

230 Residential Addition or Alteration \$500,000 - \$750,000

231 Residential Addition or Alteration Over \$750,000

ASSOCIATES

301 Associate Member Company Black and White Ad

302 Associate Member Company Color Ad

303 Associate Member Company "On-Site" Newsletter Ad

304 Associate Member Company Digital Display Ad

JUDGING CRITERIA: Overall design, concept, information content-copy, layout and appropriateness for target market.

SUBMISSION REQUIREMENTS: 1 photo of ad and 6 hard copies (8 1/2" x 11") of the ad. Do not mount ads on boards. Digital Display ad: send CD or email with jpg files attached.

305 Associate Member Billboard Advertising - Traditional

306 Associate Member Billboard Advertising - Digital Display

JUDGING CRITERIA: Overall Design, creativity, concept, readability and appropriateness for target market.

SUBMISSION REQUIREMENTS: 1 photo and 6 hard copies (8 1/2" x 11") of the billboard ad. Digital Display ad: send CD or email with jpg files attached.

307 Associate Member TV Commercial

308 Associate Member Radio Commercial

309 Associate Member Sales Presentation Video

JUDGING CRITERIA: Technical production, concept, script, creativity and appropriateness for target market.

SUBMISSION REQUIREMENTS: 1 standard CD/DVD or appropriate links.

310 Associate Member Company Brochure

JUDGING CRITERIA: Overall design, Jacket cover design, concept, information content-copy, layout and appropriateness for target market.

SUBMISSION REQUIREMENTS: 1 photo of brochure Jacket cover and 6 original copies of brochure including all inserts.

311 Associate Member Direct Mail Piece – New Media (electronic)

Note: E-Newsletters, E-Blast, E-Brochure, etc.

312 Associate Member Direct Mail Piece – Traditional Media (print)

Note: Applicable to the buying public

JUDGING CRITERIA: Concept/theme, overall design, creativity, information content-copy, clarity of message.

SUBMISSION REQUIREMENTS: 6 copies of written description (one page) explaining the campaign, target market, goals and results. 6 Sets of printed mailing piece(s) and 3 photos of the mailing piece, or the appropriate links for new media. Email electronic newsletters/e-blasts to: barbarab@metroboa.org

313 Best Use of Social Media for a Corporate or Community Presence

Note: Facebook, Twitter, LinkedIn, YouTube, Pinterest, etc.

JUDGING CRITERIA: Concept or strategy, consistency, audience engagement, overall design, creativity, appropriateness for target market and results.

SUBMISSION REQUIREMENTS: 6 copies of written statement (one page) explaining concept or strategy. Include URL/Link viewable by the Judges at their own computer.

314 Associate Member Company Logo

JUDGING CRITERIA: Overall design, eye appeal, graphic concept, theme, recognition value.

SUBMISSION REQUIREMENTS: 1 photo of logo. Submit 6 printed copies (8 1/2" x 11") of the logo.

315 Associate Member Company Website-Service Provider

316 Associate Member Company Website-Product Supplier

JUDGING CRITERIA: Technical production, concept, ease of site navigation, level of professionalism and overall creativity.

SUBMISSION REQUIREMENTS: Provide Website address.

317 Associate Member Special Events

318 Associate Member Special Promotion

JUDGING CRITERIA: Concept/theme, overall design, creativity of materials developed for a special promotion/event of a pre-sale, grand opening, direct-mail campaign, newsletter, or other limited marketing campaign, and approach to target market.

SUBMISSION REQUIREMENTS: 6 copies of written description (one page) of the nature of the promotion/event, its goals, results, and target market. Supporting materials may include flyers, mailers, CD/DVD or other collateral material. 6 Sets of printed material and 1 set of 3 photos of the event, if applicable.

319 Associate Member Creative Sales & Marketing Support

Note: Development & implementation of creative sales and marketing support or promotion for a client including advertising, website design, logo design, graphic design, brochure design, merchandising, public relations, photography, special promotion or event, special creative financing, etc.

Note: Special consideration for other types of creative support will be considered. Contact Sharon at the Metro office to discuss.

JUDGING CRITERIA: Overall design, information content-copy, creativity, concept/theme, and appropriateness to target market.

SUBMISSION REQUIREMENTS: Submit one photo of ads, brochure jacket cover, logo, etc. Submit up to 3 photos of special event/promotion, direct mail piece, etc. Include 6 hard copies of related materials (ads -8 1/2" x 11", brochure jacket cover, logo, direct mail piece, link to website, commercials/ video-CD/DVD or appropriate links). Include a brief statement (one page) about the nature of the event/promotion, if applicable.

320 Associate Member Company Showroom or Sales Display

JUDGING CRITERIA: Traffic flow, presentation of information and selections, décor, and theme of environment.

SUBMISSION REQUIREMENTS: 1 set of 3 photos and 6 copies (8 1/2" x 11") of floor plan if applicable.

