

As a way of recognizing the best craftsmanship and professionalism in the industry, The Home Builders Association presents the 2017 Annual Bridge Awards. This Awards ceremony will recognize the best and brightest in over 30 categories, outlined below:

- New Homes
- Full Home Remodel
- Partial Home Remodel
- Green Building
- Special Feature
- Sales and Marketing Promotion Awards
 - Web-Based Marketing Program
 - Community Promotion (Community of the Year)
 - Special Promotion
 - Individual Sales Achievement (Million Dollar Circle)
- Individual (in addition to HBA recognition)
 - Builder of the Year
 - Richard A. Ashmore, Sr., Associate of the Year
 - Remodeler of the Year
 - Dan Rawls Community Service Award
 - Rookie of the Year Award
 - Industry Woman of the Year Award (PWB Council)
 - Sales Agent of the Year- New Homes
 - New Home Sales Agent (on-site) of the Year
- Custom Home Sales Agent of the Year
- Sales Executive of the Year- New Homes
 - New Home Sales Executive of the Year
 - Custom Home Sales Executive of the Year
- General Brokerage Sales Agent of the Year
- General Brokerage Executive of the Year
- Lender of the Year
- Sales and Marketing Rookie of the Year
- Sales Team of the Year
 - New Home Sales Team (on-site) of the Year
 - Custom Home Sales Team of the Year
 - General Brokerage Team of the Year
- Attorney Awards
 - Attorney of the Year
 - Law Firm of the Year

The New Home, Full Home Remodel, Partial Home Remodel, Green Building, and Million Dollar Circle categories will be divided into groups by price after all entries are received.

If you would like to be recognized, please complete the attached entry forms and follow the submission instructions. Entries will be judged March 20-23, 2018, and the winners will be recognized at the 2017 Bridge Awards Ceremony on April 26, 2018. Don't miss your opportunity to showcase the craftsmanship and professionalism you put into your projects and career, enter today!





Rules / Submission Requirements

ENTRY APPLICATION

A completed 2017 Bridge Awards Entry Application is required for every home entered and must include a corresponding Subcontractor & Supplier Listing, Entry Release and Entry Binder (see below for details). Entry application, as well as payment, must be received by the Home Builders Association of Greenville no later than close of business on February 23, 2018.

ENTRY BINDER- Craftsmanship Entries Only

A black, half-inch, three-ring binder, to include items listed and explained below, must be submitted for each entry to the Home Builders Association of Greenville. The binder outside cover should include the company name and entry address.

Entry Application: A completed copy of the Entry Application found in this 2017 Call for Entries packet.

Signed Entry Release: A completed and signed copy of the Entry Release found in the 2017 Call for Entries.

Project Statement: A project statement (200 to 500 words in length) describing the entry, the builder/remodeler's scope of work, and any aspects of the home/project that may be of special interest.

Professionally-Taken Photographs: Each entry is required to have at least five professionally-taken photographs in both a printed and electronic format. Photographs provided MUST include shots of the EXTERIOR FRONT, EXTERIOR REAR, KITCHEN, MASTER BEDROOM, BATHROOM and GREAT/LIVING ROOM. Special feature entries must include shots of noted special feature.

Remodel entries should have before and after photographs depicting changes, preferably taken from the same angle. Printed photographs can be printed on 8 1/2 x 11 copy paper or photo paper and inserted into binder inside of sheet protectors. High-end printed copies are not necessary. An electronic version of all entry photographs must accompany Entry Binder.

Photographs should be placed on a disc or external drive at a resolution of 300 dpi or better, in a .JPG file format. One disc or external drive is permitted for all entries being submitted so long as the photograph corresponding to each entry are separated on the disc or external drive using folders labeled by entry address. HBA will provide entrant a list of photographers upon request.

Project & Company Marketing Materials: Please include any related marketing materials for company and/or entry. Past ads and brochures are strongly encouraged. Please contact the Home Builders Association of Greenville at (864) 254-0133 or awards@hbaofgreenville.com with any questions about entry submission.

