

2025 Awards of Excellence



Save the Date!

Awards Dinner

Thursday, June 26, 2025

The Hanover Manor

www.metrobca.org/AOE-awards

Early Bird Entry Deadline - January 31, 2025

Entry Deadline - March 15, 2025



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

2025 AWARDS OF EXCELLENCE

The Awards of Excellence (AOE) are presented annually to celebrate the projects and achievements of outstanding building community members. AOE encompasses all facets of the building industry, including residential, commercial, industrial, remodeling, sales, professional services, and others.

The Awards of Excellence program is affiliated with Metropolitan Builders and Contractors Association of NJ (METRO), the local chapter of the New Jersey Builders Association (NJBA) and the National Association of Home Builders (NAHB).

This year, we made some category changes to serve the industry and the applicant better.

TO ENTER, VISIT: WWW.METROBCA.ORG/AOE-AWARDS

ELIGIBLE ENTRIES

Entries will be accepted by any member in good standing with NJBA. Entries for construction projects completed in New Jersey or its neighboring states during the 2024 calendar year. Entries for categories unrelated to project construction must have been designed, created, or taken place in 2024.

Projects for which the architect or builder is a member of the 2025 panel of judges are not eligible for the 2025 Awards of Excellence.

EXCLUSIONS

Previous AOE Project Winners are not eligible in the same category for the same project unless there have been distinct changes to the previously submitted project or entry. However, projects that have previously won will be considered for another category.

HOW TO ENTER

To enter your projects for the 2025 Awards of Excellence, select the number of entries you plan to submit per category and submit payment through the online portal located at www.metrobca.org/AOE-awards

Once payment has been processed, you will be assigned an entry number for each paid submission.

Members may submit as many entries as they wish in each category, and each entry requires an additional fee. Pay by VISA/MasterCard/AMEX. (Credit cards are the preferred payment for all entries).

(If you must pay by check, please mail payment to Metropolitan Builders and Contractors Association of NJ – 39 East Hanover Avenue, Suite B4, Morris Plains, NJ 07950)

ENTRY FEES

Early Bird: Entries Submitted By January 31, 2025 - **\$125 per entry**
Regular: Entries submitted after January 31, 2025 - **\$175 per entry**
Early Bird: Million Dollar Sales & Leasing Club Entries Received by January 31, 2025 - **\$30 per entry**
Regular: Million Dollar Sales & Leasing Club Entries Received after January 31, 2025 - **\$40 per entry**

All Entry Materials Due By March 15, 2025. No Exceptions.

If you submit your Early Bird entry by January 31, 2025, your company will be entered into a drawing. The winner will be featured in our *OnSite* Magazine.

To enter, visit: www.metrobca.org/AOE-awards

CANCELLATION POLICY

NO REFUNDS will be issued for entry fees or event tickets.
NO EXCEPTIONS.

IMPORTANT DATES

All Entry Materials Due by March 15, 2025.

Announcement of Finalists – June 26, 2025
at the AWARDS OF EXCELLENCE GALA

Please review all information. If you have any questions, please feel free to contact our office at (973) 887-2888 or email memberservices@metrobc.org

STEPS TO ENTER

- You must be a Member of NJBA with a valid membership at the time of entry and on the award presentation date. Non-members can join at www.metrobca.org to become eligible to enter.
- Please complete the Entry Application and pay the entry fees by March 15, 2025. All entry materials are also due by March 15, 2025.
- Materials for all entries may differ by category. It is the entrant's responsibility to ensure that all required materials are submitted.
- All materials submitted become the property of METRO for use in advertising and promotion of the AOE Event and its winners.
- All entry information is submitted electronically using the METRO-designated website.
- Eligible entries include any project or development open for sale, lease, or rental after January 1, 2024.
- Eligible Builder entries for new home construction and remodeling projects must be built in NJ or neighboring states between January 1, 2024, and December 31, 2024.
- Photos and Entry Forms are required for all entries.
- Entries will be disqualified if materials are not uploaded by Midnight on March 15th, 2025. NO REFUNDS will be issued.

CATEGORY INFORMATION

Over 150 categories are available, including New Construction, Remodeling/Renovation, Architectural Design, Engineering, Sales and Marketing, Community of the Year, Home of the Year, Individual Achievement, Landscaping, Lighting, and more.

GENERAL REQUIREMENTS/ ALL CATEGORIES

- Identification of Materials—Ensure uploaded documents are named with the correct entry category and Model/Address/Site as required.
- Different categories have different requirements for submission. Make sure to review the instructions and requirements for each category carefully. Incomplete entries will not be judged or will be docked points for items incomplete.
- Impact and Project statements will be required for many entries unless otherwise specified. The statements should address the unique challenges or elements of the project, such as how the marketing/project objectives were met, any unique features of the entry, and outstanding features.
- All entries shall be submitted digitally through file-sharing services. No paper copies shall be accepted.
- All entries must include an entry form.
- All digital images shall be submitted in JPEG format at a minimum of 300 DPI. (800 w x 600h pixels).
- All submitted PDFs shall be in high resolution.

