

# THE 2014 AWARDS OF EXCELLENCE

SPONSORED BY

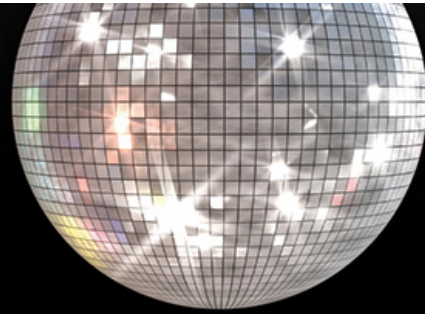


**SALES &  
MARKETING  
COUNCIL**



Studio 14 – 70's Disco Club Themed Event - Color & Black Logo

2014 AOE SAVE THE DATE



# SAVE THE DATE

## 2014 AWARDS OF EXCELLENCE

**THURSDAY, DECEMBER 11TH • A LA CARTE PAVILION**

SPONSORED BY THE SALES & MARKETING COUNCIL OF THE TAMPA BAY BUILDERS ASSOCIATION

CALL FOR ENTRIES COMING SOON • CONTACT [GAYLALEES@GMAIL.COM](mailto:GAYLALEES@GMAIL.COM) • SPONSORSHIPS AVAILABLE • CONTACT [PWINTER@STANPAC.COM](mailto:PWINTER@STANPAC.COM)



Delivered to TBBA Members by Email

## 2014 AWARDS OF EXCELLENCE CALL FOR ENTRIES

For over 30 years, the TBBA Sales & Marketing Council's Awards of Excellence has been honoring the best and brightest in the Tampa Bay building industry. Awards are presented for excellence in Marketing, Design and Individual Achievement, along with special appreciation categories as well. Don't miss this extraordinary opportunity to honor your sales & marketing team with one of these highly-coveted awards.

### WHO CAN ENTER?

**BUILDERS • DEVELOPERS • ASSOCIATES**  
**BANKS/MORTGAGE COMPANIES • AD AGENCIES**  
**TITLE COMPANIES • PRODUCTS & SERVICES**  
**PROVIDERS • MARKETING COMPANIES**  
**PUBLICATIONS • REALTORS AND MORE!**

*WITH LOADS OF NEW ENTRY CATEGORIES, THE 2014 AOE IS RIGHT ON!*

**SEE REVERSE FOR ALL ENTRY CATEGORIES**  
**BE AN EARLY BIRD AND SAVE ON ENTRY FEES. DISCOUNTS ALSO AVAILABLE FOR MULTIPLE ENTRIES.**  
*Deadline for Marketing, Design & Individual Awards: Early Bird: Friday, Oct 10th Final: Thurs, Oct. 23rd*  
*Deadline for Million Dollar Circle Awards: Friday, November 7th*

**GO TO AOEMADEEASY.COM TO ENTER**

**2014 AWARDS OF EXCELLENCE**  
**THURSDAY, DECEMBER 11, 2014 • A LA CARTE PAVILION**

**AOE ENTRY QUESTIONS CONTACT:**  
 JC Gatlin - AOE Entries Chair - jcg@inlandhomes.com - (813) 453-0075  
 Jill Harris - 2014 AOE Chair - jharris@newlandco.com - (727)-409-3746

### WHY ENTER?

Add your company or team member's name to the A-List in Tampa Bay real estate marketing, design and sales excellence. This is a great way to be recognized as an expert in your field and a leader for your marketing and sales efforts in the Tampa Bay community. Judged by industry experts across the country, these Awards of Excellence are truly Out of Sight!

**SHOWCASE YOUR SALES & MARKETING SUCCESS TO THE MAX! IT'S TIME TO ENTER!**

DESIGNED FOR AOE BY THE REAL CONNECTION MARKETING GROUP

## 2014 AWARDS OF EXCELLENCE CATEGORIES

### MARKETING/PROMOTION CATEGORIES

- Best Logo
- Best Collateral Package or Brochure
- Best Direct Mail
- Best Print Ad
- Best Billboard
- Best Exterior Sign Package
- Best Corporate Video
- Best YouTube-type Video (30-60 sec)
- Best Radio Commercial
- Best Television Commercial
- Best E-Newsletter
- Best E-Mail Campaign
- Best Social Media Program
- Best On-line Ad (example: banner, skyscraper, etc.)
- Best Virtual Tour
- Best Web Site
- Best Mobile Web Site
- Best Mixed Media
- Best Realtor® Promotion
- Best Consumer Promotion
- Best Special Event/Charity
- Best New Homes Magazine/Publication
- Major Advertising/Promotions Achievement Award

### MILLION DOLLAR CIRCLE AWARDS

- Million Dollar Circle Award
- Million Dollar Circle Award - Team

### DESIGN CATEGORIES

- Best Model Merchandising
- Best Floorplan
- Best Design Center
- Best Sales Office/Information Center