ELIGIBILITY

The Bridge Awards are open to all members of the Home Builders Association of Greenville for any home or remodeling project completed since December 1, 2016, and within the geographical area of the Upstate. (Greenville, Pickens, Laurens, Spartanburg, Cherokee, Anderson, Union, Abbeville, Oconee, and Greenwood Counties).

The Sales and Marketing section of Bridge Awards is open to any SMC of the Upstate Member and may include sales numbers and/or marketing projects within the 2017 year. SMC Packet bottom of 5, 10 &11.

JUDGING

Judging of the 2017 Bridge Awards entries will take place March 20-23rd for all new home, remodel and special feature entries. Judging will take place at the project site. A judging schedule will be issued prior to the judging event. A panel of building industry professionals will select winning entries. All judges are from outside the area of the Upstate. Judging criteria for all new home and remodel entries will be based on craftsmanship, demonstrated construction excellence and use of materials. All special feature entries require that the special feature be part of a home. Judging criteria for special features will be based on craftsmanship, innovation, creativity, function, use of materials and use of space. Judges will make every attempt to give an award in each category. However, awards will not be given in those categories where the quality of entries does not warrant a winner. Decisions of the judges are final. Entrants may review judging scorecards for their entry at the Home Builders Association of Greenville once awards have been announced.

Sales and Marketing Judging Criteria located on page 10 and 11.



AWARDS GALA

2017 Bridge Awards results will be announced on April 26th at the Fifth Annual Southern Home and Garden Bridge Awards Gala. Details for this special event will be issued in advance and do require reservations. All entering companies will be provided one ticket per entry.

All winners will be featured in Promotional Campaigns throughout the community and industry.



Bridge Awards Entry Categories

New Homes

- 1) Best Overall**
- 2) Best Kitchen**
- 3) Best Exterior**
- 4) Best Bath**

Submission requirements: 1-4

- a) Complete inserted form on page 7
- b) Minimum of 5 color photos both in print and digital format. Digital photo must be in JPEG (.jpg) file format.
- c) Floor plans no bigger than 8.5x11 in size and inclusive of all floors.
- d) Describe the project and space: unique issues or unique requests, etc.

Full Home Remodel

- 5) Best Overall**
- 6) Best Kitchen**
- 7) Best Exterior**
- 8) Best Bath**

Submission requirements: 5-8

- a) Complete inserted form on page 7
- b) Minimum of 5 color “before” and 5 color “after” photos both in print and digital format. Digital photo must be in JPEG (.jpg) file format.
- c) Floor plans no bigger than 8.5x11 in size and inclusive of all floors.
- d) Describe the project and space: unique issues or unique requests, etc.

Partial Home Remodel

- 9) Best Overall**
- 10) Best Innovation of Space**
- 11) Highest Degree of Difficulty**

Submission requirements: 9

- a) Complete inserted form on page 7
- b) Minimum of 5 color “before” and 5 color “after” photos both in print and digital format. Digital photo must be in JPEG (.jpg) file format.
- c) Floor plans no bigger than 8.5x11 in size and inclusive of all floors.
- d) Describe the project and space: unique issues or unique requests, etc.

Submission requirements: 10 and 11

- a) Complete inserted form on page 7
- b) Minimum of 5 color “before” and 5 color “after” photos both in print and digital format. Digital photo must be in JPEG (.jpg) file format.
- c) Floor plans no bigger than 8.5x11 in size and inclusive of all floors.

- d) Describe the project and space while explaining how the project was difficult or how you utilized the space.

12) Green Building

Submission Requirements: 12 (Page 8)

*New Construction or remodel of a home featuring sustainable and resource- efficient construction practices.

- a) Complete inserted form on page 7
- b) Minimum of 5 color “before” and 5 color “after” photos both in print and digital format. Digital photo must be in JPEG (.jpg) file format.
- c) Floor plans no bigger than 8.5x11 in size and inclusive of all floors.

*See page 8 for additional guidelines.

13) Special Feature

Suggested features include, but are not limited to: Outdoor living, Water feature, Decorative Elements, Wine locker, Staircase, Interior Decorating/ Design, Theater Room, Lighting, and Technology.

