

BIG NIGHT

BUILDING INDUSTRY GALA 2019

APRIL 5 | THE COLUMBUS ATHENAEUM

Presented by the Building Industry Association of Central Ohio, The BIG Awards were created to honor the top achievers in the new home industry. BIG award winners cross all BIA membership ranks and include builders, interior designers, architects, landscapers, suppliers, remodelers, realtors and more.

5:30PM - 7:30PM

Cocktails, appetizers, dinner stations

7:30PM - 9:00PM

Awarding Ceremony and Sweet Treats

Annual Awards of Distinction

Judged Sales & Marketing Awards

The evening will feature special guest emcee

Annual Awards of Distinction

BIA Hall of Fame

Ann Misiolek, Parksite

Charlie Driscoll, Edwards Land Company

Irving E. Schottenstein

Builder of the Year

Bart Barok, Nationwide Realty Investors

Washburn Schofield Memorial Award

Joel Rhoades, Epcon Communities

Associate of the Year

Kate Allen, America's Floor Source

Rising Star

Alicia Zambelli, Isaac Wiles

Citizen of the Year

Clyde "Butch" Seidle, Director of
Public Service for the City of Hilliard

Per Guest \$75

Reserved Table (8) \$700

Elegant Attire



SPONSORSHIP OPPORTUNITIES

TITLE SPONSOR \$7,500 EXCLUSIVE

PRE-EVENT

- Logo on the BIG Awards sponsor page
- Recognition on all BIG Awards marketing emails

SHOW

- Company representative to briefly address the audience and present a major award during the awards ceremony
- Logo on select ceremony table centerpieces & table number signage
- Recognition on Awards ceremony walk-in screen
- Recognition in Awards ceremony program
- Full page ad in Awards ceremony program
- 60 second video promotion to appear during the Awards ceremony
- 6 images featured during the ceremony sponsor module (suggest 3 to be company logo messages and 3 to be product images).
- Complimentary VIP-reserved ceremony tickets for a table of 8 (preferred seating in front of room)

POST-EVENT

- Awards Photo Sponsor
- Full page color ad featured in the BIG Awards Winners Book (online).

RECEPTION SPONSOR \$5,000 EXCLUSIVE

PRE-EVENT

- Logo on the BIG Awards sponsor page
- Recognition on all BIG Awards marketing emails

SHOW

- Company logo projected on ballroom walls
- Recognition on Awards ceremony walk-in screen
- Recognition in Awards ceremony program
- 1/2 page ad in Awards ceremony program
- 4 images featured during the ceremony sponsor module (suggest 2 to be company logo messages and 2 to be product images).
- Up to 6 VIP-reserved ceremony tickets (preferred seating in front of room)

POST-EVENT

- 1/2 page color ad featured in the BIG Awards Winners Book (online).

BAR SPONSOR \$5,000 EXCLUSIVE

PRE-EVENT

- Logo on the BIG Awards sponsor page
- Recognition on all BIG Awards marketing emails

SHOW

- Company logo projected on ballroom walls
- Company logo on cocktail napkins
- Recognition on Awards ceremony walk-in screen
- Recognition in Awards ceremony program
- 1/2 page ad in Awards ceremony program
- 4 images featured during the ceremony sponsor module (suggest 2 to be company logo messages and 2 to be product images).
- Up to 6 VIP-reserved ceremony tickets (preferred seating in front of room)

POST-EVENT

- 1/2 page color ad featured in the BIG Awards Winners Book (online).

SWEET REWARDS SPONSOR \$3,500 EXCLUSIVE

PRE-EVENT

- Logo on the BIG Awards sponsor page
- Recognition on all BIG Awards marketing emails

SHOW

- Company logo projected on ballroom walls
- Company logo on napkins at Dessert Table
- Recognition on Awards ceremony walk-in screen
- Recognition in Awards ceremony program
- 1/4 page ad in Awards ceremony program
- 4 images featured during the ceremony sponsor module (suggest 2 to be company logo messages and 2 to be product images).
- Up to 4 VIP-reserved ceremony tickets (preferred seating in front of room)

POST-EVENT

- 1/2 page color ad featured in the BIG Awards Winners Book (online).