### INDIVIDUAL ACHIEVEMENT CATEGORIES

- Title Insurance Sales Person of the Year
- Mortgage Originator of the Year
- Golden Hammer Appreciation Award (Superintendent)
- Leadership Appreciation Award (Division President)
- REALTOR® Partner Award
- Associate Salesperson of the Year
- Shining Star Award in Sales Support
- Shining Star Award in Marketing Support
- "Rookie" Salesperson of the Year
- Salesperson of the Year (Under \$150K)
- Salesperson of the Year (\$151-\$200K)
- Salesperson of the Year (\$201-\$250K)
- Salesperson of the Year (\$251-\$300K)
- Salesperson of the Year (\$301-\$350K)
- Salesperson of the Year (\$351-\$400K)
- Salesperson of the Year (\$400-\$450K)
- Salesperson of the Year (\$451-\$500k)
- Salesperson of the Year (\$501-\$600K)
- Salesperson of the Year (\$601-\$750K)
- Salesperson of the Year (Over \$750K)
- Internet Sales or Internet Marketing Coordinator of the Year
- Marketing Manager/Director of the Year
- Sales Manager/Director of the Year

### COMMUNITY OF THE YEAR

- Best Multi-Family Attached Community of the Year
- Best Detached Single Family Home Community of the Year
- Best Master-Planned Community of the Year

**GO TO AOEMADEEASY.COM TO ENTER**

**2014 AWARDS OF EXCELLENCE**  
**THURSDAY, DECEMBER 11, 2014 • A LA CARTE PAVILION**

FRONT

BACK



## 2014 AWARDS OF EXCELLENCE CALL FOR ENTRIES

For over 30 years, the TBBA Sales & Marketing Council's Awards of Excellence has been honoring the best and brightest in the Tampa Bay building industry. Awards are presented for excellence in Marketing, Design and Individual Achievement, along with special appreciation categories as well. Don't miss this extraordinary opportunity to honor your sales & marketing team with one of these highly-coveted awards.

### WHO CAN ENTER?

**BUILDERS • DEVELOPERS • ASSOCIATES**  
**BANKS/MORTGAGE COMPANIES • AD AGENCIES**  
**TITLE COMPANIES • PRODUCTS & SERVICES**  
**PROVIDERS • MARKETING COMPANIES**  
**PUBLICATIONS • REALTORS AND MORE!**

*WITH LOADS OF NEW ENTRY CATEGORIES,  
THE 2014 AOE IS RIGHT ON!*

### WHY ENTER?

Add your company or team member's name to the A-List in Tampa Bay real estate marketing, design and sales excellence. This is a great way to be recognized as an expert in your field and a leader for your marketing and sales efforts in the Tampa Bay community. Judged by industry experts across the country, these Awards of Excellence are truly Out of Sight!

*SHOWCASE YOUR SALES & MARKETING SUCCESS  
TO THE MAX! IT'S TIME TO ENTER!*

**CLICK FOR A QUICK LIST OF CATEGORIES**

**BE AN EARLY BIRD AND SAVE ON ENTRY FEES. DISCOUNTS ALSO AVAILABLE FOR MULTIPLE ENTRIES.**

*Deadline for Marketing, Design & Individual Awards: Early Bird: Friday, Oct 10th Final: Thurs, Oct. 23rd*

*Deadline for Million Dollar Circle Awards: Friday, November 7th*

**GO TO AOEMADEEASY.COM TO ENTER**

**2014 AWARDS OF EXCELLENCE**  
**THURSDAY, DECEMBER 11, 2014 • A LA CARTE PAVILION**

**AOE ENTRY QUESTIONS CONTACT:**

JC Galin - AOE Entries Chair - jcg@inlandhomes.com - (813) 453-0075

Jill Harris - 2014 AOE Chair - jharris@newlandco.com - (727)-409-3746



DESIGNED FOR AOE BY THE REAL CONNECTION MARKETING GROUP



**2014 AWARDS OF EXCELLENCE  
CALL FOR ENTRIES**

FOR OVER 30 YEARS, THE TBBA SALES & MARKETING COUNCIL'S AWARDS OF EXCELLENCE HAS BEEN HONORING THE BEST AND BRIGHTEST IN THE TAMPA BAY BUILDING INDUSTRY. AWARDS ARE PRESENTED FOR EXCELLENCE IN MARKETING, DESIGN AND INDIVIDUAL ACHIEVEMENT.

GO TO [AOEMADEEASY.COM](http://AOEMADEEASY.COM) FOR ALL ENTRY DETAILS.

# 2014 AWARDS OF EXCELLENCE CALL FOR SPONSORS

PUT YOUR COMPANY ON THE A-LIST FOR THIS PINNACLE EVENT OF THE YEAR! JOIN US AS WE HONOR OUR MEMBERS FOR EXCELLENCE IN MARKETING, DESIGN AND INDIVIDUAL ACHIEVEMENT. SPONSORSHIP OPPORTUNITIES GO QUICKLY, CONTACT US TODAY TO RESERVE YOUR PLACE IN THE SPOTLIGHT!