Submission requirements: 13

- a) Complete inserted form on page 7
- b) Minimum of 5 color photos both in print and digital format. Digital photo must be in JPEG (.jpg) file format.

14) Community of the Year

Submission Requirements: 14

- a) Complete Entry form on page 7
- b) Minimum of 5 color photos both in printed and digital format. Digital photo must be in JPEG (.jpg) file format.

Judging Criteria for category 14: Community Entrance, Community Amenities, Curb Appeal, Marketing Plan, and Overall Community Design.

Sales and Marketing

15) Web-Based Marketing Program

16) Social Marketing Campaign

17) Community Promotion

18) Individual Sales Achievement (Million Dollar Circles)

Submission requirements: 15-17

- a) One copy of marketing statement (250 words maximum, typed) covering each item of the judging criteria.
 - Concept
 - Target market
 - Detailed cost of Production
 - Results in Marketplace
- b) Website / Social Media site address (15, 16, and 17 if applicable).
- c) Completed form on page 7

Submission requirements: 18

- a) Completed Million Dollar Circle form on page 10
- b) Provide digital photo of yourself. JPEG (.jpg) file format.

- c) Provide digital company logo. JPEG (.jpg) file format.

Individual

- 19) Builder of the Year**
- 20) Richard A. Ashmore, Sr. Associate of the Year**
- 21) Remodeler of the Year**
- 22) Dan Rawls Community Service Award**
- 23) HBA of Greenville Rookie of the Year**
- 24) Sales Agent of the Year- New Homes**
 - New Home Sales Agent (on-site) of the Year
 - Custom Home Sales Agent of the Year
- 25) Sales Executive of the Year- New Homes**
 - New Home Sales Executive of the Year
 - Custom Home Sales Executive of the Year
- 26) General Brokerage Sales Agent of the Year**
- 27) General Brokerage Executive of the Year**
- 28) Lender of the Year**
- 29) Sales and Marketing Rookie of the Year**
- 30) Sales and Marketing Team of the Year**
- 31) Professional Woman of the Year Award (PWB Council Award)**
- 32) Attorney of the Year**
- 33) Law Office of the Year**

Submission Requirements: 19-23 and 31

- a) Complete form on page 12.

Submission Requirements: 24- 30, 32, 33

- a) Complete Sales Entry form on page 11
- b) Provide digital photo of yourself. Photo must be in JPEG (.jpg) file format.
- c) Provide digital company logo. Photo must be in JPEG (.jpg) file format.



2017 Bridge Awards Entry Form (Category 1-17,

Please put this form in front of a folder or envelope with all related entry requirements inside.

Each individual entry must be in its own folder or envelope.

Category # _____ Category Name _____

Categories 1-17

Company Name _____

Contact Name _____ Phone _____

Email _____

Please Complete the Information Below as Appropriate to Your Category

Name of Entry/Model Name _____

Community Name _____

Community Phone _____

Street Address _____ City _____

Street Address _____ Location/City _____

Lot Price \$ _____ Base Price \$ _____ List Price \$ _____

Total Sq. Footage _____ Completion Date _____

Please describe your entry in 50 words or less (unless asked for a marketing state

Please complete SUBCONTRACTOR & SUPPLIER LISTING form beginning on page 12 for categories 1-17.

Company Name as you would like it to appear on the Award

Green Building Category 12 - Recommended Additional Information

The following are a few topics the judges will be evaluating during the judging of the Green Home Category. Please include as much information as possible in your submission on each of these and feel free to expand your description as needed to promote your green building efforts.

