



CALL FOR ENTRIES!!

It's time to showcase your work and a chance to earn the distinction of being the Best of the Lake.

Submit projects that you think are the Best of Lake Norman!



ENTRY DEADLINES

Part 1 Early Bird – Entry Form & Payment
Submission Deadline: 7/8/22

Part 1 – Entry Form & Payment
Submission Deadline : 8/5/22

Part 2 – Entry Form, Photo Submission &
Project Statement
Submission Deadline: 9/2/22

THERE WILL BE NO DEADLINE EXTENSIONS



GENERAL ENTRY INFORMATION

ABOUT

The Best of the Lake Competition and Awards Gala was created to recognize and celebrate homebuilding industry professionals such as builders, architects, designers, stagers, landscapers, associates, realtors and industry trade partners who have contributed to the residential homebuilding industry in the Lake Norman area. **We are now including Individual Achievement categories for members only.**

WHO CAN ENTER

The Best of the Lake Competition is open to anyone in the homebuilding industry in the Lake Norman or surrounding areas. **Individual Achievements limited to members only.**

If projects require a permit based on the North Carolina Building Codes, a licensed North Carolina General Contractor must have performed the work for the submitted project and the project must be permitted.

ENTRIES

All entries are recognized for how the objectives and challenges of the project were addressed to include but are not limited to: aesthetics, craftsmanship, functionality, innovation and overcoming obstacles. Individual Achievements judged on specific judging criteria and required materials.

GENERAL

Entry submissions must be completed after January 2020 and completed before August 2022, and not have been entered in a previous Best of the Lake. As a design competition, judges will be looking for design objectives, creativity, quality and client needs. Please include materials used for the project and their role/importance to the final results where applicable. We recommend projects are staged and professionally photographed and that they convey the design element outlined in the project statement.

DEADLINES & FEES

PART 1 – completed Part 1 forms must be submitted to the Lake Norman Homebuilders Association office no later than 12PM on August 5th, to Beth White by email to eo@lakenormanhba.com. **Please note and take advantage of Early Bird Registration!**

PART 2 — Once entries are received, submissions will be assigned a Project Number and instructions on how to submit Part 2 forms and photos. Part 2 submissions must be received by 12PM, Friday, September 2nd.

Fees will vary based on entrant classification as well as the number of entries submitted.

LNHBA member rates will be honored to members in good standing with the Lake Norman Homebuilders Association. **Entry fees are non-refundable.** **Part 1** Entry Fees must be paid in order to receive your Project Number.

JUDGING

Industry professionals will be selected by the LNHBA Best of the Lake Committee whom they deem qualified and without any obvious conflict of interest. Industry professionals will judge the projects based on the criteria outlined in each category. **All judging decisions are final.**



2022 CATEGORIES

INTERIOR DESIGN & STAGING

Use of color, texture, materials, interior space, furnishings, accessories, window and wall treatments in relation to the specified target market and marketing objectives, function of layout and design as it relates to target market.

BEST RESIDENTIAL INTERIOR DESIGN

**Include specifics on the scope of work you provided.*

Cat 1: Less than \$25,000

Cat 2: \$25,000 - \$50,000

Cat 3: More than \$50,000

BEST RESIDENTIAL INTERIOR STAGING

**Include Before and After photos*

With home sale price of:

Cat 1: \$250,000 - \$500,000

Cat 2: \$500,000 - \$999,000

Cat 3: More than \$1,000,000

OUTDOOR PROJECTS

*Selection and use of materials (trees, shrubs, stone, etc.) in the landscape which successfully enhances the community, business or home. Successful reflection of the overall marketing themes and goals of the project and also the lifestyles of the target market. *Include Before and After Photos*

BEST OUTDOOR LIVING PROJECT

Docks, deck, patio, pool, spa

Cat 1: \$51,000 - \$100,000

Cat 2: \$101,000 - \$300,000

Cat 3: \$301,000 - \$500,000

Cat 4: More than \$501,000

BEST LANDSCAPING

Cat 1: Less than \$20,000

Cat 2: More than \$20,000



2022 CATEGORIES

CONSTRUCTION

*All entries are judged on design, functionality, quality of craftsmanship, use of special or unique features, and the effectiveness in meeting the stated project objectives. *Construction entries can only be entered in one (1) construction category. Example of what is Not accepted: \$500-\$749 Best New Home and \$500-\$749 Best Custom Waterfront Home (same project multiple categories)*

