

# BIG NIGHT

BUILDING INDUSTRY GALA 2020

JULY 23 | 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.

5:30 - 7:30PM Cocktails, appetizers, dinner stations

7:30 - 9:30PM Awarding Ceremony and Sweet Treats, Annual Awards of Distinction, Judged Sales & Marketing Awards

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## ANNUAL AWARDS OF DISTINCTION

### **BIA Hall of Fame**

Tom Hart, Isaac Wiles Burkholder & Teetor, LLC  
David Haid, Jimenez-Haid Builders

### **Irving E. Schottenstein Builder of the Year**

Jack Mautino, Westport Homes

### **Washburn Schofield Memorial Award**

Chris Eramo, John Eramo & Sons, Inc.

### **Associate of the Year**

Steve Schehl, EMH&T, Inc.

### **Rising Star**

Ashley Casuccio, Rieman & Arszman Custom Distributors, Inc.

### **Citizen of the Year**

Jeff Fix, Fairfield County

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Per Guest \$80

Reserved Table (8) \$640

Elegant Attire

# SPONSORSHIP OPPORTUNITIES

## TITLE SPONSOR

**\$7,500 EXCLUSIVE**

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### 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)

## RECEPTION SPONSOR

**\$4,000 EXCLUSIVE**

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### 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 ceremony tickets

## BAR SPONSOR

**\$4,000 EXCLUSIVE**

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### 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 ceremony tickets

## SWEET REWARDS SPONSOR

**\$3,500 EXCLUSIVE**

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### 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 ceremony tickets

## WINNERS GALLERY SPONSOR

**\$3,500 EXCLUSIVE**

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### 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
- Signage in Winners Gallery
- 1/4 page ad in Awards ceremony program
- 4 images featured during the ceremony sponsor module
- Up to 4 ceremony tickets

## PLATINUM SPONSORS

**\$3,000**

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### 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 ceremony tickets

## SILVER SPONSORS

**\$2,000**

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### 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 2 ceremony tickets

## FRIENDS SPONSOR

**\$750**

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### SHOW

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

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## SPONSORSHIP CONTACT

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

# SALES & MARKETING AWARD ENTRY

## STEPS TO ENTER

1. Review categories and requirements below
2. Complete entry application & pay entry fees no later than June 15, 2020 Entry Fee: \$125 each entry
  - Once submitted the entry system will generate your unique entry serial number(s) per entry.
  - Your entry materials are due by June 15th
  - Digital entries should be submitted by FTP, or a file sharing service (dropbox, yousend it) to [entries@teampmp.com](mailto: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 June 15th

Judging – June 25th

All entry materials are delivered online with the exception of brochures - Delivered to BIA of Central Ohio office by June 15th

## COST TO ENTER:

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

## IF YOU HAVE ANY QUESTIONS DURING THIS PROCESS:

Lisa Parrish, Administrator - Team PMP  
(909) 987-2758  
[lisa@teampmp.com](mailto:lisa@teampmp.com)

Visit [biahomebuilders.com](http://biahomebuilders.com) to view a video tutorial on how to enter the sales and marketing awards.

# 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. Million Dollar Sales Awards - Realtor Honors
10. Million Dollar Sales Awards - Builder Sales
11. Million Dollar Sales Awards - New Home Loan Originator
12. Million Dollar Sales Awards - 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 Design/merchandising - New Home Up to \$249,999
37. Best Interior Design/merchandising - New Home \$250,000 to \$499,999
38. Best Interior Design/merchandising - 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)