VALET SPONSOR \$3,500 EXCLUSIVE

PRE-EVENT

- Logo on the BIG Awards sponsor page

SHOW

- Company logo projected on ballroom walls
- Recognition on Awards ceremony walk-in screen
- Recognition in Awards ceremony program
- 1/4 page ad in Awards ceremony program
- 4 images featured during the ceremony sponsor module
- Up to 4 VIP-reserved ceremony tickets (preferred seating in front of room)
- Optional sponsor supplied item for car

POST-EVENT

- 1/2 page color ad featured in the BIG Awards Winners Book (online).

PLATINUM SPONSORS \$3,000

PRE-EVENT

- Logo on the BIG Awards sponsor page
- Recognition on all BIG Awards marketing emails

SHOW

- Recognition on Awards ceremony walk-in screen
- Recognition in Awards ceremony program
- 1/4 page ad in Awards ceremony program
- 4 images featured during the ceremony sponsor module (suggest 1 to be company logo messages and 1 to be product images).
- Up to 4 VIP-reserved ceremony tickets (preferred seating in front of room)

POST-EVENT

- 1/2 page color ad featured in the BIG Awards Winners Book (online)

SILVER SPONSORS \$2,000

PRE-EVENT

- Logo on BIG Awards sponsor page
- Recognition on all BIG Awards marketing emails

SHOW

- Recognition on Awards ceremony walk-in screen
- Recognition in Awards ceremony program
- 4 images featured during the ceremony sponsor module (suggest 2 to be company logo messages and 2 to be product images).
- Up to 4 ceremony tickets (preferred seating in front of room)

POST-EVENT

- 1/2 page color ad featured in the BIG Awards Winners Book (online).

FRIENDS SPONSOR \$750

SHOW

- Recognition on Awards ceremony walk-in screen
- Recognition in Awards ceremony program
- 1 image featured during the ceremony sponsor module

POST-EVENT

- 1/4 page color ad featured in the BIG Awards Winners Book (online).

SPONSORSHIP CONTACT

Linda Winrod
linda@biahomebuilders.com
or (614) 891-0575 X103

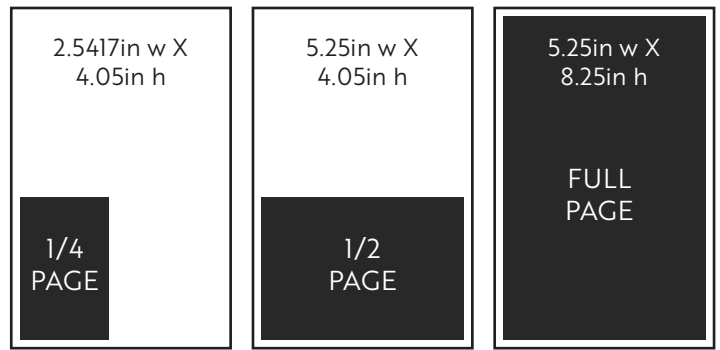
ADVERTISING OPPORTUNITIES

Maximize your exposure by advertising your business in the BIG Night Program that will be distributed to attendees as well as the Award Winners book that will be featured on the BIA website after the event.

COST

- Full page - \$300
- 1/2 page - \$200
- 1/4 page - \$150

All ads include color



Program Size 5.5in w X 8.5in h

AD CONTACT

Sara Hays
sara@biahomebuilders.com
or (614) 891-0575 X106

SALES & MARKETING AWARD ENTRY

STEPS TO ENTER

- Complete Entry Application & pay entry fees no later than March 11, 2019
- Entry Fee: \$125 each entry
- Once submitted Entry system will generate your unique entry serial number(s) per entry.
- Your entry materials are due by March 11th
- Digital entries should be submitted by FTP, or File Sharing service (dropbox, you send it) to entries@teampmp.com

Materials for all entries include:

- Team/ Information Form
- (Professional Achievement categories require specialized forms)
- Digital Files – site plan, floor plan, and photo images required.

