



2021 BILD CALGARY REGION AWARDS **GRAND AWARDS** *Submission Guidelines*

The BILD Grand Awards are the pinnacle of achievement for the Calgary Region home building industry. The awards are presented to the BILD Calgary Region Builder, Renovator and Partner members for their outstanding accomplishments in 2021.

The BILD Grand Awards are based on the finalist results of a combination of entries that have been set by the BILD Awards Committee. To qualify, you must meet the requirements as outlined below. It is the responsibility of the entrant to ensure that these requirements are met in full to qualify for the awards.

The following are the BILD Grand Awards:

- **Builder of the Year Small Volume**
- **Builder of the Year Large Volume**
- **Multi-Family Builder of the Year Small Volume**
- **Multi-Family Builder of the Year Large Volume**
- **Renovator of the Year**
- **Partner of the Year**

Please Note: **No entry forms are required for these awards.**

BILD Grand Awards

SINGLE-FAMILY BUILDER OF THE YEAR LARGE VOLUME

To qualify, you must be a BILD Calgary Region Builder Member in good standing. This award is presented to the Builder Member that has demonstrated superior achievement in design, sales, service, and advertising and marketing.

You must win at least one award in any of the following BILD Awards categories to qualify: New Home Awards, Sales Centre Awards, Advertising and Marketing Awards (single-family material only), Sales Achievement Awards (single family entries only), Industry Achievement Award.

Builder of the Year Small Volume - 50 Building Permits and below. (January 1 to December 31, 2021)

Builder of the Year Large Volume - 51 Building Permits and above. (January 1 to December 31, 2021)



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Listed below are the requirements and percentage allotted (denoted in bold) per category that count towards Builder of the Year Large Volume:

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|---|-------------------------------|
| 1. Advertising & Marketing Awards – minimum entry of two (2) awards | 100% of points awarded |
| 2. New Home Awards – minimum entry of four (4) awards | 100% of points awarded |
| 3. Sales & Information Centre Awards – minimum entry of one (1) award | 100% of points awarded |

Customer Care Bonus Points

Large volume single and multi-family Grand Awards only.

Up to 5 bonus points will be awarded to builders ranked amongst each member survey company's top 3 large volume achievers from each survey company.

To qualify for Customer Care bonus points, you must provide permission for BILD Calgary Region Awards representatives to contact your third party customer survey partner (member companies only.) The only information requested will be regarding your companies ranking among their builder clients during the competition year.

SINGLE-FAMILY BUILDER OF THE YEAR SMALL VOLUME

To qualify, you must be a BILD Calgary Region Builder Member in good standing. This award is presented to the Builder Member that has demonstrated superior achievement in design, sales, service, and advertising and marketing.

You must win at least one award in any of the following BILD Awards categories to qualify: New Home Awards, Sales Centre Awards, Advertising and Marketing Awards (single-family material only), Sales Achievement Awards (single-family entries only), Industry Achievement Award.



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Builder of the Year Small Volume is 50 Building Permits and below. (January 1 to December 31, 2021)

Builder of the Year Large Volume is 51 Building Permits and above. (January 1 to December 31, 2021)

Listed below are the requirements and percentage allotted (denoted in bold) per category that count towards Builder of the Year Small Volume:

1. New Home Awards – minimum entry of two (2) awards **100% of points awarded**

MULTI-FAMILY BUILDER OF THE YEAR - LARGE VOLUME

To qualify, you must be a BILD Calgary Region Builder Member in good standing. This award is presented to the Multi-Family Builder Member that has demonstrated superior achievement in design, sales, service, and advertising and marketing.

You must win at least one award in any of the following BILD Awards categories to qualify: Multi-Family Design, Multi-Family Home or Multi-Family Community Awards, Sales Centre Awards, Advertising and Marketing Awards (Multi-family material only), Sales Achievement Awards (Multi-family entries only), Industry Achievement Award.

Multi-Family Builder of the Year - Small Volume is 100 Units and below. (January 1 to December 31, 2021)

Multi-Family Builder of the Year - Large Volume is 101 Units and above. (January 1 to December 31, 2021)

Listed below are the requirements and percentage allotted (denoted in bold) per category that count towards Multi-Family Builder of the Year Large Volume

1. Advertising & Marketing Awards – minimum entry of two (2) awards **100% of points awarded**
2. Multi-Family Awards – minimum entry of four (4) awards **100% of points awarded**



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3. Sales & Information Centre Awards – minimum entry of one (1) award **100% of points awarded**

Customer Care Bonus Points

Large volume single and multi-family Grand Awards only.

Up to 5 bonus points will be awarded to builders ranked amongst each member survey company's top 3 large volume achievers from each survey company.

To qualify for Customer Care bonus points, you must provide permission for BILD Calgary Region Awards representatives to contact your third party customer survey partner (member companies only.) The only information requested will be regarding your companies ranking among their builder clients during the competition year.

MULTI-FAMILY BUILDER OF THE YEAR SMALL VOLUME

To qualify, you must be a BILD Calgary Region builder member in good standing. This award is presented to the Multi-Family builder member that has demonstrated superior achievement in design, sales, service, and advertising and marketing.

You must win at least one award in any of the following BILD Awards categories to qualify; Multi-Family Design, Multi-Family Home or Multi-Family Community Awards, Sales Centre Awards, Advertising and Marketing Awards (Multi-family material only), Sales Achievement Awards (Multi-family entries only), Industry Achievement Award.

Multi-Family Builder of the Year Small Volume is 100 Units and below. (January 1 to December 31, 2021)

Multi-Family Builder of the Year Large Volume is 101 Units and above. (January 1 to December 31, 2021)

Listed below are the requirements and percentage allotted (denoted in bold) per category that count towards Multi-Family Builder of the Year Small Volume

1. Multi-Family Awards – minimum entry of two (2) awards **100% of points awarded**



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RENOVATOR OF THE YEAR

To qualify, you must be a BILD Calgary Region renovator member and RenoMark member in good standing. This award is presented to the renovator member that has demonstrated unique, economical and compatible design solutions.

You are required to win an award in the BILD Renovator Award category to qualify. - NEW

Requirement for Renovator of the Year:

- The Renovator with the highest point accumulation earned by their Renovation Awards entries wins Renovator of the Year.

PARTNER OF THE YEAR

To qualify, you must be a BILD Calgary Region Partner Member in good standing. This award is presented to the Partner Member that has achieved excellence in sales and service towards their Builder/Renovator Customers.

You are not required to win any award in any BILD Award category to qualify.

Requirement for Partner of the Year:

- The Partner with the highest average score from the returned surveys wins Partner of the Year