



# Memorandum



**To:** SUHBA Builders  
**From:** Southern Utah Home Builders Association  
**Date:** May 18, 2009 (Date Originally Distributed)  
**Subject:** 2011 Parade of Homes Builder Participation Policy

The Board of Directors has determined the policy for acceptance of all builders into the 2011 Parade of Homes. The policy is as follows:

<b>Number of Homes</b>	<b>Number of Builders</b>
26	26

**The 26 available positions will be filled on the following basis:**

Points Accrual Period: 5/01/09 to 4/29/10

Positions 1 through 20	First 20 highest ranking builders using the 2011 Participation Point System. Slot 1 through 20 Announcement Date: 4/30/2010 In the event of a tie for 20 <sup>th</sup> position, a weighted draw will be held on 5/3/2010 at noon. The builder drawn first will be awarded the 20 <sup>th</sup> position. The builder(s) not awarded the 20 <sup>th</sup> position will be placed into the weighted draw for positions 21 through 24 - see below.
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Positions 21 through 24	A weighted draw system. The draw system will be weighted according to the number of Participation Points each builder has as of April 29, 2010 by 5:00 pm. To qualify for the draw a builder must have a <i>minimum of 15 points</i> . Example: A builder with 15 points will be given 15 chances in the draw versus a builder with 25 points, who will be given 25 chances in the draw. Drawing will take place at the SUHBA Office on 5/3/2010 at noon. Builders are welcome to attend.
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Position #25	Any active SUHBA Builder, regardless of points, which has not been awarded a Parade position, may submit a written sealed bid ( <b>minimum bid of \$6,000 is required</b> ) to the office of the Southern Utah Home Builders Association <b><u>by noon on Wednesday, May 5, 2010.</u></b> <b>The sealed bid must contain the name of the Builder, the amount of the bid, and that the bid applies to the 25<sup>th</sup> position. Each bid must identify only one position to which it applies. Builders may submit bids for both the 25<sup>th</sup> and 26<sup>th</sup> positions. However, separate bids must be submitted.</b> Those bids submitted for the 26 <sup>th</sup> position will not be considered for the 25 <sup>th</sup> position. The 25 <sup>th</sup> position will be awarded by 12:30 pm on the same day. Full payment (by cash or check) will be required by 5:00 p.m. the same day, <i>Wednesday, May 5, 2010</i> or awarded builder will be disqualified. Builders do not need to submit a Builder Intent form if they are planning to submit a written sealed bid.
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Position #26	Any active SUHBA Builder, regardless of points, which has not already been awarded a Parade position, may submit a written sealed bid ( <b>minimum bid of \$6,000 is required</b> ) to the office of the Southern Utah Home Builders Association <b><u>by noon on Wednesday, May 5, 2010.</u></b> <b>The sealed bid must contain the name of the Builder, the amount of the bid, and that the bid applies to the 26<sup>th</sup> position. Each bid must identify only one position to which it applies. Builders may submit bids for both the 25<sup>th</sup> and 26<sup>th</sup> positions. However, separate bids must be submitted.</b> Those bids submitted for the 25 <sup>th</sup> position will not be considered for the 26 <sup>th</sup> position. The final position will be awarded by 12:30 pm on the same day.
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Full payment (by cash or check) will be required by 5:00 p.m. the same day, *Wednesday, May 5, 2010* or awarded builder will be disqualified. The Builder to whom the 25<sup>th</sup> position was awarded will be excluded from the bidding process for the 26<sup>th</sup> position and the Builder's bid for the 26<sup>th</sup> position will be removed.

Awarded silent bid amounts are non-refundable except for the \$1,200 refundable deposit as defined in the Builder Participation Contract, paragraph 4.2. If no silent bids are received by specified deadline, the Association may decide to extend deadline or determine other means to award position.

### **Alternate Positions**

Alternates will be chosen by separate drawing following the weighted draw on 5/3/2010.

Builders wishing to participate as an Alternate having a minimum of 15 points will be weighted according to the number of Participation Points they have accumulated. Those drawn first will have their alternate position ranked by first drawn, etc.