Energy Efficiency

- o Provide HERS Report
- o House size and efficiency of design
- o Glazing orientation, coverings and overall efficiency of fenestrations
- o Envelope design to negate thermal bridging and air infiltration
- o Lighting design and use of CFL lighting
- o Appliances should be Energy Star rated

Indoor Air Quality

- o Provide Manual J and D documentation
- o Provide filter MERV Ratings
- o SEER of equipment
- o Duct work designed in conditioned spaces or sealed properly
- o Blower door and duct blaster test results
- o Use of low or no VOC paints and finishes
- o Use of natural ventilation techniques

Water Efficiency

- o Low flow fixtures
- o Dual flush toilets
- o Tankless water heater
- o Irrigation systems

Renewable Resources

- o Reused or reclaimed materials
- o Use of engineered building products, trusses, EWP, wall panels
- o Material management through patterned design
- o Use of pre-cut or pre-assembled materials
- o Detailed recycling efforts

Bridge Awards

2017 Bridge Awards Entry Release



Entry Address: _____

Resident/ Owner Name: _____

Builder/ Remodeler: _____

This verifies that the Builder/ Remodeler has obtained approval and all necessary releases for the use of the Bridge Awards judging (Feb. 22-24th) and photography of the residence, to be used by the Home Builders Association of Greenville to promote the Bridge Awards as determined necessary and proper by the Bridge Awards Committee. Uses include, but are not limited to, press releases, advertising, print media, and television broadcasting.

Note: The Home Builders Association of Greenville will not publish or release entry addresses, construction costs or names of the residents/owners in its promotion of the Bridge Awards.

By signing below the Builder/ Remodeler authorizes that the Resident/Owner agrees to the terms outlined above and agrees to be held responsible for communicating all relevant Bridge Awards judging and promotion information to the Resident/ Owner.

Builder/ Remodeler Signature:

_____ Date: _____

Printed Name and Title:

Million Dollar Circle Information (Category 18)



Million Dollar Circle – Category 18

The Annual Million Dollar Circle Awards recognize the talented professionals who produce millions of dollars in sales for the new home building industry. If you are one of the dedicated, elite sales professionals whose hard work has produced big results, don't miss this opportunity to be recognized.

Entry Eligibility:

- a) All applicants must be employed by a member in good standing of the Home Builders Association of Greenville and SMC of the Upstate. A sales agent of a real estate brokerage company is deemed an employee for the purposes of this awards program.
- b) All applicants must have closed a minimum of \$1 million dollars in new home, lot sales, and resales beginning January 1, 2017 and ending December 31, 2017. Entries for Million Dollar Circle will be divided into categories after February 23, 2018.

Submission Requirements:

- a) Submit a sales information sheet to substantiate the dollar amount claimed. This can be a computer generated list or create your own. This sheet MUST include the following information:
 - Property Address
 - Community Name
 - Date Closed
 - Listing Agent
 - Selling Agent
 - Sales Price/Credit Claimed *100% of the sale
- b) You MUST reference where the sales information was taken (MLS or other source).
- c) All sales information sheets MUST be signed by the applicant AND the Broker-In-Charge or Sales Manager.
- d) Place your entry in a folder with this signed form on the front.
- e) Provide digital photo of yourself. Photo must be a JPEG (.jpg) file format.
- f) Provide digital company logo. Photo must be a JPEG (.jpg) file format.

Credit for Production:

- Lot sales may be included in the accumulation of the sales total.
- The amount of the purchase price shall be the basis of credit for a sale.
- The total amount of credit on any one sale shall not exceed 100% of the purchase price.
- Agents can claim 100% of all sales.

All information submitted shall become property of the Home Builders Association of Greenville, will be held in strict confidence and will be made available only to the Awards Committee and judges. There is a **\$110 entry fee** to enter the Million Dollar Circle. *All information will be verified through MLS.

Applicant's Name Company Name _____

Phone _____ Email _____

Applicant's Signature _____

Broker or Sales Manager's Signature _____

Total Credit claimed (100% of sales) _____

2017 Bridge Awards

Sales person/ Lender of the Year (Categories 24-30, 32, & 33)



Categories 24-30 – Sales Agent, Sales Executive, Lender of the Year, Sales & Marketing Rookie of the Year, and Sales & Marketing Team of the Year. Attorney of the Year and Law Office of the Year.

Name _____ Company _____

Communities Managed _____

Personnel Supervised _____

Number of years in the Home Building Industry _____

Number years in Sales Management in this industry _____

Rookie of the Year- Inclusive of New Home sales, General Brokerage, and Lenders. Must have started career in any of the above-mentioned categories in between December 2016 and December 2017. Complete information on page and in judging section please complete items IV-VI.