**DIAMOND  
EXCLUSIVE  
SPONSOR**  
**\$3,000**

(LIMIT 2 – ALSO INCLUDES ALL PLATINUM BENEFITS)

- Exclusive Sponsorship (Industry category exclusivity)
- Company Video Promotion Before and During AOE Event
- Video Promoted on TBBA/SMC Social Media
- Collateral at Entry Points
- Receive Sponsor Recognition on stage
- Logo on Million Dollar Circle Certificate
- Follow up Marketing (Barometer, Social Media)
- Inclusion in Press Releases to the Media



**PLATINUM  
PRESENTING SPONSOR**  
**\$2,000**  
(LIMIT 4)

- Company Video Promotion Before and After AOE Event
- Video Promoted on TBBA/SMC Social Media
- Name on a Main Award Trophy as Sponsor
- Logo on Event Marketing Materials
- Logo on Event Signs & Electronic Presentation
- Recognition on SMC Social Media
- Recognition during Event, Logo on Winner's List
- Up to 4 Complimentary AOE Event Tickets
- Logo or Name on TBBA Electronic Communications



**SILVER CHARITY &  
SERVICE SPONSOR**  
**\$500 - \$1,000**

(LIMIT: 6 - CHARITY \$500 • 3 - IN-KIND \$1000+ VALUE)

- Logo or Name on Event Marketing Materials
- Logo or Name on Event Signs
- Logo on Electronic Presentation
- Recognition during Event, Logo on Winner's List
- Recognition on SMC Social Media
- In-kind Service to be approved by AOE Committee



**GOLD DIRECT  
SPONSOR**  
**\$1,500-\$2,500**

(LIMIT: 6 - DIRECT \$1500 • 1 - DIRECT BAR SPONSOR \$2500)

- Direct Sponsors Options: Valet Parking, Open Bar Host, After-Glow Party, Marketing, Entertainment, Photo Booth*
- Logo on Event Marketing Materials
  - Logo on Event Signs & Electronic Presentation
  - Recognition during Event
  - Logo on Winner's List
  - Up to 2 Complimentary AOE Event Tickets
  - Recognition on SMC Social Media
  - Logo or Name on TBBA Electronic Communications
  - Can provide approved promo materials for event distribution that are directly related to sponsorship (Example: cocktail napkins for bar sponsor)



**THE TOP 100  
(FRIENDS OF AOE)**  
**\$100**  
(NO LIMIT)

- Name on applicable award
- Name on Event Signage
- Recognition during event
- Name on applicable award

2014 AWARDS OF EXCELLENCE  
THURSDAY, DECEMBER 11, 2014 • A LA CARTE PAVILION

**RESERVE SPOTS NOW!**  
Contact Peter Winick

**2014 Awards of Excellence Sponsorship Form**

Thank you for your interest in supporting the 2014 Awards of Excellence. Put your company on the A-List for this pinnacle event of the year! Join us as we honor our members for Excellence in Marketing, Design and Individual Achievement. Sponsorship opportunities go quickly, so hurry up and reserve your place in the spotlight!

The Awards of Excellence presented by the TBBA Sales & Marketing Council will take place on the evening of Thursday, December 11th at the A La Carte Pavilion.

If you happen to sign up for a level that has already met the limit of sponsors, you will be contacted by a member of the committee to see what can be worked for you in another level.

You must be a member of the Tampa Bay Builders Association and the TBBA Sales & Marketing Council in order to sponsor this event.

If you have any questions or anything regarding sponsorships, please call Sponsorship Chairman Peter Winick at 813-288-7714 or email at [pwinner@tbsmpac.com](mailto:pwinner@tbsmpac.com).

**Choose Your Level of Sponsorship:**

Check All That Apply \*

- Diamond Exclusive Sponsor - \$ 3,000 (limit 2)
- Platinum Presenting Sponsor - \$2,000 (limit 4)
- Gold Direct Sponsor - \$1,500 (limit 6 - Bar Sponsor Sold)
- Silver Charity (Service Sponsor \$500 - \$1000 (limit 6 charity and 3 service)
- The Top 100 Sponsor - Friend of AOE - \$100 (unlimited)

Company Name for Diamond, Platinum, Gold and Silver Sponsorships. (as you wish it to appear on any marketing materials)

Company or Personal Name for The Top 100 (Friends of AOE) sponsorships. (as you wish it to appear on any marketing materials)

Contact Name \*

First Last

Email \*





www.tampabaymc.com/studio14/

LANDING PAGE



EXPERIENCE STUDIO 14 [CLICK HERE](#)

THE SALES & MARKETING COUNCIL OF THE TAMPA BAY BUILDERS ASSOCIATION PROUDLY PRESENTS

THE 2014 AWARDS OF EXCELLENCE

## BOOGIE NIGHTS AT STUDIO 14

JOIN US AS WE HONOR OUR "OUT OF SIGHT" INDUSTRY PEERS FOR EXCELLENCE IN MARKETING, DESIGN AND INDIVIDUAL SALES ACHIEVEMENT. GET READY FOR AN EVENING OF FUN AS WE CELEBRATE THE 1970S, THE ERA OF STUDIO 54, PLATFORM SHOES & POLYESTER PANTSUITS! STUDIO 14 WILL BE THE HOTTEST 70'S NIGHTCLUB IN TAMPA BAY!