321 Associate Member Kitchen Design

JUDGING CRITERIA: Overall design, interior floor plan, use of space, flow, and creativity.

SUBMISSION REQUIREMENTS: 1 set of 3 photos of the finished product and 6 copies (8 1/2" x 11") of floor plan.

322 Associate Member Bathroom Design

JUDGING CRITERIA: Overall design, interior floor plan, use of space, flow, and creativity.

SUBMISSION REQUIREMENTS: 1 set of 3 photos of the finished product and 6 copies (8 1/2" x 11") of floor plan.

323 Associate Member Closet Design

JUDGING CRITERIA: Overall design, interior floor plan, use of space, flow, and creativity.

SUBMISSION REQUIREMENTS: 1 set of 3 photos of the finished product and 6 copies (8 1/2" x 11") of floor plan.

324 Associate Member Special Feature Room Design (Interior)

Examples: Billiard, Game Room, Media, Wine Cellar, Library, Home Theater, etc.

JUDGING CRITERIA: Overall design, interior floor plan, use of space, flow, and creativity.

SUBMISSION REQUIREMENTS: 1 set of 3 photos of the finished product and 6 copies (8 1/2" x 11") of floor plan.

325 Associate Member Landscaping Design

JUDGING CRITERIA: Curb appeal, function, overall design, and creativity.

SUBMISSION REQUIREMENTS: 1 set of 3 photos showing different landscaping areas.

326 Associate Member Pool Design

JUDGING CRITERIA: Overall design, creativity, special features, exterior landscaping or interior decorations, visual appeal.

SUBMISSION REQUIREMENTS: 1 set of 3 photos showing applicable views of the project.

327 Associate Member Residential Lighting - Interior Design

328 Associate Member Residential Lighting - Exterior Design

JUDGING CRITERIA: Overall design, visual appeal, functional use, highlight of elements of space, creativity.

SUBMISSION REQUIREMENTS: 1 set of 3 photos of design showing applicable views of the project.

329 Associate Member Interior Merchandising Design (for sale or rental)

JUDGING CRITERIA: Approach for target market, creativity, use of space, use of color, impact of furniture and accessories.

SUBMISSION REQUIREMENTS: 1 set of 3 photos of design showing applicable views of the project, 6 copies (8 1/2" x 11") of floor plan, and 6 copies of current price list.

330 Associate Member Creative Use of Tile, Marble, Stone or Brick - Interior

331 Associate Member Creative Use of Tile, Marble, Stone or Brick - Exterior

JUDGING CRITERIA: Overall design, visual appeal, functional use, creativity, special features.

SUBMISSION REQUIREMENTS: 1 set of 3 photos of design showing applicable views of the project.

332 Associate Member Aging-in-Place/Universal Design

JUDGING CRITERIA: Approach to target market, creativity, use of space, aesthetics, and significant modifications based on client's needs.

SUBMISSION REQUIREMENTS: 1 set of 3 photos of design showing applicable views of the project, 6 copies (8 1/2" x 11") of floor plan and brief statement explaining the goals and objectives of the project. Include mention in the statement if entrant is CAPS certified (Certified Aging-in-Place Specialist) -not required for entry.

333 Associate Member Home Automation/Smart Home Design

JUDGING CRITERIA: Overall design, visual appeal, functionality, creativity, system integration and special features.

SUBMISSION REQUIREMENTS: 1 set of 3 photos of design showing applicable views of the project, 6 copies (8 1/2" x 11") of floor plan and 6 hard copies of a brief statement explaining the goals and objectives of the project.

334 Associate Member "Green" Theme Promotion

JUDGING CRITERIA: Concept/theme, overall design, creativity of materials developed with focus on "green" marketing and approach to target market.

SUBMISSION REQUIREMENTS: 6 copies of written description (one page) of the nature of the "green" promotion, its goals, results, and target market. *Supporting materials may include flyers, mailers, DVD/CD or other collateral material. 6 Sets of printed materials and 1 set of 3 photos of the event, if applicable.*

Associate Member - Architectural Design

335 Residential - Single Family New Construction - Under 3500 Sq. Ft.

336 Residential - Single Family New Construction - Over 3500 Sq. Ft.

337 Residential - Single Family Renovation

338 Residential - Multi-Family New Construction

339 Residential - Accessory Building

340 Commercial - New Construction

341 Commercial - Renovation

JUDGING CRITERIA: Exterior design, interior floor plan, flow, use of space. Where applicable, indicate sensitivity to existing structure and context, and use of existing elements.

SUBMISSION REQUIREMENTS:

For New Construction: Submit 1 set of 4 photos including 1 exterior view and any 3 shots of your choice. Include 6 sets of plans (8 1/2" x 11") or one full set of blueprints including exterior elevations and optional building sections.