### **Builder Participation Point Criteria**

Any questions or requests for additional copies of the Participation Point Criteria may be received by calling the SUHBA office (435-674-1400), faxing your request (435-674-2866), or sending an email to [mari@suhba.com](mailto:mari@suhba.com).

**2011 Parade of Homes Builder Participation Point Criteria**

**Board Approved May 12, 2009**

<b>Rule</b>	<b>Criteria</b>	<b>Description of Participant Criteria</b>	<b>Max.</b>
1.	New Member Recruitment in 2009-2010	Recruit new members during period including 5/01/09 – 4/29/10 - 1 point per member recruited. (Association dues must be paid by new member by April 29, 2010.)	<b>5</b>
2.	Membership Retention	One (1) point will be given for each member renewing their membership if builder is listed as current sponsor. (Association dues must be paid by renewing member by April 29, 2010)	<b>5</b>
3.	Number of Continuous Years as a SUHBA Member From Join Date	One (1) point will be given for each year of <u>continuous</u> membership in the association.	<b>5</b>
4.	Number of Years Served as Board Member (National, State or Local)	One (1) point will be given for each calendar year of active service (75% of meeting attendance) as either an officer, member of the Board of Directors (either national, state or local). Accrual cutoff date is 12/31/09.	<b>5</b>
5.	Committee Member Active Service (Any SUHBA Committee or State HBA Committee. Includes Executive Comm.)	One-quarter point (.25) for every 2 hours of active service for the period of 5/01/09 – 4/29/10 as a committee member or chairperson. Staff will keep track of hours served for committee meetings. Builder will need to submit in writing dates and hours of service rendered outside of committee meetings & submit on an annual basis to SUHBA staff for verification and approval.	<b>1</b>
6.	SUHBA Sponsored Education Workshops	One-quarter (.25) point will be given for every hour of attendance at education workshops or seminars during period from 5/01/09 - 4/29/10. (Minimum 1 hour attendance required per workshop.)	<b>2</b>
7.	Attendance at SUHBA General Membership Luncheons 2009-2010	One-half (.50) point will be given for attendance at each SUHBA General Membership Luncheon for period 5/01/09 – 4/29/10. Builder is required to sign registration at each luncheon.	<b>5.5</b>
8.	Involvement in Special Projects	One-quarter (.25) point will be given for each 4 hours and/or one-quarter (.25) point for every \$250 donation to a Board approved community project. Hours/donations must occur within 5/01/09 – 4/29/10 and be verified. Submit hours/donations in writing to SUHBA office.	<b>2</b>
10.	Century Club	One (1) point will be given for being a current member of the Century Club (5/01/09 – 4/29/10).	<b>1</b>
11.	75% use of SUHBA Members for Previous Parade Home	One (1) point will be given for 75% use of SUHBA members on most recent Parade home. Builders must submit member names to SUHBA for inclusion in Parade Magazine to qualify for point.	<b>1</b>
12.	Spike Points	Accrue 25 Spike points per member company and receive 1 Parade point.	<b>1</b>
13.	So. Utah Building Industry Conference	One-quarter (.25) point will be given for every 1 hour of attendance at education workshops at the annual So. Utah Building Industry Conference at the Dixie Center on September 11, 2009.	<b>2</b>
14.	Ultimate Home Expo	One (1) point will be given for attendance at the 2009 Ultimate Home Expo, September 11 <sup>th</sup> or 12 <sup>th</sup> . Builder is required to sign check-in sheet at the SUHBA table at the expo.	<b>1</b>
15.	NAHB Conventions	One (1) point will be given for attendance at any NAHB Convention held between 5/01/09 – 4/29/10.	<b>1</b>
16.	Utah Builders Conference	One (1) point for registration & attendance at 2010 Utah Builders Conference in March 2010.	<b>1</b>
17.	Member Orientation	One-quarter point will be given to sponsor when any sponsored member who has not attended a prior Orientation, attends an orientation within 5/01/09 – 4/29/10. Max of 1.25 points (5 members).	<b>1.25</b>
	Points		<b>39.75</b>