**THURSDAY, DECEMBER 11, 2014**

6:00 PM - STUDIO 14 OPENS ITS DOORS • 7:00 PM - DINNER AND AWARDS PROGRAM  
A LA CARTE PAVILION • 4050 DANA SHORES DRIVE • TAMPA

**\$ 85.00 PER PERSON**  
(INCLUDES DRINKS, DINNER AND AFTERGLOW PARTY)

**VIP AFTERGLOW PARTY**  
IN STUDIO 14 FOLLOWING PROGRAM

[CLICK HERE](#) TO BUY TICKETS BY FRIDAY, DECEMBER 5TH AT TBBA.NET  
TBBA TICKET CONTACT: [LAUREN@TBBA.NET](mailto:LAUREN@TBBA.NET) 813-571-8222 X301

COMPLIMENTARY VALET PARKING  
LIVE 70S ENTERTAINMENT/DANCING  
1970S/DISCO COSTUMES ENCOURAGED  
OR COCKTAIL ATTIRE

Our Sponsors are **BLAZIN!**  
[CLICK TO MEET THEM](#)

SILENT AUCTION BENEFITING "Bucks for Bikes" FOR THE SALVATION ARMY'S ANNUAL ANGEL TREE PROJECT

EXPERIENCE STUDIO 14 [CLICK HERE](#)

HOME PAGE

EXPERIENCE STUDIO 14 CLICK HERE

## OUR SPONSORS ARE DY-NO-MITE!

MANY THANKS TO THESE GENEROUS COMPANIES AND INDIVIDUALS FOR SUPPORTING THE 2014 AWARDS OF EXCELLENCE

STUDIO 14

STUDIO 14

**DIAMOND**




**PLATINUM**





CALIFORNIA CLOSETS



**GOLD**






BAR PHOTO BOOTH AFTERGLOW VALET PARKING



Tampa Bay Times



MARKETING ENTERTAINMENT THEME

**SILVER**







CHARITY CHARITY CHARITY CHARITY CHARITY







CHARITY CHARITY CHARITY CHARITY CHARITY




SIGNS JUDGING/VIDEOS

**THE TOP 100 - FRIENDS OF AOE**

MELINDA BRODY AND COMPANY	SHARP DESIGN STUDIO
LIZZ OWEN	SUAERZ HOUSING
ED OWEN, REALTOR®-CHARLES RUTENBERG REALTY	BBST
SHORE CONSULTING	JOHANNA G. SELDES, INTERIOR DESIGN CONSULTING
HERITAGE DRYWALL	BERKSHIRE HATHAWAY HOMESERVICES - NEW TAMPA
PRINT ETC.	BERKSHIRE HATHAWAY HOMESERVICES - NORTH TAMPA
CROWN COMMUNITY DEVELOPMENT	BERKSHIRE HATHAWAY HOMESERVICES - COUNTRYSIDE
CORNERSTONE SOLUTIONS GROUP	BERKSHIRE HATHAWAY HOMESERVICES - TRINITY
KW PROPERTY MANAGEMENT & CONSULTING	BERKSHIRE HATHAWAY HOMESERVICES - BRANDON/VALRICO
SHERWIN WILLIAMS	

[www.tampabaysmc.com/studio14/](http://www.tampabaysmc.com/studio14/)

THANKS TO OUR  
**DY-NO-MITE**  
SPONSORS

GOLD SPONSORS



SILVER SPONSORS



2014 AWARDS OF EXCELLENCE

MANY THANKS TO OUR  
TOP 100 SPONSORS

MELINDA BRODY AND COMPANY  
LIZZ OWEN  
ED OWEN, REALTOR®-CHARLES RUTENBERG REALTY  
SHORE CONSULTING  
HERITAGE DRYWALL  
PRINT ETC.  
CROWN COMMUNITY DEVELOPMENT  
CORNERSTONE SOLUTIONS GROUP  
KW PROPERTY MANAGEMENT & CONSULTING  
SHERWIN WILLIAMS  
SHARP DESIGN STUDIO  
SUAREZ HOUSING  
BB&T

JOHANNA G. SELDES, INTERIOR DESIGN CONSULTING  
BERKSHIRE HATHAWAY HOMESERVICES - NEW TAMPA  
BERKSHIRE HATHAWAY HOMESERVICES - NORTH TAMPA  
BERKSHIRE HATHAWAY HOMESERVICES - COUNTRYSIDE  
BERKSHIRE HATHAWAY HOMESERVICES - TRINITY  
BERKSHIRE HATHAWAY HOMESERVICES - BRANDON/VALRICO  
GERARDO LUNA PHOTOGRAPHY  
JOHN HEAGNEY PUBLIC RELATIONS