For Renovations: Submit 1 set of 8 photos including 4 BEFORE and 4 AFTER photos (include exterior views when applicable). Include 6 sets of floor plans (8 1/2" x 11") or one full set of blueprints including exterior elevations and optional building sections. Include 6 copies of a brief statement (one page) about the goals and objectives of the project.

Associate Member - Engineering Design

342 Site Design - Single Family Home

343 Site Design - Single Family Home Subdivision

344 Site Design - Multi-Family Housing or Mixed Use Building

345 Site Design - Commercial Property

346 Site Design - Brownfield Redevelopment

347 Site Design - Stormwater Management

348 Site Design - Waterfront Engineering

349 Site Design - Historic Building Preservation

350 Site Design - Adaptive Reuse

351 Site Design - Habitat Restoration

352 Site Design - Sustainability Project (geothermal, solar, recycling)

JUDGING CRITERIA: Curb Appeal, overall design, creative use of property, sensitivity to surrounding area.

SUBMISSION REQUIREMENTS: Submit 1 set of 4 photos. Include 6 sets of pertinent plans (8 1/2" x 11") or one full set of blueprints. Include 6 copies of a brief statement (one page) about the goals and objectives of the project.

INDIVIDUAL ACHIEVEMENT

Note: The following categories are open to all members.

401 New Home Sales Person of the Year

402 New Home Sales Team of the Year

JUDGING CRITERIA: Achievement of highest total dollar volume (minimum \$2.5 million required) of contracted new home sales from January 1, 2018 to December 31, 2018, as well as other areas of responsibility (marketing, training, processing, management, etc. Dollar volume of contracted sales are based on the final selling price and only on sales of products built by a member in good standing of NJBA.

SUBMISSION REQUIREMENTS: Address, date and final sales price of each new home sale from January 1, 2018 to December 31, 2018, 6 copies of a statement (one page) explaining how nominee qualifies by meeting judging criteria. Include 1 photo of nominee or team.

403 Special Achievement in New Home Sales

JUDGING CRITERIA: Achievement of set goals for number of sales, volume of sales, and closing ratios, Achievement in other areas of responsibility (marketing, training, processing, management, etc.) in addition to sales, special personal qualities that enhance professionalism and difficulties encountered in selling the product with a definition of how they were overcome.

SUBMISSION REQUIREMENTS: 6 copies of a statement (one page), explaining how nominee qualifies by meeting judging criteria plus any pertinent additional comments. Include 1 photo of nominee.

404 Leasing Consultant of the Year

JUDGING CRITERIA: Achievement of highest number of executed leases, volume of leases and closing ratios during January 1, 2018 to December 31, 2018. Other areas of responsibility (marketing, training, processing, management, etc.) in addition to renting. Special personal qualities which enhance professionalism. Difficulties encountered in renting the product and how they were overcome. No nominee may be entered in more than one Individual Achievement category except as part of a team.

SUBMISSION REQUIREMENTS: 6 copies of a statement (one page) explaining how nominee qualifies by meeting judging criteria plus any pertinent additional comments. Include 1 photo of nominee.

405 Leasing Consultant Team of the Year

JUDGING CRITERIA: Achievement of highest number of executed leases, volume of leases and closing ratios during January 1, 2018 to December 31, 2018. Other areas of responsibility (marketing, training, processing, management, etc.) in addition to renting. Special personal qualities which enhance professionalism. Difficulties encountered in renting the product and how they were overcome. No nominee may be entered in more than one Individual Achievement category except as part of a team.

SUBMISSION REQUIREMENTS: 6 copies of a statement (one page) explaining how the team qualifies by meeting judging criteria plus any pertinent additional comments. Include 1 photo of team.

406 Sales Manager of the Year (General)

JUDGING CRITERIA: Nominee must directly manage and train on-site sales personnel, personal qualities that enhance professionalism, and difficulties encountered selling the project or product/service and how they were overcome.

SUBMISSION REQUIREMENTS: 6 copies of a statement (one page), outlining nominee's sales training program and sales objectives including nominee's techniques for successful sales management and training. Include 1 photo of nominee.

407 Rookie of the Year (General)

Nominees must be in their first year of sales hired after December 31, 2017.

JUDGING CRITERIA: Achievement of set goals for number of sales, volume of sales and closing ratios, other areas of responsibility (marketing, training, processing, management, etc.) in addition to sales, special personal qualities that enhance professionalism, and difficulties encountered in selling the product/service with a definition of how they were overcome and the level of growth achieved during first year.

SUBMISSION REQUIREMENTS: 6 copies of a statement (one page) describing how nominee qualifies by meeting judging criteria plus any other pertinent comments. Include 1 photo of nominee.

408 Marketing Executive of the Year (General)

JUDGING CRITERIA: Development and implementation of marketing policy including market research, product development, marketing plan, merchandising and advertising, special personal qualities that enhance professionalism, and difficulties encountered in marketing the product/service and how they were overcome.