BEST NEW HOME CONSTRUCTION – SINGLE FAMILY HOME

Cat 1: \$350,000 - \$499,000

Cat 2: \$500,000 - \$749,000

Cat 3: \$750,000 - \$999,000

Cat 4: \$1M - \$2M

Cat 5: More than \$2M

BEST CUSTOM WATERFRONT HOME CONSTRUCTION – SINGLE FAMILY HOME

(Price does not include the cost of the lot)

Cat 1: \$500,000 - \$749,000

Cat 2: \$750,000 - \$999,000

Cat 3: \$1,000,000 - \$2,000,000

Cat 4: \$2,100,000 - \$3,000,000

Cat 5: \$3,100,000 and higher

BEST REMODELING/RENOVATION/ADDITION PROJECTS

**Include Before and After photos*

Existing Home

Exteriors, media room, closets, bonus room

Kitchen

Bath

Cat 1: \$76,000 - \$175,000

Cat 1: \$50,000 - \$100,000

Cat 1: \$20,000 - \$50,000

Cat 2: \$176,000 - \$275,000

Cat 2: \$101,000 and higher

Cat 2: \$51,000 and higher

Cat 3: \$276,000 - \$500,000

Cat 4: \$501,000 - \$1,000,000

Cat 5: \$1,100,000 and higher



2022 CATEGORIES

PROJECT DESIGN

*All entries are judged on design, functionality, effective use of space, creative and innovative material application, challenges overcome and ability to meet client needs. *Project Design entries can only be entered in one (1) design category.*

BEST PROJECT DESIGN - NEW HOME CONSTRUCTION – SINGLE FAMILY HOME

Cat 1: \$350,000 - \$499,000

Cat 2: \$500,000 - \$749,000

Cat 3: \$750,000 - \$999,000

Cat 4: \$1M - \$2M

Cat 5: More than \$2M

BEST PROJECT DESIGN - CUSTOM WATERFRONT HOME CONSTRUCTION – SINGLE FAMILY HOME

(Price does not include the cost of the lot)

Cat 1: \$500,000 - \$749,000

Cat 2: \$750,000 - \$999,000

Cat 3: \$1,000,000 - \$2,000,000

Cat 4: \$2,100,000 - \$3,000,000

Cat 5: \$3,100,000 and higher

BEST PROJECT DESIGN - REMODELING/RENOVATION/ADDITION PROJECTS

**Include Before and After photos*

Existing Home

Kitchen

Bath

Exteriors, media room, closets, bonus room

Cat 1: \$76,000 - \$175,000

Cat 1: \$50,000 - \$100,000

Cat 1: \$20,000 - \$50,000

Cat 2: \$176,000 - \$275,000

Cat 2: \$101,000 and higher

Cat 2: \$51,000 and higher

Cat 3: \$276,000 - \$500,000

Cat 4: \$501,000 - \$1,000,000

Cat: \$1,100 and higher

SPECIAL PROJECT – any unique project not covered specifically in other categories

Examples:

Green Sustainable Projects – Entries should include descriptions of energy ratings/certifications achieved and special features.

Aging in Place/Accessibility/Universal Design Projects – Entries should identify specific aging in place/universal design features

Light Commercial Project



2022 NEW CATEGORIES

INDIVIDUAL ACHIEVEMENTS

You must be a member of the Lake Norman HBA to be considered for an Individual Achievement Award. Individual Achievements are based on performance between January 2020 and August 2022 and not have been entered before.

Category: Superintendent of the Year - 001

All entries are judged on obstacles overcome, jobsite performance, vendor relations, individual certifications or designations, community and HBA involvement. Submit the number of houses constructed and number of years in the home building industry. Requires a team form, project statement and photo of entrant.

Category: Sales Manager of the Year - 002

All entries are judged on overcoming obstacles, innovative selling ideas, prospecting techniques, customer service and follow-up systems, submit net sales and number of units closed. Average sales price and traffic units per month and internet sales. Requires a team form, project statement and photo of entrant.

Category: Mortgage Professional of the Year - 003

All entries are judged on obstacle overcome, outreach to builder, buyers and homeowners, buyer satisfaction, builder communication, innovation techniques used and HBA involvement, ideas for improved customer service, total number of new home sales, units closed, number of buyer referral sales. Requires a team form, project statement and photo of entrant.

Category: Sales Agent/Realtor of the Year - 004

All entries are judged on obstacle overcome, innovation selling ideas, prospecting techniques, ideas for improved customer service, total number of new home sales, units closed, number of buyer referral sales. Requires a team form, project statement and photo of entrant.