IMPORTANT ENTRY DETAILS

- Eligible entries include any project or development open for sale, lease, or rental at any time after January 1, 2024.
- Projects that have previously won an Award of Excellence may not be entered into the same category for which they have won unless there have been distinct and apparent design changes. Projects having previously won will, however, be considered in another category.
- Projects for which the architect or builder is a member of the 2025 panel of judges are not eligible for the 2025 AOE competition..

©2024 - 2025 Metropolitan Builders and Contractors Association of NJ

**ALL ENTRIES ARE NOW SUBMITTED ONLINE
TO ENTER, VISIT:
WWW.METROBCA.ORG/AOE-AWARDS**

ENTRY CATEGORIES AND REQUIRED MATERIALS

MARKETING CATEGORIES

Builders and Associates can enter these marketing categories.

All Marketing Categories Require:

1. Online Entry
2. High quality photos
3. Each category has different requirements, so please review the submission requirements for your entry.

- 101:** Company Black & White Ad
102: Company Color Ad
103: Black & White Ad for a Community
104: Color Ad for a Community
105: Company *OnSite* Ad
106: Digital Display Ad
107: Billboard Advertising – Traditional
108: Billboard Advertising – Digital Display

Judging Criteria: Overall design, concept, information content, copy, layout, creativity and appropriateness for target market.

Submission Requirements: 1 photo of ad. All digital images shall be submitted in JPEG format at a minimum of 300 DPI. Images should be 1800 pixels wide. All PDFs submitted shall be high resolution.

- 109:** TV Commercial
110: TV Commercial for a Community
111: Radio Commercial
112: Radio Commercial for a Community
113: Sales Presentation
114: Sales Presentation for a Community

Judging Criteria: Technical production, concept, script, creativity, and appropriateness for the target market.

Submission Requirements: Upload link or video/sound ad.

- 115:** Brochure
116: Brochure for a Community

Judging Criteria: Overall design, jacket-cover design, concept, information, content-copy, layout, and appropriateness for the target market.

Submission Requirements: 3 photos of brochure jacket cover and/or brochure.

- 117:** Direct Mail Piece – New Media / Electronic (E-Newsletters, E-Blast, E-Brochure)
118: Direct Mail Piece – Traditional Media/Print

Judging Criteria: Concept/Theme, overall design, creativity, information, content-copy, clarity of message.

Submission Requirements: Write a written description (one page) explaining the campaign, target market, goals, and results. 3 photos of the mailing or appropriate links.

- 119:** Best Use of Social Media and Other Media Outlets

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

Judging Criteria: Concept or strategy, consistency, audience engagement, overall design, creativity, appropriateness for the target market and results

Submission Requirements: Write a written statement (one page) explaining the concept or strategy. Include URL/link viewable by the Judges at their own computer.

- 120:** Company Logo
121: Logo for a Community (for sale or rental)

Judging Criteria: Overall design, eye appeal, graphic concepts, and theme.

Submission Requirements: 1 photo of logo

- 122:** Company Website
123: Website for a Community

Judging Criteria: Technical production, concept, ease of site navigation, level of professionalism and overall creativity.

Submission Requirements: Provide Website Address.

- 124:** Special Promotion / Event

Judging Criteria: Concept/theme, overall design, the creativity of materials developed for a special promotion/event, presale, grand opening, direct mail campaign, newsletter, or another limited marketing campaign, and approach to the target market.

Submission Requirements: A written description (one page) of the nature of the promotion/event, its goals, results, and target market is required. Supporting materials may include flyers, mailers, or other collateral material. 3 photos of the event.

- 125:** Sales Office

Judging Criteria: Traffic flow, presentation of information, décor, the theme of environment, and curb appeal.

Submission Requirements: 4 photos, including 1 exterior and 3 interior shots.

- 126:** Creative Sales & Marketing Support

Note: Development and 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 will be given to other types of creative support. Contact 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 events/promotions, direct mail pieces, etc. Include related materials, brochure jacket cover, logo, direct mail piece, link to website, or commercials. Include a brief statement (one page) about the event.

BUILDER - SINGLE FAMILY NEW CONSTRUCTION

New Construction Judging Criteria: Projects will be judged based on Project Details, Site Preparation, Construction, Materials and Project Management.

The entry will be judged on its overall exterior and interior architecture, design appeal, functionality, innovative use of interior space, and creative integration of the plan with the target market and sales success.