SUBMISSION REQUIREMENTS: 6 copies of a statement (one page) outlining nominee's marketing plan for the year and how the nominee accomplished the goals and objectives. Include 1 photo of nominee.

409 Option Sales Designer/Selection Coordinator

JUDGING CRITERIA: Designer/selection coordinator who exclusively sells options and upgrades.

SUBMISSION REQUIREMENTS: 6 copies of a statement (one page) outlining how nominee qualifies by meeting judging criteria, sales volume, special personal qualities that enhance professionalism, and difficulties encountered in selling the product and any other pertinent comments. Include 1 photo of nominee.

410 Project Manager of the Year

JUDGING CRITERIA: Ability to manage and coordinate the overall job and meet construction deadlines, support of sales effort by handling requests for changes and custom features efficiently, problems encountered during completion of project and how they were overcome, and special personal qualities that enhance professionalism.

SUBMISSION REQUIREMENTS: 6 copies of a statement (one page) outlining the project and the construction schedule, and how the construction goals were achieved. Describe how nominee qualifies by meeting the judging criteria plus any pertinent additional comments and problems encountered during completion of project and how they were overcome. Include special personal qualities that enhance professionalism should be noted. Include 1 photo of nominee

411 Sub-Contractor of the Year

Note: Must be nominated by a Builder.

Nominee must be a member in good standing of Metro or NJBA.

JUDGING CRITERIA: Ease of partnership with the nominated subcontractor, subcontractor's expertise in their field, and how the subcontractor provided excellent service or advisement/consulting services that led to a positive result for the job (i.e. saving time or money, going above expectations on service, etc.).

SUBMISSION REQUIREMENTS: 6 Copies of a statement (no more than one page) from a builder member, explaining how the nominee qualifies by meeting judging criteria, plus any other pertinent comments. Include 1 photo of nominee.

**Builders Note: Sub-Contractor of the Year:
See Individual Achievement Category # 411.
Nominations to be submitted by Builders.
Sub-Contractors must be a member
of Metro or NJBA.**

EARLY BIRD SPECIAL PRICE OFFER

Enter by January 31 and receive one (1) free entry if 2 or more entries are submitted. Limited to one (1) free entry regardless of the number of submissions per company.

2019 AWARDS OF EXCELLENCE

Awards Dinner: June 6, 2019 at the Hanover Manor, East Hanover

ENTRY FORM

(This form may be reproduced for additional submissions)

Please return this entry form, together with payment to the Metro office. **CIRCLE and IDENTIFY** the category that you are entering (one entry per form) and include \$125 for each submission selected plus optional return delivery fees*.

All entries must be received at the Metro office no later than Thursday, February 28, 2019.

Early Bird Special: Submit your entries by January 31, 2019 and your company will be entered in a drawing. The winner of the drawing will be featured in the May/June issue of OnSite magazine. All categories apply. See Special Price Offer.

Builders

- 101-105 Ads # _____
- 106-107 Billboard Advertising
 - 108 Company TV or Radio Commercial
 - 109 Community TV Commercial
 - 110 Community Radio Commercial
 - 111 Community Sales Presentation Video
- 112-113 Brochure
- 114-115 Direct Mail Piece
 - 116 Social Media
- 117-118 Logo
- 119-120 Website
 - 121 Special Events
 - 122 Special Promotion
- 123-124 Sales Trailer or Office
 - 125 Design/Selection Center
- 126-127 Landscaping
 - 128 Signage
- 129-133 Model Home # _____
 - 134 Clubhouse
 - 135 Accessory Building
 - 136 Specialty Feature Room
 - 137 Accessibility Design
 - 138 Green New Construction
- 139-162 Product Design # _____

Remodelers/Renovation

- 210 Accessibility Renovation
- 211 Green Building Renovation
- 212-231 Additions, Alterations, Renovations # _____

Associate Members

- 301-304 Ads # _____
- 305-306 Billboard Advertising
- 307-309 TV/Radio/Video Ad # _____
 - 310 Brochure
- 311-312 Direct Mail Piece
 - 313 Social Media
 - 314 Logo
- 315-316 Website
 - 317 Special Events
 - 318 Special Promotion
 - 319 Creative Marketing Support
 - 320 Showroom or Sales Display
 - 321 Kitchen Design
 - 322 Bathroom Design
 - 323 Closet Design
 - 324 Special Feature Room Design