Career start date: _____

Homes Sold Between: January 1, 2017 and December 31, 2017 _____

Homes Closed Between: January 1, 2017 and December 31, 2017 _____

\$ Volume Sold Between: January 1, 2017 and December 31, 2017 _____

\$ Volume Closed Between: January 1, 2017 and December 31, 2017 _____

Judging Criteria

Up to 5 points will be scored per item with high score of 30 points. If an item is not addressed, 0 points will be scored. The following topics must be discussed in the order written and within a word total of 500 words. The entry will be disqualified if it exceeds the word limit or is unreadable. It must be typed.

I. Recruiting Techniques

II. Training Techniques

III. Management Techniques

IV. Motivation (*For Rookie of the year entries include your motivation for entering into your new career.*)

V. Home Builders Association(s) Involvement (this item exempt from word limit)

VI. Community Outreach Involvement (serving in associations, boards or volunteering)

2017 Bridge Awards

Builder of the Year, Associate of the Year, Remodeler of the Year, Community Service Award, and Rookie of the Year Award, and Industry Woman of the Year Award (PWB). (Categories 19-23, & 31)

Name _____ Company _____

Please specify category:

Builder of the Year Richard A. Ashmore, Sr., Associate of the Year

Remodeler of the Year Dan Rawls Community Service Award

HBA Rookie of the Year Industry Woman of the Year Award (PWB Council Award)

Name of person submitting entry _____

Phone number where you can be reached _____

Please provide a brief statement of why the member should be honored.



SUBCONTRACTOR & SUPPLIER LISTING (please complete for categories # 1-14)

Builder/Remodeler Company Name _____

Entry Address _____

All subcontractors and suppliers who have contributed to the construction of an entry home and who maintain active membership with the Home Builders Association of Greenville will be recognized for their work on award winning homes.

Fill out the form below, providing company name(s) in the space provided for all subcontractor and suppliers who contributed to the construction of the corresponding entry home. Association staff will verify if the company listed is an active member.