New Construction Requirements:

- Entry Form
- Site Plan—This may be a single home “footprint,” part of the entire project site, or both. At least one drawing should show a typical home on a typical lot, with lot dimensions shown.
- Floor Plan or Blue Print (where requested)
- Ensure your photos are high quality and represent the full scope of your entry.
- Multiple-page PDFs for floor plans and drawings should be uploaded.
- Short statement describing the project, the technology used, goals, and project challenges and successes.
VIP TIP: This is your chance to write what is not obvious including unique or high-quality materials.
- No document or file can exceed 10 MB in size. All entries must include an entry form. All digital images shall be submitted in JPEG format at a minimum of 300 DPI. Images should be 1800 pixels wide. All PDFs submitted shall be high resolution.

Note: For categories 201-212 - Single Family and Custom Home Entries should be based on the market value of the house/land package

- 201:** Modular Home \$750,000 - \$1,000,000
- 202:** Modular Home over \$1,000,000
- 203:** Single Family Home Under \$750,000
- 204:** Single Family Home \$750,000 - \$1,000,000

- 205:** Single Family Home \$1,000,000 - \$1,500,000
- 206:** Single Family Home \$1,500,000 - \$3,000,000
- 207:** Single Family Home Over \$3,000,000
- 208:** Custom Home Under \$750,000
- 209:** Custom Home \$750,000 - \$1,000,000
- 210:** Custom Home \$1,000,000 - \$1,500,000
- 211:** Custom Home \$1,500,000 - \$3,000,000
- 212:** Custom Home Over \$3,000,000

Judging Criteria: Overall design, exterior design, interior floor plan, flow, and use of space.

Submission Requirements: 4 photos, including 1 exterior and 3 interior photos. 1 brochure floor plan or 1 full set of blueprints. Submit only the required number of photos- extra photos will not be considered.

- 213:** Kitchen – Under \$60,000
- 214:** Kitchen – \$60,000- \$125,000
- 215:** Kitchen – Over \$125,000
- 216:** Bathroom – Under \$30,000
- 217:** Bathroom – Over \$30,000

Judging Criteria: Creative approach, exterior design, interior floor plan, traffic flow.

Submission Requirements: Include a brief description (one page) of the goals and objectives of the project. 4 photos and a floor plan or one complete set of blueprints of the finished product.

- 218:** Special Feature Room (internal)

Examples: Billiard, Game Room, Media, Wine Cellar, Pool, Library, Home Theatre, Kitchen & Bath etc

Judging Criteria: Overall design, interior floor plan, flow, and use of space.

Submission Requirements: 3 photos of your choice. 1 floor plan or complete set of blueprints.

- 219:** Outdoor Living Space

Judging Criteria: Overall design, creativity, special features, exterior landscaping or interior decorations, and visual appeal.

Submission Requirements: 4 photos of the project.

- 220:** Landscaping Design for a Single-Family Home

Judging Criteria: Curb appeal, function, overall design, and creativity.

Submission Requirements: 3 photos showing different landscaping areas.

- 221:** Accessory Building

Examples: Garage, Guest Cottage, ADU, Gazebo, Pool Cabana etc.

Judging Criteria: Exterior design, interior floor plan, flow, use of space, and overall design.

Submission Requirements: 4 photos, including 1 exterior and 3 interior photos, plus 1 floor plan or full set of blueprints.

- 222:** Accessibility Design

This award recognizes new construction projects for clients with special needs or disabilities that maximize accessibility for multi-family and single-family homes.

Judging Criteria: Overall design, creative use of space, interior floor plan, flow, and special feature needs.

Submission Requirements: Submit a 250-word statement describing the noteworthy aspects of the project and how you met the specific challenges associated with the project. 4 photos (interior and exterior as applicable). 1 floor plan or complete set of blueprints.

223: Green / Sustainable 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: A one-page marketing statement from the builder explaining how the project qualifies as green/sustainable construction, including support materials, certifications, awards, etc. 4 photos, including 1 exterior and 3 interior views. Photos should identify green/recyclable and sustainable features. 1 floor plan or 1 full set of architectural plans, including site plan.

SINGLE-FAMILY HOME REMODEL/RENOVATION

301: Remodeled Kitchen – Under \$60,000

302: Remodeled Kitchen – \$60,000- \$125,000

303: Remodeled Kitchen – Over \$125,000

304: Remodeled Bathroom – Under \$30,000

305: Remodeled Bathroom – Over \$30,000

306: Entryway or Foyer

307: Attic Conversion

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

Judging Criteria: Creative approach, exterior design, interior floor plan, traffic flow.

Submission Requirements: Include a brief description (one page) of the goals and objectives of the project. 8 photos, including 4 Before and 4 After (including exterior or interior views) and 1 floor plan or one complete set of blueprints of finished product

308: Special Feature Room (internal)

Examples: Billiard, Game Room, Media, Wine Cellar, Pool, Library, Home Theatre, Kitchen & Bath etc.

