



14th ANNUAL FAME AWARDS
WINNERS BOOK

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2017



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14TH ANNUAL FAME AWARDS

Dear Members & Guests:

Thank you for joining us at this year's FAME Awards celebration.

The Sales & Marketing Committee takes great pride in recognizing and honoring companies and individual Builders, Remodelers, and Associate Members of the Shore Builders Association of Central New Jersey (SBACNJ) for their excellence in marketing accomplishments. The fabulous entries we've received show once again, that the SBACNJ carries prestige in the building community.

Special thanks to this year's FAME Judges. We greatly appreciate you taking the time out of your busy schedules to judge each entry.

A sincere thank you to our generous sponsors and advertisers, without whose support this evening would not be possible. We hope that we will continue to generate the spirit of appreciation for each other which has made FAME a success.

Once again, many congratulations to our FAME award recipients!

Marge Karahuta, *Innovative Property Management/iinj Realty*, Committee Chair
Stephanie Shaffery, *Flair Marketing Group*, Committee Vice-Chair

SALES & MARKETING COMMITTEE

Matt Amato – GUDHome by CMM

Deanna Ditty – Gannett NJ

Donna Fiore – FirstService Residential

Kelly Filler – Grunin Properties

Rosemary Johnson, Warshauer Electric

Adam Lepore – Citizens Bank

Giovanna Pergola – Meyers Research, LLC, a Kennedy Wilson Company

Rick Pristas – Draper & Kramer



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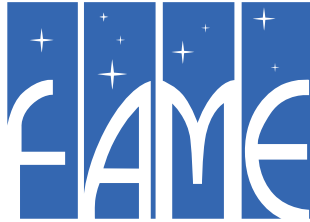
We salute all of this year's
FAME Award winners
for another year of
outstanding work.



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WINNERS

MILLION DOLLAR CLUB NEW HOME SALES BRONZE (\$1 MILLION –\$5 MILLION)

GLORIA NILSON & CO. REAL ESTATE

- Marcy Kahn\$1.3 Million
- Christie Maruka-Loran\$1.3 Million
- Maria Melone.....\$1.6 Million
- The Geller Group.....\$1.6 Million
- The Rosica Group.....\$1.7 Million
- Anne Nosnitsky\$1.8 Million
- Lisa Raimondo.....\$2 Million
- Brian Church\$2.3 Million
- Simmons Lo\$2.5 Million
- Michele Neidle\$2.9 Million
- James Hawkes.....\$3.2 Million
- Mark Bettencourt\$4.7 Million

RYAN HOMES

- Dana Severini\$2.7 Million

SHARBELL BUILDING CO.

- Loretta Vingara\$4.1 Million

WEICHERT NEW HOMES

- Fran Torella\$1.3 Million

MILLION DOLLAR CLUB NEW HOME SALES SILVER (\$5 MILLION - \$10 MILLION)

WEICHERT NEW HOMES

- Marilyn Scafidi.....\$5.6 Million

SHARBELL BUILDING CO.

- Josie Weathers\$8.8 Million

PITTENGER REALTY

- Meg Pittenger\$6.8 Million

MILLION DOLLAR CLUB NEW HOME SALES SILVER (OVER \$5 MILLION - \$10 MILLION)

RYAN HOMES

- Jennifer Silvestri \$5.7 Million
- Teresa Roberts \$8.6 Million
- Linda Kirk \$9.3 Million
- Sander Mens..... \$9.6 Million

MILLION DOLLAR CLUB NEW HOME SALES GOLD (OVER \$10 MILLION)

RYAN HOMES

- Mark Kirkicki \$10 Million
- Virginia Damato \$10 Million
- Kassie Wirth \$11.2 Million

MILLION DOLLAR CLUB NEW HOME SALES PLATINUM (OVER \$15 Million)

GLORIA NILSON & CO. REAL ESTATE

- Mario Venancio \$15.4 Million

SHARBELL BUILDING CO.

- Donna Kleinfeldt..... \$17.7 Million

LEASING EXCELLENCE CLUB

SHARBELL BUILDING CO.

- Marie DeAngelo 26 Units

OPTIONS/UPGRADES SALES EXCLUSIVELY

SHARBELL BUILDING CO.