325 Landscaping Design

326 Pool Design

327-328 Lighting Design

329 Interior Merchandising

330-331 Tile, Marble, Stone Design

332 Aging-In-Place Design

333 Home Automation Design

334 Green Theme Promotion

335-341 Architectural Design # _____

342-352 Engineering Design # _____

Individual Achievement

401 Sales Person of the Year

402 Sales Team of the Year

403 Special Achievement

404 Leasing Consultant

405 Leasing Team

406 Sales Manager of the Year

407 Rookie of the Year

408 Marketing Executive of the Year

409 Option Sales Designer/Selection Coordinator

410 Project Manager of the Year

411 Sub-Contractor of the Year

COMMUNITY OF THE YEAR – Use Separate Form in booklet

MILLION DOLLAR CLUB – Use Separate Form in booklet

Name _____ Company _____

Address _____ City _____ State _____ Zip _____

Tel # _____ Fax # _____ E-Mail _____

Local Affiliation (check one): ☐ Metropolitan Builders & Contractors ☐ NJBA Member

_____ #Entries @ \$125 per entry Total \$ Amount \$ _____ * Including Return Fees If Applicable

* Indicate Choice of Entry Return: ☐ \$10 Per Entry Added For Mailing ☐ Will Pick Up Entries ☐ Discard Entries

Payment: ☐ Check Enclosed (payable to Metro) Credit Card ☐ Visa ☐ MasterCard ☐ AMEX

Name on Card _____ Card # _____ Exp. Date _____

Address _____ City _____ State _____ Zip _____

Return to: **The Metropolitan Builders & Contractors Association of NJ 39 E. Hanover Ave., Suite C2, Morris Plains, NJ 07950**

Tel (973) 887-2888 Fax (973) 887-2926 E-Mail: barbarab@metrobc.org

2019 AWARDS OF EXCELLENCE

Awards Dinner: June 6, 2019 at the Hanover Manor, East Hanover

COMMUNITY OF THE YEAR ENTRY FORM

(NO FEE REQUIRED WITH THIS FORM)

(This form may be reproduced for multiple submissions)

Community of the Year: (CHECK ONE)

☐ 170 Attached Home Community of the Year

☐ 171 Multi-Family Mid/High Rise Housing Community of the Year

☐ 172 Rental Community of the Year

☐ 173 Adult Community of the Year

☐ 174 Single Family Home Community of the Year - less than 25 homes

☐ 175 Single Family Home Community of the Year - more than 25 homes

☐ 176 Mixed Use Community of the Year

Company/Builder Submitting Entry:

(Builder must be a member in good standing of the New Jersey Builders Association (NJBA))

Company Contact Person: _____

Phone: _____ Email Address: _____

Address (City, State, Zip): _____

SUBMISSION REQUIREMENTS: ALL Photos submitted must be 800w X 600h pixels at minimum 300 dpi. Completed Community of the Year form plus entries in a minimum of six (6) or more of the entry categories listed below (use Entry Form). One entry in Product Design along with a minimum of 5 other categories must be submitted for each Community of the Year category to qualify. 6 copies of a brief Marketing Strategy Statement (no more than one typewritten page) describing marketing program, sales success/results, any challenges or constraints overcome, what unique approach to specific target market was used and how the community was positioned to gain the competitive edge. Photos should include comprehensive views of the Community including product design, streetscapes, clubhouse, outdoor spaces, and common interior and exterior spaces.

JUDGING CRITERIA: The Award will be presented to the Community that earns the highest total number of points for each category entered as determined by the Judges.

Builder Entry Categories for Each Community of the Year Award:

Please check off selected entries. Must Submit a minimum of 6 categories using separate Entry Form on Page 8.

☐ 1. Product Design # _____

Required for Community
of the Year Award

Choose from Categories #145-162

(Counts as 1 entry)

☐ 2. Ad # _____ (103-105)

☐ 3. Billboard (106-107)

☐ 4. TV Commercial (109)

☐ 5. Radio Commercial (110)

☐ 6. Special Presentation Video (111)

☐ 7. Brochure (113)

☐ 8. Direct Mail Piece (114-115)

☐ 9. Social Media (116)

☐ 10. Logo (118)

☐ 11. Website (120)

☐ 12. Special Promotion (121-122))

☐ 13. Sales Trailer/Office (123-124)

☐ 14. Design/Selection Center (125)

☐ 15. Landscaping Design (127)

☐ 16. Signage (128)

☐ 17. Model Home # _____ (129-133)

☐ 18. Clubhouse (134)

☐ 19. Accessory Building (135)

☐ 20. Specialty Feature Room (136)

Note: Please include the company names and contact information for the Planning Team of the Community:

| COMPANY | CONTACT | PHONE | E-MAIL |
|---------------------------------------|---------|-------|--------|
| Architect: _____ | _____ | _____ | _____ |
| Engineer: _____ | _____ | _____ | _____ |
| Merchandiser: _____ | _____ | _____ | _____ |
| Marketing/ Advertising Firm: _____ | _____ | _____ | _____ |
| Other: _____ | _____ | _____ | _____ |

Return to: The Metropolitan Builders & Contractors Association of NJ 39 E. Hanover Ave., Suite C2, Morris Plains, NJ 07950

