

2017 AWARDS OF EXCELLENCE CALL FOR ENTRIES

Oh What a Night!



Early Bird Deadline – Tuesday, January 31, 2017
Entry Deadline – Tuesday, February 28, 2017
Awards Dinner – Thursday, June 8, 2017
Dolce Hotel, Basking Ridge, NJ

2017 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, 2016 to December 31, 2016.

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.

INCOMPLETE ENTRIES ARE AUTOMATICALLY DISQUALIFIED

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 sharonb@metrobc.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 before and after photos as required.

Early Bird Special for Entries: Submit your entry/entries by Tuesday, January 31, 2017 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.

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

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 or American Express or check are accepted.

Note: See Special Early Bird price offer below

5. Deadline: All completed entries must be received at the Metropolitan Builders & Contractors Association of NJ office by close of business on Tuesday, February 28, 2017; Million Dollar & Leasing Excellence Club Entries are required by Friday, April 28, 2017. 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.

SPECIAL EARLY BIRD 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 - *NEW*

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 - *NEW*

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/eblasts to sharonb@metrobca.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) - 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

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.

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 - NEW (Residential and Commercial combined)

SUBMISSION REQUIREMENTS: Complete Community of the Year Form and Entry Form on Page 8 of this booklet for individual categories.

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 - NEW

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 (Internal)

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 - NEW

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 - NEW

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/eblasts to sharonb@metrobc.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 Marketing Support

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

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

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 Design - NEW

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 certification is not required for entry.

333 Associate Member Home Automation/Smart Home Design - NEW

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 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 - NEW

352 Site Design - Sustainability Project - NEW (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, 2016 to December 31, 2016, 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, 2016 to December 31, 2016, 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, 2016 to December 31, 2016. 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, 2016 to December 31, 2016. 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, 2015.

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: Type of work performed, number of years in business, jobs completed in past year that required or involved special planning and/or material, special services offered.

SUBMISSION REQUIREMENTS: 6 copies of a statement (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.

SPECIAL EARLY BIRD 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.

2017 AWARDS OF EXCELLENCE

Awards Dinner: June 8, 2017 at the Dolce Hotel, Basking Ridge

ENTRY FORM

(This form may be reproduced for additional submissions)

Please return this entry form, together with payment to the Metro office as soon as possible. **CIRCLE and identify** the category (where applicable) 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 Tuesday, February 28, 2017.

Early Bird Special: Submit your entries by January 31, 2017 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 _____ Sec Code _____

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: sharonb@metroboa.org

2017 AWARDS OF EXCELLENCE

Awards Dinner: June 8, 2017 at the Dolce Hotel, Basking Ridge

COMMUNITY OF THE YEAR ENTRY FORM

(NO FEE REQUIRED WITH THIS FORM)

Community of the Year: (CHECK ONE) *This form may be reproduced for multiple submissions.*

- | | |
|---|--|
| <input type="checkbox"/> 170 Attached Home Community of the Year | <input type="checkbox"/> 174 Single Family Home Community of the Year – less than 25 homes |
| <input type="checkbox"/> 171 Multi-Family Mid/High Rise Housing Community of the Year | <input type="checkbox"/> 175 Single Family Home Community of the Year – more than 25 homes |
| <input type="checkbox"/> 172 Rental Community of the Year | <input type="checkbox"/> 176 Mixed Use Community of the Year - New |
| <input type="checkbox"/> 173 Adult Community of the Year | |

Company/Builder Submitting Entry: _____

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

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 7.