- Deborah Florio\$749,241

FOURTEENTH ANNUAL



AWARDS 2017

WINNERS

REALTOR CIRCLE OF HONOR

GLORIA NILSON & CO. REAL ESTATE

John Rooney	\$514,990
Karen Friedland	\$559,995
Suzanne Garfield	\$570,000
Carole Gunnusa	\$649,000
Cynthia Duvin & Suzanne Garfield	\$739,346
Josephine Valentino	\$810,817
Janice Troiano	\$864,961

SALES CIRCLE OF HONOR

WALTERS HOMES

Matthew Gaudet-Walters	27 Units, \$7.6 Million
Austin Bocchicchio	44 Units, \$12.3 Million

AVALON FLOORING

Ocean Township

Maryellen Lawrence	\$841,000
Meghan Dooley	\$845,000
Rob Derhay	\$1.3 Million

Brick

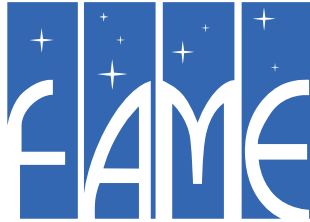
Katha Lopes	\$866,000
Vicki Cecere	\$1 Million

Manahawkin

Ralph Stanhope	\$880,000
Dawn Sanzari	\$1.1 Million
Rob Sullivan	\$1.3 Million
Ken Platt	\$1.7 Million

Toms River

Donna Mabie	\$967,000
Joe Pompilio	\$1.1 Million



WINNERS

LOGO DESIGN FOR AN ADULT CONDO COMMUNITY

WALTERS GROUP

Community: Cornerstone at Barnegat
Logo Designer: Walters Group

LOGO DESIGN FOR A SINGLE FAMILY DETACHED COMMUNITY UNDER 30 HOMES

K. HOVNANIAN HOMES

Community: Tanglewood Estates at Chapel Hill
Logo Designer: Design 446

LOGO DESIGN FOR A MULTI FAMILY/MULTI UNIT COMMUNITY

WALTERS GROUP

Community: Cornerstone at Lacey
Logo Designer: Walters Group

LOGO DESIGN FOR A TOWNHOME COMMUNITY

PULTEGROUP

Community: Heights at Main Street
Logo Designer: Design 446

BROCHURE FOR AN ADULT CONDO COMMUNITY

WALTERS GROUP

Community: Cornerstone at Barnegat
Brochure Designer: Walters Group

BROCHURE FOR A SINGLE-FAMILY DETACHED COMMUNITY

JOHN ROD & CO.

BROCHURE FOR A SINGLE FAMILY DETACHED COMMUNITY UNDER 30 HOMES

K. HOVNANIAN HOMES

Community: Tanglewood Estates at Chapel Hill
Brochure Designer: Design 446

BROCHURE FOR A MULTI FAMILY/MULTI UNIT RENTAL COMMUNITY

WALTERS GROUP

Community: Cornerstone at Lacey
Brochure Designer: Walters Group

BROCHURE FOR A TOWNHOME COMMUNITY

PULTEGROUP

Community: Harborside at Hudson's Ferry
Brochure Designer: Design 446

BEST CORPORATE BROCHURE – BUILDER

JDM ANDREWS

Brochure Designer: Flair Marketing Group

INTERIOR MERCHANDISING FOR A SINGLE FAMILY DETACHED COMMUNITY UNDER 30 HOMES

K. HOVNANIAN HOMES

Community: Tanglewood Estates at Chapel Hill
Interior Merchandiser: FTA Design Studio

INTERIOR MERCHANDISING FOR A MULTI FAMILY/MULTI UNIT COMMUNITY

COMMUNITY INVESTMENT STRATEGIES

Community: Heritage Village at Bloomfield

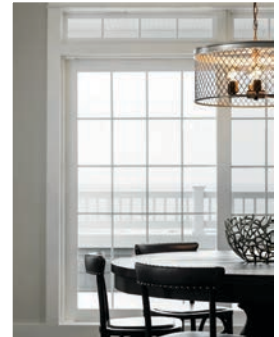
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WINNERS

INTERIOR MERCHANDISING FOR A TOWNHOME COMMUNITY

PULTEGROUP

Community: Harborside at Hudson's Ferry
Interior Merchandiser: PulteGroup

LANDSCAPING FOR AN ADULT COMMUNITY

COMMUNITY INVESTMENT STRATEGIES

Community: Heritage Village at Ocean

SIGNAGE FOR AN ADULT CONDO COMMUNITY

WALTERS GROUP

Community: Cornerstone at Barnegat

BUILDER BLACK & WHITE AD UNDER ½ PAGE

PRIMA CORPORATION

Ad Agency: Design 446

BUILDER COLOR AD UNDER ½ PAGE

JOHN ROD & CO.

