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**JM**  
JILL ANN MONACO

AWARD-WINNING SALES AND MARKETING  
ENTREPRENEUR, AUTHOR, AND COMMUNITY BUILDER.

"I have a passion for helping people bring their ideas to life.  
Specializing in building strong lasting relationships and  
fostering connections with each client is key."

# Meet Jill Ann Monaco

Jill Ann Monaco is a visionary leader with a Master's degree in Psychology and an extensive career in sales and management within the hospitality industry, as part of her family business, **Furniture Design Studios** (FDS). She has built a dynamic sales team on the West Coast, focusing on building lasting relationships with clients. Furniture Design Studios is known for their award-winning innovative designs and ability to source materials, and collaborating with designers and architects to bring cutting-edge projects to life in the hospitality sector.

Specializing in transforming furniture concepts from vision to installation, Jill Ann supports FDS's mission to take ideas from **Concept to Completion**. She oversees the entire process, from the initial design to the final placement. Communication and awareness ensure that each project aligns perfectly with the client's vision. Jill Ann works closely with the FDS team to facilitate the relationship with business owners, designers, and architects to create a unique working relationship that separates FDS from other firms.

With her deep understanding of human behavior and psychology, Jill Ann applies her expertise to foster collaboration, inspire creativity, and empower individuals and teams to excel in their roles. Her leadership and FDS's organizational techniques create an environment where both her team and clients can thrive, ensuring that every project is executed to the highest standards.

As the author of *Design to Reality: The Making of a Furniture Dynasty*, Jill Ann's passion for the family business and her commitment to innovation are evident in every aspect of her work. She is dedicated to mentoring her team and building strong relationships with clients, helping to position Furniture Design Studios as a leader in the hospitality industry.

**Furniture Design Studios** is an award-winning manufacturer and supplier of casegoods and seating for the hotel and restaurant industry. FDS specializes in transforming custom designs into reality, with a focus on creating inspiring spaces that leave a lasting impression. From boutique hotels to large-scale properties, Jill Ann and the FDS team work alongside our clients every step of the way, turning their design concepts into functional, beautiful spaces.

FDS has a skilled team that ensures each project is meticulously planned and executed, from concept development to final installation. FDS prioritizes quality, innovation, and efficiency at every stage of the process, leveraging a vast network of suppliers and manufacturers around the world to deliver the finest materials at competitive prices.

# As Seen On:

- <https://www.einpresswire.com/article/803959242/furniture-design-studios-showcases-excellence-in-craftsmanship-at-the-2025-hd-expo-booth-2619>
- <https://www.einpresswire.com/article/793398481/furniture-design-studios-showcases-leadership-and-expertise-in-hospitality>
- <https://www.einpresswire.com/article/789837579/furniture-design-studios-celebrates-30-years-of-excellence-in-the-hospitality-industry>



“Our mission is to transform custom designs into reality  
from **Concept to Completion.**”

Furniture Design Studios has been manufacturing and supplying custom furniture, including case goods, seating, and kitchens to the hospitality industry for over 30 years. In the process we developed the *Concept to Completion model*, our 6 steps to success!

- Quoting
- Production Development
- Value Engineering
- Manufacturing/Sourcing & Quality Control
- Logistics
- Delivery/installation

We are dedicated to working directly with our clients from the initial quote to installation. With our headquarters in Plainview New York and offices in Los Angeles, we offer a full-service product development studio, a comprehensive showroom and a 30,000 square foot warehouse.

Manufacturing locations : USA | Canada | Italy | China | Vietnam

Offices : Plainview, NY | Venice, CA | Coconut Grove, FL | Kowloon, Hong Kong

Representatives :

Jill Ann Monaco, Executive Sales

310/387-6067

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We have built our legacy on delivering high quality products with expert craftsmanship and excellent customer service.