2022 NEW CATEGORIES

INDIVIDUAL ACHIEVEMENTS

You must be a member of the Lake Norman HBA to be considered for an Individual Achievement Award. Individual Achievements are based on performance between January 2020 and August 2022 and not have been entered before.

Category: Designer of the Year - 005

All entries are judged on concept, creative functionality of space, overall appearance and design, impact of furnishing and accessories. HBA involvement. Requires a team form, floor plan and six to eight images and a photo of entrant.

Category: Community Service Project - 006

All entries are judged on organization, execution, creativity, community impact, goals achieved, level of engagement of Employees of HBA member. Requires a team form, project statement and photo of entrant.

Category: Shining Star - 007

All entries are judged on obstacle overcome, innovation ideas to make the office run smoother, ideas for improved customer service, brief statement as to why this person is so important to the company. Requires a team form, project statement and photo of entrant.



ENTRY GUIDELINES, REQUIREMENTS AND SUBMISSIONS

ENTRY GUIDELINES & REQUIREMENTS

PART 1 entry form (classification & category and payment) should be submitted no later than the **August 5th deadline. Take advantage of the Early Bird Registration. *Separate Form for Individual Achievements.**

PART 2 entry forms (entry form and project statement page 1 & 2) should be completed in its entirety, sign and dated. Please keep a copy for your records. **One form for each entry must be submitted.** This form is for LNHBA purposes only and is not part of the judging process. **Part 2 forms must be submitted no later than the September 2nd deadline. *Separate Form for Individual Achievements.**

Each submission must include the following:

The Project Entry Form – Part 1 form, Part 2 form & Project Statement Forms (included): Please fill out in its entirety.

Photography: **A maximum of 12** photos should be submitted. **For remodeling/renovation, staging, landscaping and outdoor living projects, it is required that you provide ‘before’ photos where applicable. *Contact us for photo size requirements**

Project Numbers: Each submission MUST include your Project Number. Your Project Number must also be included in the title of your project submission. You will be supplied with your Project Number from LNHBA once Entry Form Part 1 and payment have been received.

- ***Any projects previously submitted will not be considered for the 2022 Best of the Lake.***

DISQUALIFICATIONS

Any entry will be automatically disqualified if:

Any identifiable marking (company logo, signs, etc.) is displayed on any part, piece or portion of the entry.

Any of the entry requirements are missing, as outlined in the Entry Requirements.

Any item within the entry is not labeled with the Project Number.

SUBMISSIONS PROCESS

Once Part 1 of your submission has been processed, you will receive a Project Number and instructions on how to submit all forms and files related to Part 2 of your project. ***Separate Forms for Individual Achievements.**

Each Part 2 entry must contain the following:

Project Number issued to you by LNHBA in the subject line as well as the title of your entry.

Project Entry Form and Project Statement Forms – filled out in its entirety

Photos: a maximum of 20 high resolution color photos using ‘before’ and ‘after’ photos where applicable.



JUDGING SYSTEM

JUDGING SYSTEM (each entry within a category)

Each category will be judged separately. After all judges have scored each project within that individual category, a representative of the Lake Norman Home Builders Association will average the scores for that category. In the event of a tie, the judges will make the final decision.

SCORING SYSTEM

All areas of Scoring Criteria will be judged and given a point value between one (1) and five (5). In this range, one (1) is considered least favorable and five (5) is most favorable. Points can be awarded in whole or fraction increments (1.25, 1.33, 1.5 etc...).

INCOMPLETE SUBMISSIONS

If any required materials are missing from the project, it is automatically disqualified.

If there is only one entrant in a category, it does not automatically receive Best of the Lake recognition. The submission must have a total average score of 3.5 or higher to be considered for an award.

No awards will be given to projects with a total average score of 3.49 or less. If the total average scores of two or more projects are identical, the judges will make the final decision at the time of reviewing final scores.

If any judge recognizes a project, and knowledge of that project could bias his or her judgement in regards to scoring, he or she is asked to voluntarily remove him or herself from judging that category.

At no time before, during or after the judging process should any information relevant to the judging process be divulged to anyone outside the panel of judges.