Judging Criteria: Overall design, interior floor plan, flow, and use of space.

Submission Requirements: Include a brief description (one page) of the goals and objectives of the project. 8 photos, including 4 Before and 4 After (including exterior or interior

views) and 1 floor plan or one complete set of blueprints of the finished product

309: Outdoor Living Space

Judging Criteria: Overall design, creativity, special features, exterior landscaping or interior decorations and visual appeal.

Submission Requirements: Include a brief description (one page) of the goals and objectives of the project. 8 photos, including 4 Before and 4 After and 1 floor plan or one complete set of blueprints of the finished product

310: Residential Addition or Alteration Under \$75,000

311: Residential Addition or Alteration
\$75,000 - \$200,000

312: Residential Addition or Alteration \$200,000 -
\$350,000

313: Residential Addition or Alteration
\$350,000 - \$650,000

314: Residential Addition or Alteration
\$650,000 - \$1,000,000

315: Residential Addition or Alteration Over \$1,000,000

316: Affordable (Mount Laurel) Housing Renovation

317: Historic Renovation – Residential

To be considered historic, a house or building must be 75 years old or older, and the renovation must preserve its original integrity.

318: Accessory Building Renovation

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 and overall design.

Submission Requirements: 4 photos including 1 exterior and 3 interior photos. 1 floor plan or full set of blueprints.

319: Accessibility Renovation

This award recognizes renovation projects for clients with special needs or disabilities that maximize accessibility for multi-family and single-family homes.

Judging Criteria: Overall design, creative use of space, interior floor plan, flow, and special needs features.

Submission Requirements: Submit a 250-word statement describing the noteworthy aspects of the project and how you met the specific challenges associated with the project. 8 photos including 4 Before and 4 After views (including applicable exterior or interior views). 1 floor plan or full set of blueprints.

320: Green/ Sustainable 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 the Marketing Statement.

Submission Requirements: Submit a Marketing Statement (one page) from the builder explaining how the project qualifies as “Green/Sustainable” construction, including support materials, certifications, awards, etc. 8 photos, including 4 Before and 4 After views (including applicable exterior or interior views). Photos should identify “green/recyclable and sustainable” features used. 1 floor plan or full set of blueprints, including the site plan.

COMMUNITY OR MULTI-FAMILY HIGH RISE NEW CONSTRUCTION

- 401:** Rental Community – Under \$2,500 per month
402: Rental Community – Over \$2,500 per month
403: Attached Home (townhouse) – Under \$500,000 (sale) or Under \$2,500 per month (rental)
404: Attached Home (townhouse) – Over \$500,000 (sale) or Over \$2,500 per month (rental)
405: Multi-Family Housing (mid/high rise) – Under \$500,000 (sale) or Under \$2,500 per month (rental)
406: Multi-Family Housing (mid/high rise) – Over \$500,000 (sale) or Over \$2,500 per month (rental)
407: Mixed Use Community/Project (for sale or rental)

Judging Criteria: Overall design, exterior design, interior floor plan, flow, and use of space.

Submission Requirements: 4 photos, including 1 exterior and 3 interior photos. 1 brochure floor plan or 1 complete set of blueprints. Submit only the required number of photos- extra photos will not be considered.

Note: For categories 401-407, Community or Multi-Family High Rise Entries should be based on the market value of the house/land package

- 408:** Model Home – Under \$600,000 (for sale)
409: Model Home - \$600,000 - \$900,000 (for sale)
410: Model Home – Over \$900,000 (for sale)
411: Model Home – Under \$3,000 per month (rental)
412: Model Home – Over \$3,000 per month (rental)

Judging Criteria: Include the approach to the target market, overall design, use of space, interior floor plan, flow, and exterior design.

Submission Requirements: 4 photos, including 1 exterior and 3 interior photos. 1 floor plan and list price. Identify the Model on the plan submitted with the Model Name.

- 413:** Landscaping Design for a Community

Judging Criteria: Curb appeal, function, overall design and creativity.

Submission Requirements: 3 photos showing different landscaping areas.

- 414:** Community Clubhouse

Judging Criteria: Exterior design, interior floor plan, traffic flow and use of space.

Submission Requirements: 4 photos including 1 exterior and 3 interior photos. 1 floor plan.

- 415:** Accessory Building for a Community

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 and overall design.

Submission Requirements: 4 photos including 1 exterior and 3 interior photos. 1 floor plan or full set of blueprints.

- 416:** Special Feature Room for a Community

Examples: Billiard, Game Room, Media, Wine Cellar, Pool, Library, Home Theatre, Kitchen & Bath etc.