DEADLINES & DELIVERY

Entry Application and Materials are due no later than March 11th

Judging – March 18 & 19

Personal Interviews March 19th

All entry materials are delivered online with the exception of Brochures - Delivered to BIA of Central Ohio office by March 11th

COST TO ENTER:

\$125 per entry ~ Entry fees are non-refundable

If you have any questions during the process

Lisa Parrish
Administrator - Team PMP
(909) 987-2758
lisa@teampmp.com

SALES & MARKETING AWARD CATEGORIES

PROFESSIONAL ACHIEVEMENT AWARDS

1. ROOKIE OF THE YEAR
2. SALES PROFESSIONAL OF THE YEAR
3. ONLINE SALES COUNSELOR
4. SALES MANAGER OF THE YEAR
5. MARKETING DIRECTOR OF THE YEAR
6. GOLDEN HAMMER AWARD - Builder, Job Site Supervisor, Project Manager Or Superintendent
7. CUSTOMER SERVICE/WARRANTY PROFESSIONAL OF THE YEAR
8. PURCHASING AGENT/TEAM OF THE YEAR

VOLUME BASED AWARDS

9. TOP PRODUCER - REALTOR HONORS
10. TOP PRODUCER - BUILDER SALES
11. TOP PRODUCER - NEW HOME LOAN ORIGINATOR
12. TOP PRODUCER - NEW HOME TITLE REPRESENTATIVE

MARKETING & ADVERTISING

13. BEST LOGO DESIGN
14. BEST PRINT AD
15. BEST RADIO AD
16. BEST TV COMMERCIAL/VIDEO
17. BEST SOCIAL MEDIA/ BLOG EXPERIENCE
18. BEST WEBSITE - AWARDS MAY BE PRESENTED FOR A BUILDER, ASSOCIATE, OR REALTOR
19. BEST BROCHURE - BUILDER/REMODELER
20. BEST BROCHURE - ASSOCIATE/REALTOR
21. BEST MAGAZINE - BUILDER/REMODELER
22. BEST MAGAZINE - ASSOCIATE/REALTOR
23. BEST DIGITAL MEDIA CAMPAIGN - AWARDS MAY BE PRESENTED FOR A BUILDER, ASSOCIATE, OR REALTOR
24. BEST REALTOR RELATIONS PROGRAM
25. BEST EVENT/SPECIAL PROMOTION - BUILDER/REMODELER
26. BEST EVENT/SPECIAL PROMOTION - ASSOCIATE/REALTOR

27. BEST ON-SITE, OUTDOOR MARKETING
28. BEST DEVELOPMENT MARKETING PROGRAM - SUBURBAN DEVELOPMENT
29. BEST DEVELOPMENT MARKETING PROGRAM - URBAN DEVELOPMENT

DESIGN AWARDS

30. BEST DESIGN CENTER/SALES OFFICE BY A BUILDER/REMODELER - UNDER 1,000 SQ. FT.
31. BEST DESIGN CENTER/SALES OFFICE BY A BUILDER/REMODELER - OVER 1,000 SQ. FT.
32. BEST SHOWROOM BY AN ASSOCIATE
33. BEST LANDSCAPE PROJECT
34. BEST OUTDOOR LIVING SPACE - PROJECT
35. BEST OUTDOOR LIVING SPACE - NEIGHBORHOOD
36. BEST INTERIOR MERCHANDISING OF A MODEL HOME BY A BUILDER - NEW HOME UP TO \$249,999
37. BEST INTERIOR MERCHANDISING OF A MODEL HOME BY A BUILDER - NEW HOME \$250,000 TO \$499,999
38. BEST INTERIOR MERCHANDISING OF A MODEL HOME BY A BUILDER - NEW HOME \$500,000 & UP
39. BEST ARCHITECTURAL DESIGN OF A NEW HOME - NEW HOME UP TO \$249,999
40. BEST ARCHITECTURAL DESIGN OF A NEW HOME - NEW HOME \$250,000 TO \$499,999
41. BEST ARCHITECTURAL DESIGN OF A NEW HOME - NEW HOME \$500,000 & UP
42. BEST NEW REMODEL DESIGN BY A REMODELER - REMODEL UP TO \$249,999
43. BEST NEW REMODEL DESIGN BY A REMODELER - REMODEL \$250,000 TO \$499,999
44. BEST NEW REMODEL DESIGN BY A REMODELER - REMODEL \$500,000 & UP

GRAND MARKETING AWARDS

45. BUILDER/REMODELER (MUST ENTER AT LEAST 4 CATEGORIES)
46. ASSOCIATE/REALTOR (MUST ENTER AT LEAST 4 CATEGORIES)