Tel (973) 887-2888 Fax (973) 887-2926 E-Mail: barbarab@metrobc.org

2019 AWARDS OF EXCELLENCE

Awards Dinner: June 6, 2019 at the Hanover Manor, East Hanover

MILLION DOLLAR CLUB & LEASING EXCELLENCE CLUB FORM

(This form may be reproduced for additional submissions)

MILLION DOLLAR CLUB Awards will be presented to those new home sales representatives who achieved \$1 Million or more in new home sales. Any sale where a contract/agreement of sale was fully executed during the period from January 1, 2018 to December 31, 2018 is eligible. Only sales of products built in New Jersey and its neighboring states by a builder in good standing with the New Jersey Builders Association (NJBA) will be considered. **Please note: Submissions in any other category will not automatically mean recognition in the Million Dollar Club.**

| Category: | PLATINUM | GOLD | SILVER | BRONZE |
|-----------|-------------------|---------------------------|---------------------------|---------------------------|
| | Over \$10 million | \$5 million - \$9,999,999 | \$2 million - \$4,999,999 | \$1 million - \$1,999,999 |

Name of Nominee

Sales Dollar Volume

| | |
|-------|-------|
| _____ | _____ |
| _____ | _____ |
| _____ | _____ |
| _____ | _____ |

LEASING EXCELLENCE CLUB: Awards will be presented to leasing consultants who executed 25 leases or more from January 1, 2018 to December 31, 2018. **Please note: Submissions in any other category will not automatically mean recognition in the Leasing Excellence Club.**

| Category: | PLATINUM | GOLD | SILVER | BRONZE |
|-----------|-----------------|----------------|---------------|--------------|
| | Over 150 Leases | 100-150 Leases | 50-100 Leases | 25-50 Leases |

Name of Nominee

Number of Leases Executed

| | |
|-------|-------|
| _____ | _____ |
| _____ | _____ |
| _____ | _____ |
| _____ | _____ |

Deadline: All nominees for the Million Dollar & Leasing Excellence Clubs must be received at the Metro office with full payment no later than April 16, 2019.

Company _____ Office Manager _____
Address _____ City _____ State _____ Zip _____
Tel # _____ Fax # _____ E-Mail _____
Number of Entries _____ @ \$25 each = Total \$ Amt _____
Payment: ☐ Check Enclosed (payable to Metro) ☐ Credit Card ☐ Visa ☐ MasterCard ☐ AMEX
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Return to: The Metropolitan Builders & Contractors Association of NJ 39 E. Hanover Ave., Suite C2, Morris Plains, NJ 07950
Tel (973) 887-2888 Fax (973) 887-2926 E-Mail: barbarab@metrobc.org

2019 AWARDS OF EXCELLENCE

Awards Dinner: June 6, 2019 at the Hanover Manor, East Hanover

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- Logo recognition during the Awards ceremony
- Full page Color Cover ad in OnSite magazine
- Priority seating at the Awards Dinner
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Diamond Sponsor - \$2,500

- 6 Tickets to the Awards of Excellence Dinner
- Full-page B&W ad in the Dinner program
- Logo recognition during Awards ceremony
- Full page B&W ad in OnSite magazine
- Priority seating at the Awards Dinner
- Sponsor identification on name badge

Emerald Sponsor - \$1,500

- 4 tickets to the Awards of Excellence Dinner
- Full page B&W ad in the Dinner Program
- Logo recognition during Awards ceremony
- 1/2 B&W page ad in OnSite magazine
- Priority seating at the Awards Dinner
- Sponsor identification on name badge

Gold Sponsor - \$1,000

- 2 tickets to the Awards of Excellence Dinner
- 1/2 page B&W ad in the Dinner Program
- Logo recognition during Awards ceremony
- 1/2 page B&W ad in OnSite magazine
- Priority seating at the Awards Dinner
- Sponsor identification on name badge

Silver Sponsor - \$500

- 1 ticket to the Awards of Excellence Dinner
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- Logo recognition during Awards ceremony
- 1/4 page B&W ad in OnSite magazine
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Bronze Sponsor - \$250

- Name listing in the Awards of Dinner program
- Logo recognition during Awards ceremony
- Recognition in OnSite magazine
- Priority seating at the Awards Dinner
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AWARDS OF EXCELLENCE PROGRAM ADS

FULL PAGE - \$450.00 (4.5" w x 7.5" h) • HALF PAGE - \$275.00 (4.5" w x 3.5" h)

Deadline: May 11, 2019

Black & White Ads

Minimum 300 DPI Resolution

PDF or JPG Preferred

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How Many People Does It Take To Build A Custom Home?

By **Michael McCabe**, Owner, Harlequin Homes

Find out which trades, suppliers and professionals are involved in building a new house networking opportunities at IBS to meet others and talk shop.