Judging Criteria: Overall design, interior floor plan, flow, and use of space.

Submission Requirements: 3 photos of your choice. 1 floor plan or full set of blueprints.

- 417:** Green Building Construction for a Community

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: One-page marketing statement from the builder explaining how the project qualifies as green/sustainable construction, including support materials, certifications, awards etc. 4 photos, including 1 exterior and 3 interior views. Photos should identify “green/recyclable and sustainable” features. 1 floor plan or 1 full set of architectural plans, including site plan.

- 418:** Signage for a Community

Judging Criteria: Overall design, creativity, curb appeal, readability, and appropriateness for the target market.

Submission Requirements: 3 photos showing the main sign and 2 other signs of your choice.

COMMERCIAL CONSTRUCTION

- 501:** Historic Renovation – Commercial

Note: To be considered historic, a house or building must be 75 years old or older, and the renovation must preserve its original integrity.

Before-and-after photos must be taken of the same view as best possible. Submit ONLY the required number of photos—the judges will not consider extra photos.

Judging Criteria: Creative approach, exterior design, interior floor plan, traffic flow.

Submission Requirements: Include a brief description (one page) of the goals and objectives of the project. 8 photos, including 4 Before and 4 After (including exterior or interior

views) and 1 floor plan or one complete set of blueprints of the finished product.

- 502:** Commercial Renovation – Under \$750,000
- 503:** Commercial Renovation – \$750,000 - \$1,500,000
- 504:** Commercial Renovation – Over \$1,500,000

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

Judging Criteria: Creative approach, exterior design, interior floor plan, traffic flow.

Submission Requirements: Include a brief description (one page) of the goals and objectives of the project. 8 photos, including 4 Before and 4 After (including exterior or interior views) and 1 floor plan or one complete set of blueprints of finished product.

- 505:** Industrial/Warehousing (Renovation)

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

Judging Criteria: Creative approach, exterior design, interior floor plan, traffic flow.

Submission Requirements: Include a brief description (one page) of the goals and objectives of the project. 8 photos, including 4 Before and 4 After (including exterior or interior views) and 1 floor plan or one complete set of blueprints of finished product.

- 506:** Industrial / Warehousing (New Construction)

Judging Criteria: Overall design, exterior design, interior floor plan, flow, and use of space.

Submission Requirements: 4 photos, including 1 exterior and 3 interior photos. 1 brochure floor plan or 1 full set of blueprints. Submit only the required number of photos- extra photos will not be considered.

HOME OF THE YEAR

HY1: Another prestigious award is the Home of the Year Award. Recipients demonstrate quality craftsmanship in construction, design, and curb appeal.

Builder entry categories for each home of the year award:

Submit a minimum of 4 categories.
(No fee is required for this entry).

Categories:

- Kitchen (New or Remodeled): **213, 214, 215, 301, 302, 303**
- Bathroom (New or Remodeled): **216, 217, 304, 305**
- Special Feature Room: **218, 319**
- Outdoor Living Space: **219, 309**
- Accessory Building: **221, 318**
- Green Building Construction: **223, 321**
- Social Media / Website: **119, 123**

New construction and substantially remodeled homes are eligible for this award.

Submission Requirements: All photos submitted must be 800 w x 600h pixels at a minimum of 300 dpi. The preferred format is a high-resolution jpg. Photos should include a comprehensive view of the home, including product design, streetscape, and outdoor space.

Judging Criteria: The award will be presented to the builder with the highest total points.

COMMUNITY OF THE YEAR

One of the most prestigious awards is the Community of the Year Award. Recipients demonstrate excellence in various areas of sales, marketing, and construction product design. Please Choose (One)

- C01:** Attached Home Community of the Year

- C02:** Multi-Family Mid/High Rise Housing Community of the Year

- C03:** Rental Community of the Year

- C04:** Adult Community of the Year

- C05:** Single Family Home Community of the Year – less than 25 homes

- C06:** Single Family Home Community of the Year – more than 25 homes

- C07:** Mixed-Use Community of the Year (residential and commercial combined)

Submission Requirements: Complete the entry form (for required individual submissions) and the Community of the Year Form. All photos submitted must be 800 w x 600h pixels at a minimum of 300 dpi. Preferred format – a high-resolution jpg. Completed Community of the Year Entry Form plus one entry in Product Design and a minimum of 5 other categories. Submit an Impact/Marketing Statement (no more than one page) describing the marketing plan, sales success/results, any challenges or constraints overcome, unique approach to specific target market design used, and how the Community was positioned to gain the competitive edge. Photos should include comprehensive views of the Community, including product design, streetscape, clubhouse, outdoor spaces, and common interior and exterior spaces.

BUILDER ENTRY CATEGORIES FOR EACH COMMUNITY OF THE YEAR AWARD

Categories: *Product Design Required, plus 5 other categories.