# Current Project List

AC Auburn Marriott , AL  
Public space

Bahamas Paradise Cruise Line, FL  
800 plus seating

Borgata Hotel & Casino, NJ  
100 plus seating

Braemar at Montebello Senior Living, NY  
150 plus kitchens

Bryant Park Hotel, NY  
128 rooms turnkey

Double Tree Hilton, FL & CO  
300 rooms, case goods & seating

Embassy Suites, FL  
Public space

FantaSea Resorts, NJ  
140 rooms, all case goods

Fontainebleau Las Vegas, NV  
8,500 plus seating

Fontainebleau Miami Beach, FL  
600 plus seating

Four Queens Hotel and Casino, NV  
30 rooms all case goods

Grand Jupiter, FL  
100 rooms, public space case goods & seating

Gurney's Montauk Resorts, NY & RI  
175 rooms all case goods

Hampton Inn Omaha, NE  
70 seats and tables

Hard Rock Hollywood, FL  
3,000 seats

Hard Rock, FL  
models, seating case goods

Hilton Long Island, NY  
175 task chairs & model Rooms

Hyatt Centric Wall Street, NY  
291 task chairs, lobby & lounge

Level 99, RI  
108 feet custom banquets

Life Alive, MA  
83 feet custom banquets

Margaritaville at Sea Cruises, FL  
seating

Monarch Casino & Resort Inc., NV  
130 tables

Perdido Beach Resort, AL  
350 rooms, all case goods

Ramada by Wyndham State College, PA  
100 plus seating and tables

Resorts World Las Vegas, LLC., NV  
90 bar stools

Soho Grand Hotel, NY  
325 rooms, all case goods

Staybridge Suites Hotel, NY  
2,500 Kitchens

Tunney Vision Restaurant Development, NY  
500 plus seating

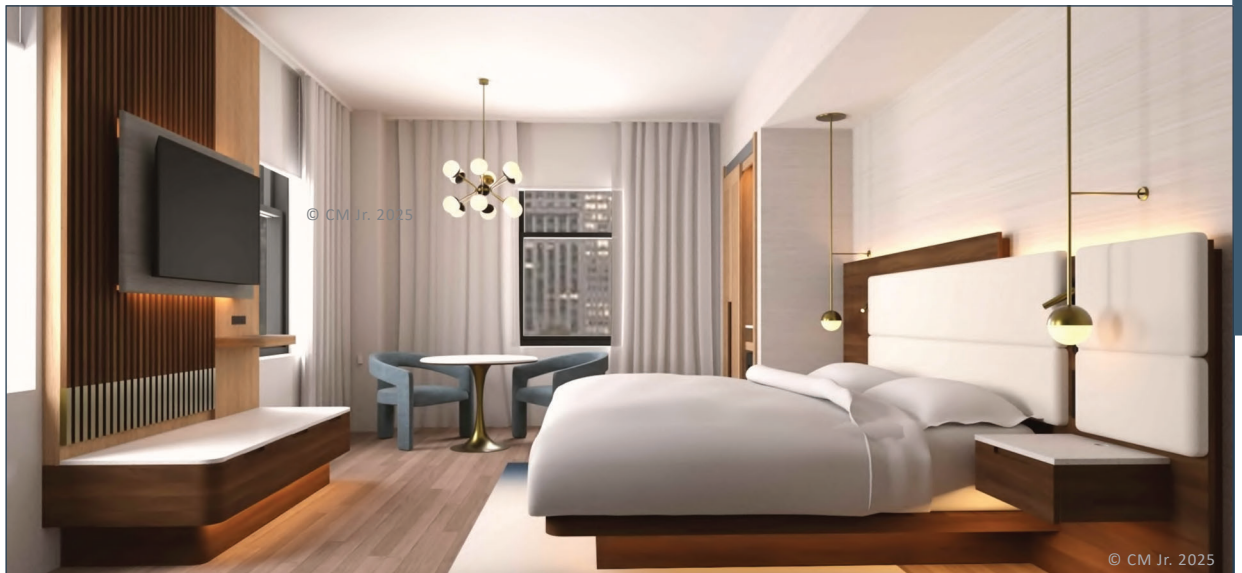
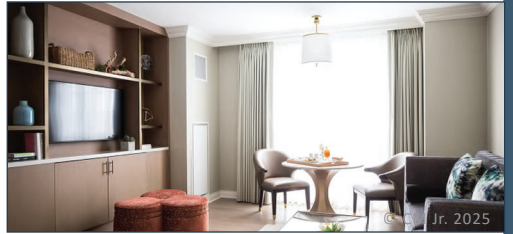
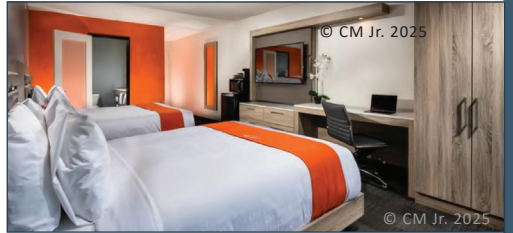
Valley Forge Casino Resort, PA  
150 rooms, public space all case goods & seating Wyndham