BUILDER COLOR AD ½ PAGE OR LARGER

KALIAN COMPANIES

Ad Agency: PACE Advertising
Community: Carriage Gate at Little Silver

BUILDER COLOR MAGAZINE AD

WALTERS HOMES

Designer: Dawn Cobianchi

SALES OFFICE FOR AN ADULT CONDO COMMUNITY

WALTERS GROUP

Community: Cornerstone at Barnegat

SALES OFFICE FOR A SINGLE FAMILY DETACHED COMMUNITY UNDER 30 HOMES

K. HOVNANIAN HOMES

Community: Tanglewood Estates at Chapel Hill
Design Firm: Design 446

SALES OFFICE FOR A TOWNHOME COMMUNITY

PULTEGROUP

Community: Heights at Main Street
Design Firm: Design 446

ARCHITECTURAL PRODUCT DESIGN FOR AN ADULT COMMUNITY

TOLL BROTHERS

Community: Bucknell, Enclave at Shackamaxon
Architect: Toll Brothers

ARCHITECTURAL PRODUCT DESIGN FOR AN ADULT CONDO COMMUNITY

WALTERS GROUP

Community: Cornerstone at Barnegat

ARCHITECTURAL PRODUCT DESIGN FOR A MULTI-UNIT/MULTI-FAMILY DETACHED COMMUNITY

COMMUNITY INVESTMENT STRATEGIES

Community: Heritage Village at Bloomfield

ARCHITECTURAL PRODUCT DESIGN FOR A SINGLE FAMILY DETACHED COMMUNITY

TOLL BROTHERS

Community: Estates at Bamm Hollow
Architect: Toll Brothers

FOURTEENTH ANNUAL



AWARDS 2017

WINNERS

ARCHITECTURAL PRODUCT DESIGN FOR SINGLE FAMILY DETACHED COMMUNITY UNDER 30 HOMES

K. HOVNANIAN HOMES

Community: Tanglewood Estates at Chapel Hill

ARCHITECTURAL PRODUCT DESIGN FOR TOWNHOME COMMUNITY

PULTEGROUP

Community: Harborside at Hudson's Ferry

BROCHURE FOR A REBUILD

WALTERS HOMES

Brochure Designer: Dawn Cobianchi

COLOR MAGAZINE AD FOR A REBUILD

WALTERS HOMES

Marketing Director: Dawn Cobianchi

CUSTOM HOME \$700,000 AND UNDER

COASTAL DESIGN BUILD

CUSTOM HOME \$700,000 TO \$1 MILLION

CMM CONSTRUCTION

CUSTOM HOME OVER \$1 MILLION

CMM CONSTRUCTION

CUSTOM HOME OVER \$2.5 MILLION

PADULA BUILDERS

CUSTOM HOME OVER \$3 MILLION

CROWN HOMES

WEBSITE FOR A COMMUNITY

JOHN ROD & CO.

BUILDER MEMBER WEBSITE

CMM CONSTRUCTION

MULTI MEDIA PRESENTATION

JOHN ROD & CO.

PUBLIC RELATIONS RELEASE OR CAMPAIGN FOR A BUILDER

K. HOVNANIAN HOMES

Community: Four Seasons at Monmouth Woods
Ad Agency: PACE Advertising

TRADITIONAL MARKETING STRATEGY FOR A BUILDER

WALTERS GROUP

Community: Cornerstone at Barnegat

MARKETING PRODUCT/GIVEAWAY

PR1MA CORPORATION

Marketing Firm: Design 446

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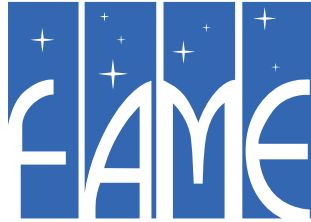
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Windowrama