Product Design: (Choose one from categories **401 - 407**)

Ad: **103, 104**

Billboard: **107, 108**

TV Commercial: **110**

Radio Commercial: **112**

Sales Presentation Video: **114**

Brochure: **116**

Direct Mail Piece: **117, 118**

Social Media: **119**

Logo: **121**

Website: **123**
Special Promotion / Event: **124**
Sales Office: **125**
Landscaping Design: **413**
Signage: **419**
Model Home: **408 - 412**
Clubhouse: **414**
Accessory Building: **137**
Specialty Feature Room: **415**
Builder Accessibility Design: **416**
Green Building Construction: **417**

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.

ASSOCIATES

601: Associate Member Company Showroom or Sales Display

Judging Criteria: Traffic flow, presentation of information, selection of décor, and theme.

Submission Requirements: 3 photos and a floor plan (if applicable).

602: Associate Member Kitchen Design
603: Associate Member Bathroom Design
604: Associate Member Closet Design
605: Associate Member Special Feature Room

Examples: Billiards, Game Rooms, Media, Wine Cellars, Libraries, and Home Theatres are examples of special feature rooms.

Judging Criteria: Overall design, interior floor plan, use of space, flow and creativity.

Submission Requirements: 3 photos of finished product and a floor plan.

606: Associate Member Landscaping Design

Judging Criteria: Curb appeal, function, overall design, and creativity.

Submission Requirements: 3 photos showing different landscaping areas.

607: Associate Member Outdoor Space

Judging Criteria: Overall design, creativity, special features, exterior landscaping or interior decorations and visual appeal.

Submission Requirements: 3 photos of the project.

608: Associate Member Residential Lighting – Interior Design
609: Associate Member Residential Lighting – Exterior Design

Judging Criteria: Overall design, visual appeal, functional use, highlight of elements of space, and creativity.
Submission Requirements: 3 photos of the design showing

applicable views of the project.

610: Associate Member Interior Merchandising Design (sale or rental)

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

Submission Requirements: 3 photos of the design showing applicable views of the project. Include the Floor plan and current list price.

611: Associate Member Creative Use of Tile, Marble, Stone or Brick Interior or Exterior.

Judging Criteria: Overall design, visual appeal, functional use, creativity, unique features.

Submission Requirements: 3 photos of the design showing applicable views of the project.

612: 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: 3 photos of the design showing applicable views of the project, a floor plan, and a brief statement explaining the objectives and goals of the project. Include mention in the statement if the entrant is *CAPS certified (Certified Aging-in-Place Specialist). **not required for entry.*

613: Associate Member Home Automation / Smart Home Design

Judging Criteria: Overall design, visual appeal, functionality, creativity, system integration, and special features.

Submission Requirements: 3 photos of the design showing applicable views of the project. 1 floor plan and a brief statement explaining the goals and objectives of the project.

614: Associate Member Green Theme Promotion

Judging Criteria: Concept/theme, overall design, the creativity of materials developed with a focus on green marketing and approach to the target market.

Submission Requirements: One-page written description of the green promotion's nature, goals, results and target market. Include 3 photos. Supporting materials may include flyers, mailers, or other collateral material.

ARCHITECTURAL DESIGN

615: Residential – Single Family New Construction – Under 3500 Sq. Ft

616: Residential – Single Family New Construction – Over 3,500 Sq. Ft

617: Residential – Single Family Renovation

618: Residential – Multi-Family New Construction

619: Residential – Accessory Building

620: Commercial – New Construction

621: Commercial – Renovation

622: Industrial/Warehousing

Judging Criteria: Exterior design, interior floor plan, flow, use of space. Where applicable show observance of sustainable design practices.

Submission Requirements: For new construction, submit 4 photos, including 1 exterior view and 3 photos of your choice. Include plans or blueprints, including exterior elevations and optional building sections. Include a one-page brief statement about the goals and objectives of the project.

ENGINEERING DESIGN & SURVEY

- 623:** Site Design – Single Family Home
- 624:** Site Design – Single Family Home Subdivision
- 625:** Site Design – Multi-Family Housing or Mixed-Use Building
- 626:** Site Design – Commercial Property
- 627:** Site Design – Brownfield Redevelopment
- 628:** Site Design – Stormwater Management
- 629:** Site Design – Industrial/Warehousing
- 630:** Site Design – Historic Building Preservation
- 631:** Site Design – Adaptive Reuse
- 632:** Site Design – Habitat Restoration
- 633:** Site Design – Sustainability Project (geothermal, solar or recycling)
- 634:** Site Design – Surveying
- 635:** Public Improvement Project
- 636:** Best Use of Survey Technology
- 637:** Structural Design Innovation
- 638:** Mechanical, Electrical Plumbing Design
- 639:** Dam Design (Rehabilitation or New Construction)

Judging Criteria: Curb appeal, overall design, creative
Submission Requirements: 3 photos of the design showing applicable views of the project. 1 floor plan and a brief statement explaining the goals and objectives of the project.