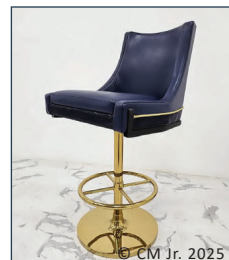
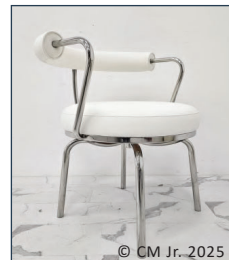
# *largest past and ongoing projects*

- Over 10, 000 rooms: All case goods for Central Florida Investments Westgate Resorts Properties for over 15 years. Won awards for our space saving configuration for Central Florida Investment
- Over 2,500 locations of Panera Bread including seating, banquets, and tables over 20 years
- Silverstein Properties – 2500 kitchens/apartments
- Approved per project: IHG, Marriott, Hilton, Best Western, Hyatt, Wyndham
- Approved Vendor: Resorts World
- Approved Vendor: Seminole Gaming/Hard Rock Casino & Hotels
- References available upon request

Please go to [www.designtorealitybook.com](http://www.designtorealitybook.com) and get a copy of our short book providing the details about Furniture Design Studios. Available in paperback, Kindle or fill in your info and we will send you a complimentary hardcopy.







# What people are saying about Furniture Design Studios

*“Charles Monaco of Furniture Design Studios, is a true pioneer in the world of luxury hospitality furniture, is renowned for his designs along with exceptional craftsmanship and unwavering dedication to creating stunning pieces that redefine the concept of elegance and comfort.”*

- **Connie Wittich**, CEO, Metropolitan Studio

*“Charles and Jill Ann are always looking for the next idea, which is fun for me because it pushes me to bring ideas or ways to utilize our company’s products in a different way.”*

- **Chip Wright**, Leggett & Platt  
Home Furniture Components

*“Charles Monaco is a true master of his craft, with an unparalleled knowledge and deep understanding of the art of furniture making” And Jill Ann’s leadership has helped bring new ideas to the company’s growth.”*

- **Ronald E. Howell**, REH Architect

*“Working alongside Jill Ann Monaco in a partnership built on networking and leadership has been a transformative experience. Together, we bring fresh ideas and a strategic vision that opens doors to new business opportunities, driving FDS to greater success and growth.”*

- **Brandon Brockmiller**, West Coast Executive Sales Furniture Design Studios

# Sample Interview Q & A

**1. Q: Can you tell us about the history of your family business and how it has evolved over the years?**

**A:** The business was founded by my father, Charles Monaco, who initially specialized in residential design, creating high-quality casegoods furniture. In the 1980s, he recognized an opportunity in the hospitality industry and transitioned to sourcing and manufacturing furniture for hotels and restaurants. This strategic move fueled our expansion, and we became well-known in the hospitality sector for our innovative, multi-unit casegoods solutions.