2014 AWARDS OF EXCELLENCE

WELCOME TO  
**STUDIO**

DIAMOND SPONSORS



PLATINUM SPONSORS



2014 AWARDS OF EXCELLENCE

**STUDIO**

AFTERGLOW PARTY  
SPONSORED BY

---

**STUDIO**

OPEN BAR  
SPONSORED BY

---

HILLSBOROUGH TITLE  
*We Do Good Deeds™*

**STUDIO**

ENTERTAINMENT  
SPONSORED BY

---

**Tampa Bay Times**  
tampabay.com

PHOTO BOOTH  
SPONSORED BY

---

MARKETING & DESIGN  
SPONSORED BY

---

VALET PARKING  
SPONSORED BY

---

**DYNAMARK SYSTEMS**  
*Technology & Design*

DIAMOND SPONSORS



PLATINUM SPONSORS



GOLD SPONSORS



SILVER SPONSORS



TOP 100 SPONSORS

- MELINDA BROYD AND COMPANY
- LIZZ OWEN
- ED OWEN, REALTOR-CHARLES RUTENBERG REALTY
- SHORE CONSULTING
- HERITAGE DRYWALL
- PRINT ETC.
- CROWN COMMUNITY DEVELOPMENT
- CORNERSTONE SOLUTIONS GROUP
- KW PROPERTY MANAGEMENT & CONSULTING
- SHERWIN WILLIAMS
- SHARP DESIGN STUDIO
- SUAREZ HOUSING
- JOHANNA G. SELDES, INTERIOR DESIGN CONSULTING
- BERKSHIRE HATHAWAY HOMESERVICES - NEW TAMPA
- BERKSHIRE HATHAWAY HOMESERVICES - NORTH TAMPA
- BERKSHIRE HATHAWAY HOMESERVICES - COUNTYSIDE
- BERKSHIRE HATHAWAY HOMESERVICES - TRINITY
- BERKSHIRE HATHAWAY HOMESERVICES - BRANDON/VALRICO
- GERARDO LUNA PHOTOGRAPHY
- JOHN HEAGERTY PUBLIC RELATIONS
- GATE HILL PHOTOGRAPHY