INDIVIDUAL ACHIEVEMENT

Note: The following categories are open to all members.

- 701:** New Home Sales Person of the Year
- 702:** New Home Sales Team of the Year

Judging Criteria: Achievement of the highest total dollar volume (minimum \$2.5 million required) of contracted new home sales from January 1, 2024, to December 31, 2024, as well as other areas of responsibility (marketing, training, processing, management, etc). Dollar volume of contracted sales is 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, 2024, to December 31, 2024. Submit a one-page description explaining how the nominee qualifies by meeting judging criteria. Include a picture.

- 703:** 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: Submit a one-page description explaining how the nominee qualifies by meeting judging criteria, plus any pertinent additional comments. Include 1 photo of the nominee.

- 704:** Leasing Consultant of the Year

Judging Criteria: Achievement of the highest number of executed leases, volume of leases, and closing ratios from January 1, 2024, to December 31, 2024. Other areas of responsibility (marketing, training, processing, management, etc.) in addition to renting. Special personal qualities that 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: Submit a one-page description explaining how the nominee qualifies by meeting judging criteria, plus any pertinent additional comments. Include 1 photo of the nominee.

- 705:** Leasing Consultant Team of the Year

Judging Criteria: Achievement of the highest number of executed leases, volume of leases, and closing ratios from January 1, 2024, to December 31, 2024. Other areas of responsibility (marketing, training, processing, management, etc.) in addition to renting. Special personal qualities that 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: Submit a one-page description explaining how the team qualifies by meeting judging criteria plus any pertinent additional comments. Include 1 photo of team.

- 706:** 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: Submit a one-page description outlining the nominee's sales training program and sales objectives, including the nominee's techniques for successful sales management and training. Include 1 photo of nominee.

- 707:** Sales Representative of the Year

Judging Criteria: The nominee must meet and/or exceed sales expectations the company sets. This award will recognize their valuable contributions to the industry and their level of commitment. In addition to sales, he/she must demonstrate a desire for personal and professional growth.
Submission Requirements: Submit a one-page description explaining how the nominee qualifies for Sales Representative of the Year. Any pertinent or additional comments should be noted. Describe their current role, provide specific details

about their achievement, and how he/she has achieved excellent standards of customer service.

708: Rookie of the Year (General)

Nominees must be in their first year of sales hired after December 31, 2023.

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:** Submit a one-page statement describing how the nominee qualifies by meeting judging criteria, plus any other pertinent comments. Include 1 photo of nominee.

709: Marketing Executive of the Year (General)

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

Submission Requirements: Submit a one-page description outlining the nominee's marketing plan for the year and how the nominee accomplished the goals and objectives. Include 1 photo of the nominee.

710: Project Manager of the Year

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

Submission Requirements: Submit a one-page description outlining the project and the construction schedule and how the construction goals were achieved. Describe how the nominee qualifies by meeting the judging criteria, plus any pertinent additional comments and problems encountered during the completion of the project and how they were overcome. Special personal qualities that enhance professionalism should be noted. Include 1 photo of nominee

711: The Give Back Award (Community Involvement)

Judging Criteria: The nominee has showcased his or her philanthropic ways by supporting a community or organization close to their heart.

Submission Requirements: Submit no more than a one-page description from a member explaining how the nominee qualifies by meeting judging criteria, plus any other pertinent comments. Include one photo of the nominee.

712: Metro's Partnership Award

This award is given to a Metro member who consistently finds ways to work with other members and lives by our motto, 'Members Doing Business with Members'.

Submission Requirements: Submit names of Metro members you have worked with from January 1, 2024, through December 31, 2024.

MILLION DOLLAR CLUB & LEASING EXCELLENCE CLUB

801: Million Dollar Club – Home Sales

The 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 from January 1, 2024 to December 31, 2024 is eligible. Only sales of products built in NJ and its neighboring states by builder in good standing with NJBA will be considered.

Please note: submission in any other category will not automatically mean recognition in the Million Dollar Club.

Platinum: **Over \$10 million**
Gold: **\$5 million to \$9.99 million**
Silver: **\$2 million to \$4.99 million**
Bronze: **\$1 million to \$1.99 million**

802: Million Dollar Club – Product Sales

Awards will be presented to sales representatives who achieved \$1 million or more in product sales from January 1, 2024, to December 31, 2024.

Platinum: **Over \$10 million**
Gold: **\$5 million to \$9.99 million**
Silver: **\$2 million to \$4.99 million**
Bronze: **\$1 million to \$1.99 million**

803: Leasing Excellence Club

Awards will be presented to leasing consultants who executed 25 leases or more from January 1, 2024 to December 31, 2024.