- | | | |
|--|--|---|
| <input type="checkbox"/> 1. Product Design # _____
Required for Community of the Year Award
Choose from Categories #145–162
(Counts as 1 entry) | <input type="checkbox"/> 5. Radio Commercial (110) | <input type="checkbox"/> 13. Sales Trailer/Office (123–124) |
| <input type="checkbox"/> 2. Ad # _____ (103–105) | <input type="checkbox"/> 6. Special Presentation Video (111) | <input type="checkbox"/> 14. Design/Selection Center (125) |
| <input type="checkbox"/> 3. Billboard (106–107) | <input type="checkbox"/> 7. Brochure (113) | <input type="checkbox"/> 15. Landscaping Design (127) |
| <input type="checkbox"/> 4. TV Commercial (109) | <input type="checkbox"/> 8. Direct Mail Piece (114–115) | <input type="checkbox"/> 16. Signage (128) |
| | <input type="checkbox"/> 9. Social Media (116) | <input type="checkbox"/> 17. Model Home # _____ (129–133) |
| | <input type="checkbox"/> 10. Logo (118) | <input type="checkbox"/> 18. Clubhouse (134) |
| | <input type="checkbox"/> 11. Website (120) | <input type="checkbox"/> 19. Accessory Building (135) |
| | <input type="checkbox"/> 12. Special Promotion (121–122) | <input type="checkbox"/> 20. Specialty Feature Room (136) |

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

COMPANY	CONTACT	PHONE	EMAIL
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: sharonb@metrobc.org

2017 AWARDS OF EXCELLENCE

Awards Dinner: June 8, 2017 at the Dolce Hotel, Basking Ridge

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, 2016 to December 31, 2016 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, 2016 to December 31, 2016. *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 15, 2017.

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

Name on Card _____ Card # _____ Exp. Date _____ Sec Code _____

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: sharonb@metrobc.org

2017 AWARDS OF EXCELLENCE

Awards Dinner: June 8, 2017 at the Dolce Hotel, Basking Ridge

SPONSORSHIP OPPORTUNITIES

Event Sponsor - \$5,000 (Limit 1)

- Reserved Priority Table with 8-10 Tickets
- Full page Color Cover ad in the Dinner Program
- Logo recognition during the Awards ceremony
- Full page Color Cover ad in OnSite magazine
- Sponsorship identification on name badge

Diamond Sponsor - \$2,500

- 6 Tickets to the Awards of Excellence Dinner
- Full-page ad in the Dinner program
- Logo recognition during Awards ceremony
- Full page B&W ad for both ads for Dinner Program and 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 for both ads for Dinner Program and OnSite magazine
- Logo recognition during Awards ceremony
- 1/2 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
- Full page B&W ad for both ads for Dinner Program and OnSite magazine
- Logo recognition during Awards ceremony
- Priority seating at the Awards Dinner
- Sponsor identification on name badge

Silver Sponsor - \$500

- 1 ticket to the Awards of Excellence Dinner
- B&W ad in the Dinner program
- Logo recognition during Awards ceremony
- Recognition in OnSite magazine
- Priority seating at the Awards Dinner
- Sponsor identification on name badge

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
- Sponsor identification on name badge

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 12, 2017

Black & White Ads
Minimum 300 DPI Resolution
PDF or JPG Preferred

Name _____ Company _____

Tel # _____ Fax # _____ E-Mail _____

Sponsor Category _____ Amount Enclosed _____

Program Ad Size _____ Amount Enclosed _____

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

Name on Card _____ Card # _____ Exp.Date _____ Sec Code _____

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: sharonb@metroboa.org



IT TAKES VISION TO BUILD A HOME
NOW ASSURE ITS FOUNDATION

Benefit from a program designed for home building

Building a new home is your homebuyers' ultimate goal. That's why Caliber Home Loans, Inc. has developed a home financing program that makes their goal a reality. From our extended rate lock options to our expert and specialized condo team, you can build with confidence knowing that we'll provide everything your homebuyers need to close hassle free.

The Caliber Home Builder Advantage Program

- Rapid, credit-only approvals so homebuyers can solidify financing early
- Extended rate locks up to 360 days
- Mortgages tailored to your buyers' financial picture
 - Financing with the flexibility to accommodate special situations
 - Comprehensive mortgage suite including fixed, adjustable rate, FHA and VA
- Specialized condo review team with expanded approval options



Michael Borodinsky

Regional Builder Manager

NMLS# 460228

Cell: 908.202.7293 | Fax: 855.753.7379

michael.borodinsky@caliberhomeloans.com

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Sam Pauls

Senior Loan Officer

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