THE WINNERS! 2014 AWARDS OF EXCELLENCE

- MARKETING AWARDS**
- BEST LOGO - DEVELOPER**  
STANDARD PACIFIC HOMES  
Estancia at Wingraas
  - BEST LOGO - BUILDER**  
KB HOME TAMPA  
KB Home
  - BEST LOGO - ASSOCIATE/AGENCY**  
THE REAL CONNECTION MARKETING GROUP  
Stacy Commey-Cole at Florida
  - BEST COLLATERAL/BROCHURE PACKAGE - DEVELOPER**  
UNITED LANDMARK ASSOCIATES  
Water Club - North Palm Beach
  - BEST COLLATERAL/BROCHURE PACKAGE - DEVELOPER**  
UNITED LANDMARK ASSOCIATES  
Bacon Riverside
  - BEST COLLATERAL/BROCHURE PACKAGE - BUILDER**  
CARDEL HOMES  
Blue Heron Park
  - BEST COLLATERAL/BROCHURE PACKAGE - ASSOCIATE/AGENCY**  
LA&S MARKETING  
Rebuild Together - Tampa Bay
  - BEST DIRECT MAIL - DEVELOPER**  
UNITED LANDMARK ASSOCIATES  
Idea of Collar Preserve
  - BEST DIRECT MAIL - BUILDER**  
CEA MARKETING GROUP  
Neal Communities - 10,000th Home Promotion
  - BEST PRINT AD - DEVELOPER**  
GREENWICH HOMES  
"Close to Everything" - Southern Hills Plantation
  - BEST PRINT AD - BUILDER**  
STANDARD PACIFIC HOMES  
"Blue Dragonfly Design"
  - BEST PRINT AD - BUILDER**  
CEA MARKETING GROUP  
Neal Communities - Silverleaf
  - BEST BOARD - DEVELOPER**  
STANDARD PACIFIC HOMES  
Estancia at Wingraas
  - BEST BOARD - BUILDER**  
CEA MARKETING GROUP  
"Make Your Dreams a Reality" K-Houmanian Homes
  - BEST BOARD - ASSOCIATE/AGENCY**  
LA&S MARKETING  
Rebuild Together - Tampa Bay
  - BEST EXTERIOR SIGN PACKAGE**  
ALLEN SIGNAGE  
Wingraas
  - BEST EXTERIOR SIGN PACKAGE**  
ALLEN SIGNAGE  
The Antricity of Home
  - BEST EXTERIOR SIGN PACKAGE**  
ALLEN SIGNAGE  
Wingraas
  - BEST CORPORATE VIDEO - BUILDER**  
STANDARD PACIFIC HOMES  
The Antricity of Home
  - BEST CORPORATE VIDEO - ASSOCIATE/AGENCY**  
LA&S MARKETING  
Rebuild Together - Tampa Bay
  - BEST YOU TUBE-TYPE VIDEO - ASSOCIATE/AGENCY**  
GREY STREET STUDIOS  
Espinosa at Lakewood Ranch
  - BEST YOU TUBE-TYPE VIDEO - BUILDER**  
CEA MARKETING GROUP  
"Family Stars" - WCI Communities
  - BEST RADIO COMMERCIAL - DEVELOPER**  
STANDARD PACIFIC HOMES  
Estancia at Wingraas
  - BEST RADIO COMMERCIAL - BUILDER**  
CEA MARKETING GROUP  
"Home of Your Dreams" - K. Houmanian Homes
  - BEST TELEVISION COMMERCIAL - ASSOCIATE/AGENCY**  
LA&S MARKETING  
By Commotion
  - BEST E-NEWSLETTER - DEVELOPER**  
THE REAL CONNECTION MARKETING GROUP  
WCI Communities - "Especially for Agents"
  - BEST E-MAIL CAMPAIGN - BUILDER**  
KB HOME TAMPA  
"Do the Homework" - Sales Event
  - BEST SOCIAL MEDIA PROGRAM - BUILDER**  
CEA MARKETING GROUP  
"Family Stars" - WCI Communities
  - BEST RADIO COMMERCIAL - DEVELOPER**  
STANDARD PACIFIC HOMES  
Estancia at Wingraas
  - BEST RADIO COMMERCIAL - BUILDER**  
CEA MARKETING GROUP  
Neal Communities
  - BEST SOCIAL MEDIA PROGRAM - ASSOCIATE/AGENCY**  
LA&S MARKETING  
"Give Day" - Tampa Bay Campaign
  - BEST ONLINE AD - DEVELOPER**  
GREENWICH HOMES  
Southern Hills Plantation
  - BEST VIRTUAL TOUR - BUILDER**  
STANDARD PACIFIC HOMES  
The Bristol - Caribbea Estate
  - BEST VIRTUAL TOUR - ASSOCIATE/AGENCY**  
GREY STREET STUDIOS  
Sam Rodgers - Gray Hawk Landing
  - BEST WEBSITE - DEVELOPER**  
CEA MARKETING GROUP  
LiveNowByTampa.com
  - BEST WEBSITE - BUILDER**  
HOMES BY WESTBAY  
HomesByWestBay.com
  - BEST WEBSITE - ASSOCIATE/AGENCY**  
LA&S MARKETING  
Foster Group - YouGot3DRealtors.com
  - BEST MOBILE WEBSITE - DEVELOPER**  
CONNERTON  
Connerton.com
  - BEST MOBILE WEBSITE - BUILDER**  
KB HOME TAMPA  
m.kbhome.com
  - BEST MIXED MEDIA - DEVELOPER**  
STANDARD PACIFIC HOMES  
Estancia at Wingraas
  - BEST MIXED MEDIA - BUILDER**  
KB HOME TAMPA  
Bibi Cove & Mirabella at South Fork
  - BEST REALTOR PROMOTION - DEVELOPER**  
CONNERTON  
"Consumer Education Expedition"
  - BEST REALTOR PROMOTION**  
ASTHON WOODS  
"Realtor Rewards Program"
  - BEST REALTOR PROMOTION - ASSOCIATE/AGENCY**  
LA&S MARKETING  
2014 TBBA Realtor/Builder Expo
  - BEST CONSUMER PROMOTION - DEVELOPER**  
STANDARD PACIFIC HOMES - TAMPA  
Grand Opening - Estancia at Wingraas
  - BEST CONSUMER PROMOTION - BUILDER**  
CEA MARKETING GROUP  
Neal Communities - Silverleaf Grand Opening
  - SPECIAL EVENT/CHARITY - DEVELOPER**  
FISHAWK RANCH & WATERSEET - NEWLAND COMMUNITIES  
2014 Concert for a Cause

INSIDE SPREAD

Homes by WestBay	\$8.9 million
Ryland Homes	\$9.3 million
M/I Homes	\$9.5 million
Standard Pacific Homes	\$9.7 million
Standard Pacific Homes	\$9.8 million
Plute Homes	\$9.9 million
Plute Homes	\$10.6 million
Domain Homes	\$10.7 million
M/I Homes	\$10.8 million
Standard Pacific Homes	\$10.9 million
Standard Pacific Homes	\$11.5 million
Ryland Homes	\$11.9 million
Mattamy Homes	\$11.9 million
Marriage Homes	\$11.9 million
Ashton Woods	\$12.0 million
Standard Pacific Homes	\$12.0 million
Homes by WestBay	\$12.1 million
Ryland Homes	\$12.2 million
Marriage Homes	\$12.9 million
Ryland Homes	\$13.5 million
M/I Homes	\$14.2 million
M/I Homes	\$14.7 million
Standard Pacific Homes	\$18.9 million