Architecture/Building Design Services: _____

Structural Engineer: _____

Blueprint/Reprographic Services: _____

Surveyor: _____

Site Preparation: _____

Portable Site Toilets: _____

Waste/Debris Removal: _____

Equipment Rental: _____

Pest/Termite Pre-treat & Control Services: _____

Concrete Supplier(s): _____

Foundation/Concrete Contractor(s): _____

Concrete Testing: _____

Brick/Block Supplier(s): _____

Brick/Block Contractor(s): _____

Framing/Lumber Supplier(s): _____

Framing Contractor(s): _____

Structural Steel/Metal Fabrication Contractor(s): _____

Window Supplier(s): _____

Exterior Door Supplier(s): _____

Garage/Specialty Door Supplier(s): _____

Door Hardware/Locksmith Services: _____

Exterior Carpentry Contractor(s): _____

Roofing Supplier(s): _____

Roofing Contractor(s): _____

Gutters/Flashing Contractor(s): _____

Water Treatment/Filtration Systems: _____

Septic Systems: _____

Stucco Supplier(s): _____

Stucco Contractor(s): _____

Insulation Contractor(s): _____

Plumbing Material/Fixture Supplier(s): _____

Plumbing Contractor(s): _____

HVAC Contractor(s): _____

Electrical Material/Fixture Supplier(s): _____

Electrical Contractor(s): _____

Drywall Supplier(s): _____

Drywall Contractor(s): _____

Interior Door/Trim Supplier(s): _____

Mantle Supplier(s): _____

Interior Carpentry Contractor(s): _____

Paint Supplier(s): _____

Paint Contractor(s): _____

Cabinetry Contractor(s): _____

Countertop Supplier(s)/Fabricator(s): _____

Countertop Installation Contractor(s): _____

Appliance Supplier(s): _____

Custom Glass/Mirrors Supplier(s)/Contractor(s): _____

Stair/Tread Supplier(s): _____

Shelving/Closet Organization Supplier(s): _____

Audio Video/Home Automation Contractor(s): _____

Security System Contractor(s): _____

Elevator Contractor(s): _____

Fire Place Supplier(s): _____

Hard Wood Floor Supplier(s): _____

Carpet Supplier(s): _____

Tile Supplier(s): _____

Flooring/Tile Contractor(s): _____

Garage Organization/Flooring Contractor(s): _____

Window Coverings/Blinds Supplier(s): _____

Window Filming/Tinting Contractor(s): _____

Pool/Spa Contractor(s): _____

Screened Enclosure/Sunroom Contractor(s): _____

Shutters/Louvers/Storm Protection Contractor(s): _____

Decking/Dock Contractor(s): _____

Gas/Propane Supplier(s): _____

Landscape Supplier(s): _____

Landscape Contractor(s): _____

Hardscape Supplier(s): _____

Hardscape Contractor(s): _____

Fencing/Gate Contractor(s): _____

Construction Cleaning Services: _____

Power Washing Services: _____

Interior Design/Décor Services: _____

Banking/Construction Lending Services: _____

Attorney/Legal Services: _____

Insurance Coverage Services: _____

Accounting/CPA Services: _____

Other: _____

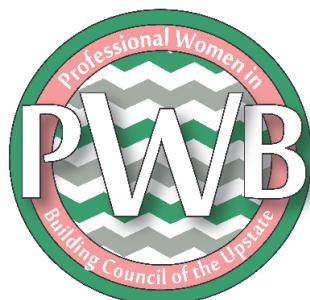
Other: _____

Other: _____

Builder or project manager signature is required below verifying that the above subcontractor and supplier listing is complete and accurate and that the Builder/Remodeler Company takes full responsibility for any subcontractor(s) and/or supplier(s) not given proper credit.

Signature _____ Date _____

Printed Name and Title _____





2017 Bridge Awards

Entry Recap/Fees

Each initial entry in any given category is listed below and Multi-Entry Discount for HBA of Greenville members is 13%. The Million Dollar Circle entry fee is \$110. Entry fees must be submitted at the time of entry and attached to this entry recap form. Checks should be made payable to The HBA of Greenville. Entry fees are non-refundable. Please submit one entry recap form per company.

Company Name _____

_____ # of New Home Entries at \$145	\$ _____
_____ # of Remodeling Entries at \$125	\$ _____
_____ # of Special Feature Entries at \$99	\$ _____
_____ # of HBA Award Entries at \$99 (<i>categories 19-24, 31</i>)	\$ _____
_____ # of Sales and Marketing Entries \$110	\$ _____
_____ # of Million Dollar Circle at \$110	\$ _____

Multi- Entry Discount for HBA of Greenville and SMC of the Upstate members: 13%

Total # of Categories Entered: _____ Total \$ _____

All entries, including appropriate entry fees, must be received at the HBA office by 5 p.m. on Tuesday, February 23, 2018. Entries must be mailed OR hand delivered to the address below:

HBA of Greenville
 Attn: Crystal Yanes
 5 Creekside Park Ct, Suite A
 Greenville, SC 29615

*No late entries will be accepted!

Ticket Reservations: Reserve/pay for your tickets/ table today! Check which option and how many you'd like.

_____ Individual Ticket \$85 _____ Couple \$150 _____ Table Sponsorship
 (8 seats) \$975

Sponsorship Opportunities for the 2016 Bridge Awards

New Home Awards Sponsor \$ 1750

Remodel Home Awards Sponsor \$ 1500

Special Feature Awards Sponsor \$ 750

Green Building Awards Sponsor \$ 500

Sales and Marketing Awards Sponsor \$ 1000 (Million Dollar Circle Awards)

Individual Awards Sponsors:

Builder of the Year \$ 750 Associate of the Year \$ 500 Remodeler of the Year \$ 450

Community of the Year \$ 350 Salesperson of the Year \$375 Lender of the Year \$ 250

PWB Woman of the Year Award Sponsor \$250 Executive of the Year \$275