It is not a trade secret that a lot of people are involved in the construction of a custom home. Once the plans for the new home are in place and all required permits are received, the construction phase requires a detailed project plan that involves many skilled trades who need to work with each other under the direction of a project manager. Construction scheduling is a multi task process that requires an understanding of lead times, individual trade requirements for time, which trades can be in the house at the same time and rescheduling due to delays. Below is a list of people who may be involved in building a new house.

(A) Trades people involved in the building of a house (Note that not all trades apply to all houses)

1. Surveyor
2. Excavator
3. Concrete footings and foundation
4. Foundation wrap
5. Concrete floors & Drain work
6. Framer
7. Roofer
8. Metal Flashing
9. Window Installer
10. Stair Installer
11. Bricklayer
12. Stucco Installer
13. Siding Installer
14. Soffit /fascia Installer
15. Garage door Installer
16. Plumber
17. HVAC installer
18. Electrician
19. Cabling/Security/Central vac systems
20. Fireplace Installer
21. Insulator
22. Drywall Installer
23. Taper
24. Tile Installer
25. Hardwood Installer
26. Carpet Installer
27. Cabinet Installer
28. Interior Trim Carpenter/ Millwork
29. Painter
30. Countertop installer
31. Landscaper
32. Wood deck Installer
33. Driveway Installer

(B) Immediate suppliers involved in the building of a home

34. Steel Beam Supplier
35. Steel Re-bar Supplier
36. Lumber Supplier
37. Roof Truss Supplier
38. Brick Supplier
39. Window/Door Manufacturer
40. Cabinet Manufacturer
41. Countertop Manufacturer

(C) Utility companies to coordinate with

42. Water & Sewer Installation
43. Natural gas
44. Hydro
45. Telephone and Cable TV

(D) Professionals involved in the creation of a new home

46. Architect
47. Designer
48. Lawyer
49. Realtor

The construction of a new home is an involved process that requires many trained professionals to work with each other. With so many people involved, the process requires a project manager to manage the hand-off from one trade to another and ensure that the construction project is on schedule. As we mentioned in our article on “How Long Does It Take to Build a Custom Home”, efficient site management is the key to getting your new home delivered on time.

Hiring a professional to coordinate those people is a prudent choice. Harlequin Homes has the management skills and experience to properly hire and coordinate all aspects of your new home construction. Contact us if you are thinking about starting your process towards building your dream home.



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Written by Sandra Benedict,
Director of Development, Interfaith Food Pantry

The Interfaith Food Pantry

The Interfaith Food Pantry is a community of neighbors helping neighbors committed to ending hunger and supporting self-sufficiency. Through community partners they provide food, education and resources to inspire confidence and hope to Morris County families in need. A Client Choice Pantry, families shop from the selection of available foods, up and down aisles with a cart like a regular supermarket. This approach empowers clients to make decisions, and ensures the process of receiving food is handled with the utmost integrity.

IFP's mission encompasses more than simply putting food in empty bellies. A strong emphasis is placed on providing healthy food items, like low fat meats, dairy and fresh produce, which are not typically available at food pantries. We provide nutrition counseling to help prevent or manage diet-related illnesses and in our teaching kitchen, clients are instructed on what they can do to ensure they are preparing meals in the most nutritious manner.

After completing a 3-year strategic planning process in 2016, IFP realized the shifting geography of affordable housing is forcing many lower-income working families and senior citizens to the outskirts of the County, further away from our food distribution sites in Morristown and Morris Plains. To ensure we they're reaching neighbors in need, we launched the refrigerated Healthy Choices Mobile Pantry. This allows the organization to deliver perishable, nutritious food as well as shelf-stable food where it is needed the most.



About 50% of the food IFP distributes is donated from the public. Their success is dependent on individuals and families, school and scout groups, civic organizations, houses of worship and local businesses holding food collection events. The over 200 pounds of food Metropolitan Builders and Contractors Association of New Jersey contributed in December will be put to good use feeding the thousands of families facing food insecurity in Morris County.

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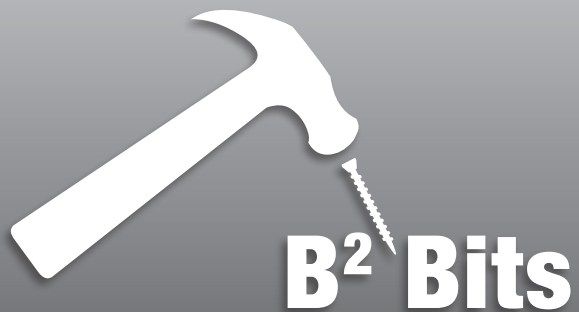
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Top 10 Things To Know About Drones

The rapid improvement in technology surrounding unmanned aircraft systems (UAS) or drones, means they are now much more accessible to the public. In the residential construction arena, the National Association of Home Builders (NAHB) has seen an increase in the number of members reporting using this technology¹ in their businesses, taking advantage of the lower equipment costs and visual capabilities these devices can offer.