2014 AWARDS OF EXCELLENCE COMMITTEE

- Jill Harris
- Peter Winter
- Clauette Kelsey
- JC Griffin
- John Kay
- Sasha Goodman
- Leah Turner
- Ryan Dougherty
- Janice Snow
- Heather Mills
- Mike Dotson
- Mike Finley
- Ty Joslyn
- Jason Nordin
- Garrett Hamilton
- Robert Pandoz
- Jane Helms
- Nicole Melnick
- Scott Stone
- Jim Schaefer
- Nancy Hunt
- Phil Paul
- Kim Pokrana
- Kristy Resner
- Andrea Hawk
- Bill Johnson
- Guy Laer - Project Mgr
- Melissa Chamont
- Newland Communities
- 2014 AOE CHAIR
- STANDSPONSOR CHAIR
- Homes by WestBay
- ENTRIES CHAIR
- Ryland Homes
- JUDGING CHAIR
- Hillsborough Title
- ACE EVENT CHAIR
- Marriage Homes
- MARKETING CHAIR
- Turner Time Consulting
- SILENT AUCTION CHAIR
- Standard Pacific Homes
- Homes by WestBay
- Buyers Home Store
- Standard Pacific Homes
- Ryland Homes
- American Momentum Bank
- Tampa Bay Times
- imortgage
- Tampa Tribune and TBO.com
- Maverick's Portable Restrooms
- Mortgage Firm
- Real Reach Marketing
- The Real Connection Marketing Group
- Buyers Home Store
- Standard Pacific Homes
- CEA Marketing
- Domain Homes
- Green Pointe Homes
- The Real Connection Marketing Group
- Tampa Bay Builders Association

