



# 2010 SAHBA Member Awards Categories and Submission Information

## CATEGORIES, DESCRIPTIONS, AND FORMS REQUIRED

---

1. Production Builder: **Forms A, B, & C**

Please see form A for submission requirements.

Description: *Any builder that builds homes based on "stock" plans and on property the company owns. To be nominated, they must have sold at least two homes from August 1, 2009 to November 5, 2010 and have models available for viewing by the judging committee. There are two award categories for production builders: publicly traded companies and privately owned companies.*

2. Custom Builder: **Forms B, C, & D**

Please see form D for submission requirements.

Description: *Any builder that builds a single-site uniquely-designed single family home. To be nominated, they must have completed at least one home from August 1, 2009 to November 5, 2010.*

3. Remodeler: **Forms: B, C, & E**

Please see form E for submission requirements.

Description: *Any builder that makes upgrades to an existing home. To be considered a remodel, at least one wall from the original structure must be kept. To be nominated, they must have completed at least one home from August 1, 2009 to November 5, 2010.*

4. Trade Partner: **Form F**

Description: *Any business directly involved in creating a house but is not a builder. Examples include: framer, electrician, heating and cooling installer, tile setter, landscaper, drywall hanger, painter. You will be nominating the business, not an individual employee.*

5. Sales Manager: **Form G**

Description: *Someone who manages on-site sales people as well as the marketing, advertising & public relations for their company. They actively participate and support SAHBA and are a positive ambassador for their builder, association and industry.*

6. Associate Firm: **Form H**

Description: *Any business that supplies goods or services builders use, but is not involved in building the house. Examples include: engineering firm, equipment and product suppliers, printer, security firm, advertising agency, mortgage company, consultant, bank. You will be nominating the business, not an individual employee.*

7. Individual Member: **Form I**

Description: *The SAHBA Individual Member of the Year is someone who consistently helps SAHBA through active participation and support. They are a positive ambassador for our organization and the building industry in general. You will be nominating an individual, not a business.*

## SUBMIT NOMINATIONS

---

If you have any questions about the forms or process, contact Valerie Wiklund: 795-5114 or [valerie@sahba.org](mailto:valerie@sahba.org).

**Please return your nomination to the SAHBA offices by Friday, November 5:**

SAHBA  
Attn: Valerie Wiklund  
2840 N. Country Club Rd.  
Tucson, AZ 85716  
(520) 795-5114  
(520) 326-8665 Fax



# 2010 SAHBA Member Awards Rules & Information

## RULES:

---

1. If company/individual won in a category last year, they are not eligible in that category this year. Last year's winners are listed below.
2. Only members of the Remodeler Council are eligible for Remodeler of the Year.
3. Nominees in the Remodeler or Custom Builder category must have **completed** at least one project between August 1, 2009 and November 5, 2010.
4. The company/individual must be a member in good standing at the time of the nomination and when the award is given.
5. Nomination form must be completed in full to be considered.
6. Top 3 finalists in the builder categories will be visited on site or at a home by the judges. A company representative must be there. In the Remodeler or Custom Builder categories, it is strongly encouraged to have the owner there also. Any projects in any builder category visited by the judges must be completed and not judged in previous years.
7. In the case of a tie, the builder categories will be decided by the internal score and the non-builder categories by the SAHBA & Community involvement score.
8. It is highly encouraged that winners participate in the following year's awards process.

## 2009 WINNERS

---

Production Builder - 150 or More Closings: D.R. Horton

Production Builder - Less than 150 Closings: Pepper Viner Homes

Custom Builder: Bauer Homes

Remodeler: Dakota Builders

Trade Partner: Johnson-Manley Lumber

Sales Manager: Albert Kingsbury, Miramonte Homes

Associate Firm: Southwest Gas Corporation

Individual Member: Marty Mincer, Southern Arizona Glassworks  
Carl Schroeder, Kadon Realty

**Nomination Deadline is Friday, November 5, 2010**



# 2010 SAHBA Member Awards Sample Scoresheets for Builders

These sample scoresheets are provided to give builder nominees a better understanding of the judging criteria. The three nominees with the highest internal judging scores will continue on into the site visit judging. If you have any questions about the judging process or criteria, please contact Valerie Wiklund at 795-5114 or [valerie@sahba.org](mailto:valerie@sahba.org).