Nationally, drone use continues to expand. By January 2018, the Federal Aviation Administration (FAA) reported more than 1 million drones had been registered with the agency.² By 2022, the FAA predicts the number of commercial drones will increase to 451,800, and the number of remote pilots will increase to 301,000.³

With all of the information available on the Internet, what are the top 10 things builders should know about using drones?

1. Recreational use (hobby or model use), is not the same as commercial drone use. If you are already using drones, or considering adding them in your business, then your use is commercial and your legal obligations will differ from someone who is using the drone for recreation.
2. Ask an expert before you begin using drones in your business and familiarize yourself with the federal requirements.
3. Keep in mind states and local jurisdictions may have their own laws or regulations governing use. Forty-one states either have, or are considering, legislation.
4. The law lags behind drone technology, so follow any changes in the requirements. Currently, the FAA requires registration for all drones between 0.55 lbs. and 55 lbs. Once registered, the FAA will provide a registration number which must be placed on the drone. These are valid for three years. If you are using a drone weighing more than 55 lbs., then you will need to submit your form via mail for Registering a Traditional Aircraft.
5. Know where to fly and when—the FAA has increased enforcement for drones that violate airspace restrictions or interfere with emergency operations. The FAA website contains helpful information and the agency even developed an app, B4UFLY which provides information about airspace restrictions in your location when you are out in the field.
6. Because drones meet the FAA definition of “aircraft,” your existing insurance policies likely don’t cover their use. You should add a policy that specifically covers drone flight operations.
7. Commercial operation of a drone less than 55 pounds is governed by the FAA’s Small Unmanned Aircraft Rules found in 14 C.F.R. Part 107. (View a summary [here](#).)
8. Commercial drone use requires the operator to have a remote pilot in command certificate, or operate under the supervision of someone who does. The FAA requires the operator to pass an initial aeronautical knowledge test at an FAA approved testing center. The certificate is valid for 2 years, and certificate holders must pass a recurring knowledge test every 2 years.

NAHB’s Structure Productions includes drone videography as part of its menu of video production offerings and offers discounted rates to BHAs and NAHB members. For more information, contact Executive Producer Jeff Blankert at 202-266-8077

9. Finally, the remote pilot in command must comply with additional operational limitations found in Part 107 including:
 - Maintaining visual line of sight of the drone,
 - Not flying over people not directly participating in the operation;
 - Flying in daylight or civil twilight only;
 - Yielding right of way to manned aircraft;
 - Flying at a maximum altitude of 400 feet above ground level, among others.
10. Create a culture of safety when operating drones in your business—set up standard procedures and follow them. These should include pre-flight equipment checks, procedures during flight operations, and post-flight cleaning, maintenance and repair. Also, Part 107 lists requirements for conducting pre-and post-flight operations.

When used correctly, drones have the potential to improve efficiencies on the jobsite. But, as with any new technology, builders should determine how best to use this technology, identify the potential risks, and understand their compliance obligations. Failure to follow the FAA’s regulations can result in civil and criminal penalties. If you decide to start using drones, do your due diligence, follow the rules, keep informed of any changes in the law, and have fun.

¹ A 2018 NAHB Survey indicate 46% of single-family builders had used a drone for business purposes. This figure is up from 22% in 2016.

² This figure includes model and commercial drone registrations.

³ FAA Releases Aerospace Forecast (March 16, 2018); see also, FAA Forecast, Unmanned Aircraft Systems excerpt.

Save the Date - February 7
GENERAL MEMBERSHIP MEETING
6:00PM – Bridgewater Manor, Bridgewater

Save the Date - March 7
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THE VALUE OF NAHB PROFESSIONAL DESIGNATIONS

NAHB Designations lead to more earned income, credibility and prestige for members and their companies. Metro holds the education courses that are required to fulfill the requirements for many of the NAHB professional designations offered. The Certified Graduate Builder and Remodeler designations require an assessment exam to determine the level of in-depth knowledge which, in turn, indicates the courses that need to be taken.



Certified Graduate Builder (CGB): An overview of key areas in today's home building industry, the CGB curriculum covers building technology, business finance, project management, sales and marketing, and safety.



Certified Graduate Remodeler (CGR): An exclusive professional designation that emphasizes business management skills as the key to a professional remodeling operation, the CGR designation trains remodelers in project management, estimating and scheduling, marketing and advertising, and contracts, liability and risk management.



Certified Graduate Associate (CGA): Developed specifically for NAHB associate members (including suppliers of materials and services), the CGA program offers participants an opportunity to enhance their knowledge of home building industry fundamentals.

Other Designations: Graduate Master Builder or Remodeler, Certified and Master Green Professional, Certified Aging-in-Place Specialist.

For more information, contact Barbara at the Metro Office or visit www.nahb.org/designations.

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