ENTRY FEE SCHEDULE, CLASSIFICATION AND PAYMENTS OFFICIAL 2022 ENTRY FORM – PART 1

CLASSIFICATION ²	1 ST ENTRY RATE	EACH ADDITIONAL ENTRY RATE	EARLY BIRD 25% DISCOUNT PRE-PAY BY 7/8/22	
			1 ST ENTRY	ADDL. ENTRY
LNHBA Member – Single Entry	\$270	\$220	\$203	\$165
LNHBA Members – Team Entry	\$470	\$420	\$353	\$315
LNHBA Member & Non-Member Team Entry	\$770	\$720	\$578	\$540
Non LNHBA Single Entry	\$770	\$720	\$578	\$540
Non-LNHBA Member Team Entry	\$1020	\$970	\$765	\$728

TO TAKE ADVANTAGE OF THE EARLY BIRD DISCOUNT, complete the Payment Information section of this page (Official 2022 Entry Form – Part 1). Submit this form with your payment to the LNHBA office by 12pm on **Friday, 8/5/22**. The remainder of your entry (Part 2) will be due by 12PM on Friday, September 2nd. **Payments received after the Pre-Pay date will not be eligible for the Early Bird Discount – NO EXCEPTIONS.**

Team Entry is defined as an entry with two (2) partnering companies. Single entry submission receives one (1) Award should the single entry win. Team entry submissions receive two (2) Awards should the Team entry win. **Note: 25% Early Bird Discount is already reflected in the above pricing.**

ENTRANT INFORMATION

Company Name: _____ Contact Name: _____

Contact Telephone: _____ Email: _____

CLASSIFICATION (i.e. LNHBA Member – Single)	CATEGORY (i.e. Remodeling/Existing Home/\$76-175)	ENTRY RATE	MULTI ENTRY RATE	TOTAL
#1		\$	\$ n/a	\$
#2		\$ n/a	\$	\$
#3		\$ n/a	\$	\$
#4		\$ n/a	\$	\$

LESS _____% EARLY BIRD DISCOUNT (if paid by Pre-Pay Deadline) \$ _____

TOTAL ENTRY FEES PAID \$ _____

PAYMENT INFORMATION – ENTRY FEES ARE NON-REFUNDABLE!

VISA _____ MASTERCARD _____ CHECK _____ *Please make checks payable to LNHBA*

CREDIT CARD NUMBER: _____ ZIP CODE: _____ EXP. DATE _____

NAME ON CARD _____ DATE: _____ CVV CODE: _____

SIGNATURE: _____



**INDIVIDUAL ACHIEVEMENT ENTRY SCHEDULE, CATEGORY
& PAYMENT
OFFICIAL 2022 ENTRY FORM – PART 1**

- \$100 Entry Rate for 1st Entry
- \$75 Entry Rate for each additional entry

You must be a member of the Lake Norman HBA to be considered for an Individual Achievement Award.

ENTRANT INFORMATION

Company Name: _____ Contact Name: _____
 Contact Telephone: _____ Email: _____

CATEGORY # (i.e. 002)	CATEGORY NAME (i.e. Sales Manager of the Year)	ENTRY RATE \$100	MULTI ENTRY RATE - \$75	TOTAL
		\$	\$ n/a	\$
		\$ n/a	\$	\$
		\$ n/a	\$	\$
		\$ n/a	\$	\$

TOTAL ENTRY FEES PAID \$ _____

PAYMENT INFORMATION – ENTRY FEES ARE NON-REFUNDABLE!

VISA ____ MASTERCARD ____ CHECK ____ *Please make checks payable to LNHBA*

CREDIT CARD NUMBER: _____ ZIP CODE: _____ EXP. DATE _____

NAME ON CARD _____ DATE: _____ CVV CODE: _____

SIGNATURE: _____



OFFICIAL 2022 ENTRY FORM – PART 2
PLEASE EMAIL THIS FORM TO EO@LAKENORMANHBA.COM

Entry Deadline for this form: September 2, 2022
Please complete a separate Part 2 entry form for each category entered.

ENTRANT INFORMATION

CATEGORY: _____ PROJECT # _____

CONTACT NAME: _____

ADDRESS: _____

PHONE: _____ PROFESSION: _____

EMAIL: _____

WEBSITE: _____

PROJECT INFORMATION

CITY/TOWN OF PROJECT: _____ DATE COMPLETED: _____

STREET ADDRESS: _____

PLEASE PROVIDE SALES PRICES (NEW CONSTRUCTION ONLY): \$ _____

PARTICIPATION AGREEMENT

The undersigned acknowledges and agrees to have the above project submitted to the Lake Norman Home Builders Association for the 2022 ‘Best of the Lake Competition’ and that the information provided is correct to the best of your knowledge and that the project entered was completed after January 2020 and before August 2022, and not previously entered in the Best of the Lake. Entrant understands identification of the homeowner, other involved companies and the entrant’s name/identity on photographs, plans, project statement or any part of the entry will result in disqualification and all entry fees are non-refundable. Entrant further agrees that any entry may be displayed at the discretion of the Lake Norman Home Builders Association for the ‘Best of the Lake Competition’ or for any other promotional purpose and winners and their project photos may be published to the media.