## INTERNAL JUDGING:

Internal judging is 60% of a builders total score.

CRITERIA	Weight
<i>SAHBA Involvement</i>	50%
Consider items such as:	
Leadership Roles (Executive Board, Advisory Council, Committee Chair)	
Attendance and extent of participation at meetings & events	
Additional Commitments to SAHBA	
<i>Community Activity</i>	10%
Consider items such as:	
Charitable & service organization membership; public service	
<i>Reputation</i>	30%
Consider items such as:	
Feedback from Trade Partners, Associate Members and Customers; Registrar of Contractor record	
<i>Business Experience</i>	10%
Consider items such as:	
Management quality; professional affiliation; awards; ethics, longevity, misc.	

## SITE VISIT JUDGING

Site visit judging is 40% of a builders total score. The criteria for each category is a little different. If you would like the specifics for your category, contact Valerie Wiklund at 795-5114 or [valerie@sahba.org](mailto:valerie@sahba.org).

CRITERIA	Weight
<i>Site and Integration</i>	25%
Takes advantage of site assets and solves site problems; respects site topography; preserves and/or enhance existing vegetation; is attractive from on-site and off-site locations and makes a positive contribution to the neighborhood	
<i>Home Design</i>	25%
Appropriate for the market (or owners); comfortable indoor & outdoor spaces; uniqueness & innovation; energy efficiency; provides good value for the price	
<i>Construction</i>	25%
Component quality (windows, doors, hvac, foundations, insulation, framing, etc.); workmanship; energy efficient and components & methods; use of new materials & methods; areas under construction (if any) are organized and clean.	
<i>Finishes</i>	25%
“Fit & Finish” appearance; attention to detail; innovative materials & components; attractiveness; durability	

**Nomination Deadline is Friday, November 5, 2010**



# 2010 SAHBA Member Awards Production Builder Nomination

## NOMINEE'S GENERAL INFORMATION:

---

Company Name: \_\_\_\_\_

Contact: \_\_\_\_\_

Title: \_\_\_\_\_

Address: \_\_\_\_\_

City/State/Zip: \_\_\_\_\_

Telephone: \_\_\_\_\_ E-Mail: \_\_\_\_\_

## NOMINATION SUBMITTED BY:

---

Name: \_\_\_\_\_

Telephone: \_\_\_\_\_ E-Mail: \_\_\_\_\_

## AWARD CATEGORY:

---

Builder of the Year - Publicly Traded Company

Builder of the Year - Private Company

(All nominees must have sold at least two homes from August 1, 2009 to November 5, 2010 and have models available for viewing by the judges.)

## SUBMISSION REQUIREMENTS

---

Submit complete application in three-ring or spiral-bound binder including:

Nomination forms, including Form A, B, & C.

References

Photos (need not be professional) of homes (interior, exterior, etc.) Provide a minimum of three views. Photos must be printed, not on disc or flash drive.

A copy of: elevations, site plan, floor plans, unique features, innovative or green products used, brochures, and promotional or collateral materials (if available).

At your option, up to three additional examples of the following may be submitted: floor plans, collateral material or brochures

Company logo in digital format on disc or flash drive in jpeg, pdf, or eps format. Resolution of 300 dpi or higher. This is for use in award advertising and promotional materials.

**Nomination Deadline is Friday, November 5, 2010**

Form

A



# 2010 SAHBA Member Awards Builder Nomination

## SAHBA INVOLVEMENT:

---

This company (please check all that apply):

- Has employees on SAHBA Committees
- Has 1 or more employees in a position of leadership in SAHBA (for example: Officer, Advisory Council Representative or Committee Chair)
- Participates in non-committee SAHBA events (for example: exhibits in the Home Show, attends General Membership Meetings)
- Is involved in the community in other ways.

Please list any specifics, including dates, about the above questions (attach additional sheet if necessary, must be 500 words or less).

---

---

---

---

---

## REFERENCES

---

Provide trade partner, consultant, SAHBA associate member, and customer reference contact names and telephone numbers on a separate sheet for SAHBA to contact (letters of reference will also be accepted). Include as many as you want. Customer references must be for closings within the past 12 months. The judges will use reference comments as a gauge of your reputation within these communities.