**2. Q: How did your father's vision influence the company's transition from residential to hospitality?**

**A:** My father was committed to blending top-notch craftsmanship with fresh, innovative ideas. When we shifted to hospitality, he maintained that same dedication to personalized service and attention to detail. He worked tirelessly to create designs that met the unique needs of hotels and restaurants, which became the foundation of our success. A pivotal moment for us was when David A. Siegel, President of Westgate Resorts, approached Furniture Design Studios to manufacture furniture for his timeshare properties. Ultimately, we furnished over 15,000 timeshare and hotel units across the United States, solidifying our reputation in the industry.

**3. Q: As Executive Sales Director, how does the company's legacy impact your approach to sales and client relationships today?**

**A:** The legacy of strong personal relationships and integrity is at the core of how I approach sales. When working with clients, I focus on understanding their vision and providing tailored solutions that uphold the quality and service standards my father established. Trust is the foundation of our reputation, and I ensure that every project reflects the excellence and professionalism that define our family business.

**4. Q: What sets your company apart from other manufacturers in the hospitality industry?**

**A:** Our biggest differentiator is the full-service experience we provide. From the initial design concept to production and final delivery, we oversee every step of the process. Our dedicated logistics team ensures a seamless workflow, managing everything from material sourcing to installation. This ability to execute large-scale hospitality projects with custom designs and meticulous attention to detail is what truly distinguishes us.

**5. Q: How do you balance maintaining your family's design legacy while evolving with industry trends and technological advancements?**

**A:** It's all about finding the right balance between tradition and innovation. We stay true to the craftsmanship and attention to detail that have always defined our brand while also embracing new technologies and sustainable practices. Our team continuously monitors design and manufacturing trends, ensuring that we produce timeless yet innovative furniture solutions adaptable to projects of any size.

**6. Q: Can you share a specific example of a challenging project in the hospitality sector and how you overcame it?**

**A:** Every project presents unique challenges, but we are always prepared with proven systems and solutions. Whether dealing with design modifications, supply chain delays, or large-scale logistics, our expert team ensures we adapt quickly. Our contract-to-completion approach allows us to source the right materials, execute precise production, and provide exceptional service throughout the process. The end result consistently reinforces our reputation as a reliable, high-quality partner in the hospitality industry.

**7. Q: How does your contract-to-completion sourcing system contribute to project success?**

**A:** Our contract-to-completion system is essential in maintaining quality and consistency from start to finish. Once a client signs on, our team immediately begins post-production work, including drafting initial drawings, selecting materials, and setting production timelines. Our logistics team then manages every detail—from material sourcing to final delivery and installation—ensuring projects remain on schedule and meet the highest standards of craftsmanship.

**8. Q: What role does your logistics team play in turning design concepts into reality?**

**A:** Our logistics team is vital to ensuring projects run smoothly. They oversee everything from procurement to production and delivery schedules, coordinating the installation process to guarantee that the client's vision is flawlessly executed. Their expertise in handling large-scale, complex projects ensures a seamless and stress-free experience for our clients.

**9. Q: In your experience, what are the key factors in building successful partnerships with hospitality clients?**

**A:** The most successful partnerships are built on trust, open communication, and a shared commitment to quality. It's crucial that both parties are aligned on project goals and timelines. From the very beginning, we work closely with clients to fully understand their design vision and logistical needs, keeping them updated at every stage. When we collaborate effectively, we consistently deliver results that not only meet but exceed expectations.

**10. Q: Looking ahead, where do you see the company growing, and what are your goals for the future?**

**A:** Our focus moving forward is expanding both within the hospitality sector and internationally. We are strengthening our relationships with global hotel brands and exploring new markets where there is a growing demand for custom, high-quality furniture solutions. Additionally, we are prioritizing sustainable materials and eco-friendly production practices, as sustainability is becoming increasingly important to our clients. My goal is to continue expanding our global reach while maintaining the family values and commitment to excellence that have been the foundation of our success for decades.

# Contact Jill Ann

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