- BEST MODEL MERCHANTS/OVER 4000 SQ. FT.**  
HOMES BY WESTBAY  
The Venezia at FishHawk Ranch
- BEST FLOORPLAN - UP TO 1999 SQ. FT.**  
HOMES BY WESTBAY  
HomesByWestBay.com
- BEST WEBSITE - ASSOCIATE/AGENCY**  
KB HOME TAMPA  
Plus 1865
- BEST FLOORPLAN - 2000 - 2999 SQ. FT.**  
STANDARD PACIFIC HOMES  
The Hamilton
- BEST FLOORPLAN - 3000 - 3999 SQ. FT.**  
CARDEL HOMES  
The Palazzo
- BEST FLOORPLAN - OVER 4000 SQ. FT.**  
HOMES BY WESTBAY  
The Granada
- BEST FLOORPLAN - OVER 4000 SQ. FT.**  
STANDARD PACIFIC HOMES  
The Sterling
- BEST DESIGN CENTER - UP TO 2500 SQ.FT.**  
ASTHON WOODS  
Tampa Design Studio
- BEST DESIGN CENTER - OVER 2500 SQ.FT.**  
HOMES BY WESTBAY  
Homes by WestBay Design Center
- BEST SALES INFORMATION CENTER - UP TO 1000 SQ. FT.**  
HOMES BY WESTBAY  
Key Largo at Westland
- BEST SALES INFORMATION CENTER - OVER 1000 SQ. FT.**  
STANDARD PACIFIC HOMES  
Estancia at Wingraas
- BEST DETACHED SINGLE FAMILY COMMUNITY OF THE YEAR**  
RYLAND HOMES  
Capegrace
- BEST MASTER PLANNED COMMUNITY OF THE YEAR**  
STANDARD PACIFIC HOMES  
Estancia at Wingraas
- INDIVIDUAL ACHIEVEMENT AWARDS**
- TITLE PROFESSIONAL OF THE YEAR**  
JANE KOT  
Hillsborough Title
- MORTGAGE ORIGINATOR OF THE YEAR FOR A BUILDER**  
JOHN WALNICH  
Standard Pacific Homes
- MORTGAGE ORIGINATOR OF THE YEAR FOR A LENDER**  
TAMI BOGARD  
Wells Fargo Home Mortgage
- LEADERSHIP APPRECIATION AWARD**  
WILLY NUNN  
Homes by WestBay
- LEADERSHIP APPRECIATION AWARD**  
JOSEFINA FONTANA  
Ryland Homes
- SALES PERSON OF THE YEAR \$151,000 - \$300,000**  
HOWARD JOHNSON  
K. Houmanian Homes
- SALES PERSON OF THE YEAR \$201,000 - \$250,000**  
DEBBIE SIMARD  
Ryland Homes
- SALES PERSON OF THE YEAR \$251,000 - \$300,000**  
JULIE PICCOLO  
K. Houmanian Homes
- SALES PERSON OF THE YEAR \$301,000 - \$350,000**  
USA BILBURY  
Ashton Woods Homes
- SALES PERSON OF THE YEAR \$351,000 - \$400,000**  
KAREN MAY  
K. Houmanian Homes
- SALES PERSON OF THE YEAR \$401,000 - \$450,000**  
LIZZ OWEN  
Standard Pacific Homes
- SALES PERSON OF THE YEAR \$451,000 - \$500,000**  
BEVERLY GARRETT  
Standard Pacific Homes
- SALES PERSON OF THE YEAR \$501,000 - \$600,000**  
GARY BRIGGS  
Standard Pacific Homes
- SALES PERSON OF THE YEAR \$601,000 - \$750,000**  
HEATHER JANICHER WELLS  
Standard Pacific Homes
- INTERNET SALES COORDINATOR OF THE YEAR**  
CLAUDINE ECH  
Standard Pacific Homes
- MARKETING MANAGER OF THE YEAR**  
RYLAND HOMES
- SALES MANAGER OF THE YEAR**  
PETER WINTER  
Standard Pacific Homes
- SNC AWARDS**
- SNC LIFE DIRECTOR**  
HEATHER JANICHER WELLS
- 2014 SMC PRESIDENT'S AWARD**  
JANICE DUNAY  
Homes by WestBay
- 2014 SMC PRESIDENT'S AWARD**  
PHIL PAUL  
Buyers Home Store
- 2014 SMC PRESIDENT'S AWARD**  
PETER WINTER  
Standard Pacific Homes
- 2014 SMC PRESIDENT'S AWARD**  
CATYALEE  
The Real Connection Marketing Group
- SILVER**
- Jennifer Lacey  
Evelyn Zena  
Bob Ortolano  
Guy Gal  
John Rodriguez  
Barbara LaPresti  
Matt Kelsey  
Pablo Pino Herrera  
Kari Albritton  
Kim Pokrana  
Marty Galindo  
Robert Hall  
George Hintenberger  
Kathy Ruocco  
Billy Pirks  
Phil Paul  
Heather-Jasheimer-Mills  
Cathy Click  
Loren Harrison  
James Mounrnt  
Jessica Golden  
Tracy Rodriguez  
Brianna Pyles  
Rae Mans  
Guy Keating  
Chris Webb
- GOLD**
- Susan Nydegger  
Ticha Chaney  
Amos Renner  
Bronna June  
Carol Bergeron  
Jacque Gendron  
Sean Overstreet  
Eric Von Stain  
Rip Roop  
Paula Malone  
Jennifer Narraz  
Roger Mourant  
Julie Fletcher  
Tiffany Donelson  
Ly Joslyn  
Lorena Daniels  
Guy Briggs  
Howard Johnson  
Karen May  
Pat Powers  
Julie Pardo  
Shaia Colton  
Steve Allen  
Beverly Telemaque  
Vince Kuntz
- Cardel Homes \$2.0 million  
Plute Homes \$2.0 million  
Buyers Home Store \$2.4 million  
M/I Homes \$2.5 million  
Homes by WestBay \$2.6 million  
Ryland Homes \$2.7 million  
Homes by WestBay \$2.7 million  
Inland Homes \$2.7 million  
Homes by WestBay \$2.8 million  
Standard Pacific Homes \$2.8 million  
Homes by WestBay \$2.9 million  
Cardel Homes \$3.1 million  
Homes by WestBay \$3.2 million  
Hillsborough Title \$3.5 million  
M/I Homes \$3.5 million  
Buyers Home Store \$3.6 million  
Standard Pacific Homes \$3.6 million  
Cardel Homes \$3.7 million  
Cardel Homes \$3.8 million  
K. Houmanian Homes \$3.8 million  
K. Houmanian Homes \$3.9 million  
Homes by WestBay \$4.1 million  
M/I Homes \$4.1 million  
Inland Homes \$4.4 million  
Standard Pacific Homes \$4.5 million  
Homes by WestBay \$4.7 million
- Ryland Homes \$5.4 million  
Cardel Homes \$5.5 million  
K. Houmanian Homes \$5.7 million  
Homes by WestBay \$5.7 million  
Plute Homes \$5.7 million  
Standard Pacific Homes \$5.9 million  
Standard Pacific Homes \$6.2 million  
K. Houmanian Homes \$6.2 million  
Ashton Woods \$6.2 million  
Standard Pacific Homes \$6.3 million  
M/I Homes \$6.5 million  
Ryland Homes \$6.5 million  
M/I Homes \$6.7 million  
Marriage Homes \$7.1 million  
Ryland Homes \$7.3 million  
Homes by WestBay \$7.3 million  
Standard Pacific Homes \$7.3 million  
K. Houmanian Homes \$7.3 million  
K. Houmanian Homes \$7.4 million  
Ashton Woods \$7.7 million  
K. Houmanian Homes \$7.8 million  
Ryland Homes \$7.8 million  
K. Houmanian Homes \$8.1 million  
Ryland Homes \$8.1 million  
Plute Homes \$8.7 million

THE THEME – 2014 AWARDS OF EXCELLENCE



STUDIO 14...THE AOE CLUB SCENE



Putting our AOE Sponsors in the Spotlight – Placed in Strategic Locations at Event

THE BIG EVENT – DINNER & AWARDS



# THE AOE WINNERS & SPONSORS!