## BUSINESS EXPERIENCE

---

Including but not limited to management quality, professional affiliations & awards (with dates), ethics, and longevity (attach additional sheet if necessary, must be 500 words or less).

---

---

---

---

**Nomination Deadline is Friday, November 5, 2010**

Form  
**B**



# 2010 SAHBA Member Awards Builder Nomination

## SITE VISIT INFORMATION

---

The second step of the builder judging is a site visit. Please complete the information below about sites for the judges to visit. The locations will be confirmed before the site visit actually occurs. This information is requested now to aid in planning for the judging.

For your own planning, the day of the site visits will be either Tuesday, December 7 or December 14. You will be contacted to confirm location, time and company representative who will be on-site. Please list your preferred location first. We will do our best to visit it, if at all possible.

## FIRST CHOICE

---

Community Name \_\_\_\_\_

Address \_\_\_\_\_

Contact Name \_\_\_\_\_ Phone # \_\_\_\_\_

Directions \_\_\_\_\_

\_\_\_\_\_  
\_\_\_\_\_

## SECOND CHOICE

---

Community Name \_\_\_\_\_

Address \_\_\_\_\_

Contact Name \_\_\_\_\_ Phone # \_\_\_\_\_

Directions \_\_\_\_\_

\_\_\_\_\_  
\_\_\_\_\_

## THIRD CHOICE

---

Community Name \_\_\_\_\_

Address \_\_\_\_\_

Contact Name \_\_\_\_\_ Phone # \_\_\_\_\_

Directions \_\_\_\_\_

\_\_\_\_\_  
\_\_\_\_\_

**Nomination Deadline is Friday, November 5, 2010**

Form  
C



# 2010 SAHBA Member Awards Custom Builder Nomination

## NOMINEE'S GENERAL INFORMATION:

---

Company Name: \_\_\_\_\_

Contact: \_\_\_\_\_

Title: \_\_\_\_\_

Address: \_\_\_\_\_

City/State/Zip: \_\_\_\_\_

Telephone: \_\_\_\_\_ E-Mail: \_\_\_\_\_

## NOMINATION SUBMITTED BY:

---

Name: \_\_\_\_\_

Telephone: \_\_\_\_\_ E-Mail: \_\_\_\_\_

## CLOSING INFORMATION

---

List information for last twelve months: 8/1/09 to 11/5/10

Home Closings \_\_\_\_\_

Net Home Sales \_\_\_\_\_

## SUBMISSION REQUIREMENTS

---

Submit complete application in three-ring or spiral-bound binder including:

- Nomination forms, including Forms B, C, & D
- References
- Photos (need not be professional) of homes (interior, exterior, etc.) Provide a minimum of three views. Photos must be printed, not on disc or flash drive.
- A copy of: colored rendering of the home, site plan, floor plan, unique features, innovative or green products used, and any promotional or collateral materials available. Submit for up to 3 homes.
- Company logo in digital format on disc or flash drive in jpeg, pdf, or eps format. Resolution of 300 dpi or higher. This is for use in award advertising and promotional materials.

**Nomination Deadline is Friday, November 5, 2010**

Form  
D



# 2010 SAHBA Member Awards Remodeler Nomination

## NOMINEE'S GENERAL INFORMATION:

---

Company Name: \_\_\_\_\_

Contact: \_\_\_\_\_

Title: \_\_\_\_\_

Address: \_\_\_\_\_

City/State/Zip: \_\_\_\_\_

Telephone: \_\_\_\_\_ E-Mail: \_\_\_\_\_

## NOMINATION SUBMITTED BY:

---

Name: \_\_\_\_\_

Telephone: \_\_\_\_\_ E-Mail: \_\_\_\_\_

## CLOSING INFORMATION

---

List information for last twelve months: 8/1/09 to 11/5/10

Remodeling Jobs Completed \_\_\_\_\_

## SUBMISSION REQUIREMENTS

---

Submit complete application in three-ring or spiral-bound binder including:

- Nomination forms, including Forms B, C, & E.
- References
- Photos (need not be professional) of remodeled areas of home (interior, exterior, etc.) If possible, please include before and after shots. Provide a minimum of three views. Photos must be printed, not on disc or flash drive.
- A copy of: site plan, floor plan, price information, unique features, innovative or green products used, and any promotional or collateral materials available. Submit for up to 3 homes.
- Company logo in digital format on disc or flash drive in jpeg, pdf, or eps format. Resolution of 300 dpi or higher. This is for use in award advertising and promotional materials.