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AWARDS 2017

WINNERS

DIRECT MAIL PIECE OR DIRECT MAIL CAMPAIGN

PULTEGROUP

Marketing Director: Erin Fischer
Community: Harborside at Hudson's Ferry

CLUBHOUSE/RECREATION AMENITIES UNDER 8,000 SQUARE FEET

TOLL BROTHERS

Community: Mews at Laurel Creek

OUTDOOR LIVING SPACE

CROWN HOMES

REMODELING RENOVATION FOR A RESIDENTIAL PROJECT

COASTAL DESIGN BUILD

REMODELED KITCHEN

PADULA BUILDERS

REMODELED MASTER BATH

PADULA BUILDERS

TOTAL REBUILD

COASTAL DESIGN BUILD

REDEVELOPMENT OF A RESIDENTIAL PROJECT

COMMUNITY INVESTMENT STRATEGIES

Project: Westminster Heights

MASTER BATH DESIGN - NEW CONSTRUCTION

CROWN HOMES

LIVING ROOM/FAMILY ROOM DESIGN NEW CONSTRUCTION

CROWN HOMES

KITCHEN DESIGN – NEW CONSTRUCTION

PALATIAL HOMES

ASSOCIATE BROCHURE

WARSHAUER ELECTRIC SUPPLY

ASSOCIATE LOGO

TRIDENT ENVIRONMENTAL

Logo Designer: Design 446

ASSOCIATE SIGNAGE

DYNAMIC ENGINEERING CONSULTANTS

ASSOCIATE BILLBOARD

INSITE ENGINEERING

ASSOCIATE AD – BLACK & WHITE

DESIGN 446

ASSOCIATE AD - COLOR

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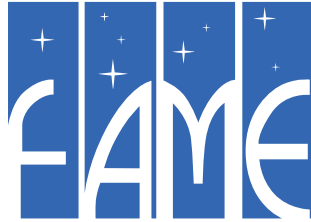


Shane Connor
Senior Mortgage Consultant
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Fax 855-288-9486
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AWARDS 2017

WINNERS

ASSOCIATE CORPORATE FACEBOOK PAGE

FLAIR MARKETING GROUP

ASSOCIATE DIRECT MAIL PIECE

DESIGN 446

ASSOCIATE EMAIL PROMOTION

DESIGN 446

ASSOCIATE SOCIAL MEDIA MARKETING STRATEGY

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ASSOCIATE MARKETING STRATEGY

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INDIVIDUAL ACHIEVEMENT WINNERS

GREEN BUILDER OF THE YEAR

WALTERS GROUP

SALES TEAM OF THE YEAR

MATTHEW GAUDET-WALTERS

AUSTIN BOCCHICCHIO

MARISSA GRILL

Walters Homes

DIRECTOR/VP OF CONSTRUCTION

KEN DEMAYO

Walters Group

PROJECT SUPERINTENDENT OF THE YEAR

JON PARKER

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Giovanna Pergola
and all the FAME winners
for their
Outstanding Achievements
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AWARDS 2017

COMMUNITY OF THE YEAR GRAND AWARDS WINNERS

ADULT CONDO COMMUNITY

CORNERSTONE AT BARNEGAT

WALTERS GROUP

SINGLE FAMILY DETACHED COMMUNITY UNDER 30 HOMES

TANGLEWOOD ESTATES AT CHAPEL HILL

K. HOVNANIAN HOMES

Marketing Director: Karen Anderson

Logo Designer: Design 446

Brochure Designer: Design 446

Sales Office Designer: Design 446

Ad Agency: PACE Advertising

TOWNHOME COMMUNITY

HARBORSIDE AT HUDSON'S FERRY

PULTEGROUP

Marketing Director: Erin Fischer

Logo Designer: Design 446

Brochure Designer: Design 446



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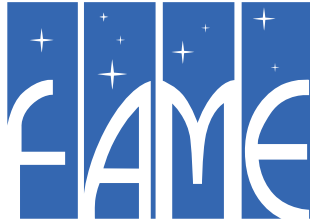
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AWARDS 2017

OUTSTANDING ACHIEVEMENT

Shore Builders Association of Central New Jersey is proud to honor

Giovanna Pergola

Meyers Research, a Kennedy Wilson Company



Giovanna's energy and enthusiasm for the Association is endless. She is always moving on a forward and productive path. Giovanna serves on numerous committees. She was instrumental in the coordination and charter of the Professional Women in Building of the Garden State and was on hand this year when the council was recognized by NAHB for their community outreach and for their innovative programming. Giovanna is the current chair of the NJBA Sales & Marketing Committee and a member of the Atlantic Builders Convention Committee.

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