Entrant further agrees that all entries, including photographs become the property of the Lake Norman Home Builders Association and will not be returned; the materials submitted can be published, reproduced, or copied for the purposes of promoting Lake Norman Home Builders Association and its individual members and the entrant affirms that they have obtained the right to use the materials in this entry in this manner. Additionally, the entrant further agrees to comply with the rules, regulations, requirements as set forth in the complete ‘Best of the Lake Competition’ “Call for Entry” packet. Entries will not be accepted without a signature.

ENTRANTS

SIGNATURE: _____



OFFICIAL 2022 ENTRY FORM – PART 2
INDIVIDUAL ACHIEVEMENT ENTRIES ONLY
PLEASE EMAIL THIS FORM TO EO@LAKENORMANHBA.COM

Entry Deadline for this form: September 2, 2022
Please complete a separate Part 2 entry form for each category entered.

ENTRANT INFORMATION

CATEGORY: _____

ASSIGNED ENTRY # _____

CONTACT NAME: _____

ADDRESS: _____

PHONE: _____ PROFESSION: _____

EMAIL: _____

WEBSITE: _____

*NAME OF RECIPIENT & COMPANY _____

PARTICIPATION AGREEMENT

The undersigned acknowledges and agrees to have the above Individual Achievement submitted to the Lake Norman Home Builders Association for the 2022 ‘Best of the Lake Competition’ and that the information provided is correct to the best of your knowledge and that the category entered was completed between January 2020 and August 2022, and not previously entered in the Best of the Lake. Entrant further agrees that any entry may be displayed at the discretion of the Lake Norman Home Builders Association for the ‘Best of the Lake Competition’ or for any other promotional purpose and winners and their photos and/or project photos may be published to the media.

Entrant further agrees that all entries, including photographs become the property of the Lake Norman Home Builders Association and will not be returned; the materials submitted can be published, reproduced, or copied for the purposes of promoting Lake Norman Home Builders Association and its individual members and the entrant affirms that they have obtained the right to use the materials in this entry in this manner. Additionally the entrant further agrees to comply with the rules, regulations, requirements as set forth in the complete ‘Best of the Lake Competition’ “Call for Entry” packet. Entries will not be accepted without a signature.

ENTRANTS

SIGNATURE: _____



PROJECT STATEMENT – PART 2 (page 1)

Project Conditions

- *
- *
- *

Design Objectives

- *
- *
- *

Client Guidelines

- *
- *
- *

Project Obstacles (if applicable)

- *
- *
- *



PROJECT STATEMENT – PART 2

Final Results or Outcomes

- *
- *
- *

In 50 words or less provide a brief description of the overall project:

PHOTO REQUIREMENTS: JPEG ONLY , Maximum of 12 photos

***PLEASE CONTACT US FOR PHOTO SIZE**

QUESTIONS? Please email [Beth White at eo@lakenormanhba.com](mailto:eo@lakenormanhba.com)



JUDGING CRITERIA – PART 2

Individual Achievement Entries Only

Each Individual Achievement has specific Judging Criteria and Required Materials. Using bullet points, please provide a couple sentences for each Judging Criteria that applies. Example of Judging Criteria: Obstacles Overcome, Innovative Selling Ideas, Prospecting Techniques, etc.

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REQUIRED MATERIALS – PART 2

Individual Achievement Entries Only

Each Individual Achievement has specific Judging Criteria and Required Materials. Using bullet points, please provide the Required Materials as it applies to this category. Example of Judging Criteria: Obstacles Overcome, Innovative Selling Ideas, Prospecting Techniques, etc.
Examples: Net Sales. Units Closed, etc.

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PHOTO REQUIREMENTS: JPEG ONLY – PLEASE CONTACT US FOR PHOTO SIZE

QUESTIONS? Please email [Beth White](mailto:eo@lakenormanhba.com) at eo@lakenormanhba.com



BEST OF THE LAKE AWARDS GALA
AND CHARITY EVENT

Friday, November 4, 2022
6:00-10:00PM

Langtree Plantation
554 Langtree Rd
 Mooresville, NC 28117