**Nomination Deadline is Friday, November 5, 2010**

Form  
E



# 2010 SAHBA Member Awards Trade Partner Nomination

## NOMINEE'S GENERAL INFORMATION:

---

Company Name: \_\_\_\_\_

Address: \_\_\_\_\_

City/State/Zip: \_\_\_\_\_

Telephone: \_\_\_\_\_ E-Mail: \_\_\_\_\_

## NOMINATION SUBMITTED BY:

---

Name: \_\_\_\_\_

Telephone: \_\_\_\_\_ E-Mail: \_\_\_\_\_

## SAHBA INVOLVEMENT:

---

This company (please check all that apply):

- Has employees on SAHBA Committees
- Has 1 or more employees in a position of leadership in SAHBA (for example: Officer, Advisory Council Representative or Committee Chair)
- Participates in non-committee SAHBA events (for example: exhibits in the Home Show, attends General Membership Meetings)
- Employee(s) recruited \_\_\_\_\_ new members in the past year.
- Is involved in the community in other ways.

Please list any specifics, including dates, about the above questions (attach additional sheet if necessary, must be 500 words or less).

---

---

---

---

---

---

---

---

con't

Nomination Deadline is Friday, November 5, 2010

Form  
F



# 2010 SAHBA Member Awards Trade Partner Nomination

## BUSINESS PRACTICES:

Please rank company on a scale of 1 to 5, 1 being the best, in the following categories.

	Best <span style="float: right;">Worst</span>				
	1	2	3	4	5
<b>Professionalism:</b> exhibits a courteous, conscientious, and generally businesslike manner in the workplace	1	2	3	4	5
<b>Quality &amp; Workmanship:</b> shows pride in their work and uses quality materials, meticulous	1	2	3	4	5
<b>Cooperation with other trades:</b> Example: safely works around other tradesmen when they are working on a job together, doesn't damage work already done	1	2	3	4	5
<b>Scheduling:</b> arrives on time, will readily adjust schedule if needed	1	2	3	4	5
<b>Service after work is complete:</b> willing to fix things if there are problems, provides a warranty	1	2	3	4	5
<b>Safety:</b>	1	2	3	4	5

Please explain your rankings in 500 words or less (required). Attach additional sheet if necessary.

---



---



---



---



---



---

## REFERENCES

Provide at least 3 customer references with contact name and telephone number on a separate sheet for SAHBA to contact. The judges will use reference comments as a gauge of your reputation within the community.

Nomination Deadline is Friday, November 5, 2010



# 2010 SAHBA Member Awards Sales Manager Nomination

## NOMINEE'S GENERAL INFORMATION:

---

Company Name: \_\_\_\_\_

Address: \_\_\_\_\_

City/State/Zip: \_\_\_\_\_

Telephone: \_\_\_\_\_ E-Mail: \_\_\_\_\_

## NOMINATION SUBMITTED BY:

---

Name: \_\_\_\_\_

Telephone: \_\_\_\_\_ E-Mail: \_\_\_\_\_

## SAHBA INVOLVEMENT:

---

This individual (please check all that apply):

- Is on at least one SAHBA Committee
- Is in a position of leadership in SAHBA (for example: Officer, Advisory Council Representative or Committee Chair)
- Participates in non-committee SAHBA events (for example: volunteers at the Home Show, attends General Membership Meetings)
- Recruited \_\_\_\_\_ new members in the past year.
- Is involved in the community in other ways.

Please list any specifics, including dates, about the above questions (attach additional sheet if necessary, must be 500 words or less).

---

---

---

---

---

---

---

---

con't

Nomination Deadline is Friday, November 5, 2010

Form  
G



# 2010 SAHBA Member Awards Sales Manager Nomination

## WORK FACTS (FOR THE PERIOD OF 8/1/2009 TO 11/5/2010)

---

Please attach one additional sheet if necessary.