Please note: submission in any other category will not automatically mean recognition in the Leasing Excellence Club.

Platinum: **Over 150 leases**
Gold: **100 to 150 leases**
Silver: **50 – 99 leases**
Bronze: **25 – 49 leases**

**ALL ENTRIES ARE NOW SUBMITTED ONLINE
TO ENTER, VISIT:
WWW.METROBCA.ORG/AOE-AWARDS**

2025 AWARDS OF EXCELLENCE

Thursday, June 26, 2025 – The Hanover Manor – East Hanover, NJ

SPONSORSHIP OPPORTUNITIES

EVENT SPONSOR - \$5,000 (LIMIT 1)

- Emcee of the Night
- Eight (8) Tickets to the Awards Dinner with Priority Seating and Table
- 90 Second Digital Advertising during Event
- Name listed in the Awards Dinner program
- Logo recognition during the Awards Ceremony
- Full page Color Ad in the Dinner Program
- Full page Back Cover Ad in OnSite Magazine

DIAMOND SPONSOR - \$2,500

- Awards Presenter at Ceremony
- Six (6) Tickets to the Awards Dinner with Priority Seating
- 60 second Digital Advertising during Event
- Name listed in the Awards Dinner program
- Logo recognition during the Awards Ceremony
- Full page B&W Ad in the Dinner Program
- Full page B&W Ad in OnSite Magazine

SAPPHIRE SPONSOR - \$2,500

- Raffle Prize Presenter at Ceremony
- Six (6) Tickets to the Awards Dinner with Priority Seating
- 60 second Digital Advertising during Event
- Name listed in the Awards Dinner program
- Logo recognition during the Awards Ceremony
- Full page B&W Ad in the Dinner Program
- Full page B&W Ad in OnSite Magazine

COCKTAIL HOUR SPONSOR - \$2,000

- Awards Presenter during Cocktail Hour
- Six (6) Tickets to the Awards Dinner with Priority Seating
- 60 second Digital Advertising during Event
- Name listed in the Awards Dinner program
- Logo recognition during the Awards Ceremony
- Full page B&W Ad in the Dinner Program
- Full page B&W Ad in OnSite Magazine

EMERALD SPONSOR - \$1,500

- Four (4) Tickets to the Awards Dinner with Priority Seating
- 30 second Digital Advertising during Event
- Name listed in the Awards Dinner program
- Logo recognition during the Awards Ceremony
- Full Page B & W Ad in the Dinner Program
- Full Page B & W Ad in OnSite Magazine

GOLD SPONSOR - \$1,000

- Two (2) Tickets to the Awards Dinner with Priority Seating
- 15 second Digital Advertising during Event
- Name listed in the Awards Dinner program
- Logo recognition during the Awards Ceremony
- Full page B&W Ad in the Dinner Program
- Full page B&W Ad in OnSite Magazine

WINE PULL SPONSOR - \$750 (LIMIT 1)

- Networking opportunity throughout the entire AOE event
- Two (2) Tickets to the Awards Dinner with Priority Seating Your Company
- Logo on all Wine Pull Bags
- Name listed in the Awards Dinner program
- Logo recognition during the Awards Ceremony
- ½ page B&W Ad in the Dinner Program
- ½ page B&W Ad in OnSite Magazine

SILVER SPONSOR - \$500

- One (1) Ticket to the Awards Dinner with Priority Seating
- Name listed in the Awards Dinner program
- Logo recognition during the Awards Ceremony
- ½ page B&W Ad in the Dinner Program
- ¼ page B&W Ad in OnSite Magazine

BRONZE SPONSOR - \$375

- Name listed in the Awards Dinner program
- Logo recognition during the Awards Ceremony
- ½ page B&W Ad in the Dinner Program
- Recognition as Sponsor in OnSite Magazine

AWARDS OF EXCELLENCE DINNER PROGRAM ADS

FULL PAGE 4.5" X 7.5" - \$325 HALF PAGE 4.5" X 3.5" - \$225 BLACK AND WHITE ADS - 300 DPI RESOLUTION

Name _____ Company _____

Tel # _____ Fax # _____ E-Mail _____

Sponsor Category _____ Amount Enclosed _____

Sponsor Category _____ Amount Enclosed _____

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

Name on Card _____ Card # _____ Exp.Date _____

Address _____ City _____ State _____ Zip _____

Please register for all sponsorships online: www.metrobca.org - Events Page

Metropolitan Builders & Contractors Association of NJ - 39 East Hanover Ave. Suite B4, Morris Plains, NJ 07950

Phone: (973) 887-2888 Email: memberservices@metrobc.org