Number of years as an active New Home Sales Manager: \_\_\_\_\_

Number of years experience as a site sales person: \_\_\_\_\_

Number of Sales People responsible for: \_\_\_\_\_

Number of Homes Sold by Sales Team: \_\_\_\_\_

As a New Home Sales Manager name his/her successes for 2010 \_\_\_\_\_

\_\_\_\_\_  
\_\_\_\_\_

- Has implemented a continuing education program
- Manages the marketing, advertising and public relations for their builder & new home communities
- Responsible for the closings

What is their level of responsibility for Company Management? Besides sales, what else are they responsible for or involved in? \_\_\_\_\_

\_\_\_\_\_  
\_\_\_\_\_

What are their responsibilities and level of interaction with the Construction Department?

\_\_\_\_\_  
\_\_\_\_\_

- Has fostered a positive and cooperative relationship with the Construction Department

What are their responsibilities and level of interaction with the Accounting Department?

\_\_\_\_\_  
\_\_\_\_\_

Additional information you would like the judges to consider: \_\_\_\_\_

\_\_\_\_\_  
\_\_\_\_\_

**Nomination Deadline is Friday, November 5, 2010**

Form  
G



# 2010 SAHBA Member Awards Associate Firm Nomination

## NOMINEE'S GENERAL INFORMATION:

---

Company Name: \_\_\_\_\_

Address: \_\_\_\_\_

City/State/Zip: \_\_\_\_\_

Telephone: \_\_\_\_\_ E-Mail: \_\_\_\_\_

## NOMINATION SUBMITTED BY:

---

Name: \_\_\_\_\_

Telephone: \_\_\_\_\_ E-Mail: \_\_\_\_\_

## SAHBA INVOLVEMENT:

---

This company (please check all that apply):

- Has employees on SAHBA Committees
- Has 1 or more employees in a position of leadership in SAHBA (for example: Officer, Advisory Council Representative or Committee Chair)
- Participates in non-committee SAHBA events (for example: exhibits in the Home Show, attends General Membership Meetings)
- Employee(s) recruited \_\_\_\_\_ new members in the past year.
- Is involved in the community in other ways.

Please list any specifics, including dates, about the above questions (attach additional sheet if necessary, must be 500 words or less).

---

---

---

---

---

---

con't

Nomination Deadline is Friday, November 5, 2010

Form  
H



# 2010 SAHBA Member Awards Associate Firm Nomination

## BUSINESS PRACTICES:

Please rank them on a scale of 1 to 5, 1 being the best, in the following categories.

	<u>Best</u>				<u>Worst</u>
<b>Professionalism:</b> exhibits a courteous, conscientious, and generally businesslike manner in the workplace	1	2	3	4	5
<b>Quality Service:</b> employees are friendly, knowledgeable, willing to help in all situations, keeps you informed of progress at all times. Goes out of their way to help you resolve any problems that do occur	1	2	3	4	5
<b>Timeliness:</b> representatives arrive on time for meetings, get information, quotes or invoices to you when they say they will product arrives on time	1	2	3	4	5

Please explain your rankings in 500 words or less (required). Attach additional sheet if necessary:

---

---

---

---

---

---

---

---

---

---

## REFERENCES

Provide at least 3 references with contact name and telephone number on a separate sheet for SAHBA to contact. The judges will use reference comments as a gauge of your reputation within the community.

Nomination Deadline is Friday, November 5, 2010

Form  
H



# 2010 SAHBA Member Awards Individual Member Nomination

## NOMINEE'S GENERAL INFORMATION:

---

Company Name: \_\_\_\_\_

Address: \_\_\_\_\_

City/State/Zip: \_\_\_\_\_

Telephone: \_\_\_\_\_ E-Mail: \_\_\_\_\_

## NOMINATION SUBMITTED BY:

---

Name: \_\_\_\_\_

Telephone: \_\_\_\_\_ E-Mail: \_\_\_\_\_

## SAHBA INVOLVEMENT:

---

This individual (please check all that apply):

- Is on at least one SAHBA Committee
- Has a position of leadership in SAHBA (for example: Officer, Advisory Council Representative or Committee Chair)
- Participates in non-committee SAHBA events (for example: volunteers at the Home Show, attends General Membership Meetings)
- Has recruited \_\_\_\_\_ new members in the past year.
- Is involved in the community in other ways.

Please tell us why you think this person is the SAHBA Individual Member of the Year (required).  
Attach additional sheet if necessary, 250 to 500 words.

---

---

---

---

---

---

---

---

---

---

Nomination Deadline is Friday, November 5, 2010

Form

