ACE AWARDS WORKSHOP
AGENDA
May 29, 2019
8:00am – 9:30am

8:00 – 8:15am Registration & Continental Breakfast

8:15 – 8:25am Welcome, Introductions & Agenda
Jeff Laird, Sunflower Bank
- Welcome
  - Speakers
- Introductions
  - Attendees
- Today’s Agenda

8:25 – 8:40am ACE Overview
Andrea Berumen, AGC of Colorado
- Schedule, rules, categories, entry requirements
- 2019 changes
- Sponsorship opportunities

8:40 – 9:00am Your ACE Entry
Jill Farrand, Weifield Group Contracting
- Selection of a project
- How to put together an ACE entry
- How to write a compelling entry
- Award entry tips

9:00 – 9:15am Photography
Caleb Tkach, AIAP, Architectural Photography
- How to find and work with a construction photographer
- How to orient your brand upward through dynamic, fresh visual communication

9:15am Q&A
INDUSTRY GALA & ACE AWARDS

WORKSHOP
MAY 29, 2019

WELCOME/INTRODUCTIONS

• WELCOME
  • ACE COMMITTEE MEMBERS
  • SPEAKERS

• INTRODUCTIONS
  • ATTENDEES (NAME, COMPANY NAME, WHAT YOUR ROLE IS AT YOUR COMPANY)

AGENDA

• EVENT OVERVIEW – GALA & ACE
• ACE OVERVIEW – SCHEDULE, RULES, CATEGORIES, ENTRY REQUIREMENTS
• YOUR ACE ENTRY
• ACE NARRATIVE
• PHOTOGRAPHY
• SPONSORSHIP OPPORTUNITIES
• Q&A
EVENT OVERVIEW

• FRIDAY, NOVEMBER 1, 2019
  6:00PM – 8:00PM  COCKTAIL RECEPTION
  8:00PM – 8:35PM  DINNER/NETWORKING
  8:35PM – 9:30PM  AWARDS PRESENTATION
  9:30PM – 11:30PM  POST CASINO NIGHT PARTY!

• HYATT REGENCY DENVER AT COLORADO CONVENTION CENTER
  650 15th Street
  Denver, CO

• EMCEE FOR THE EVENING –
  GREGG MOSS
  9NEWS BUSINESS ANCHOR
  PRESIDENT/CEO METRO NORTH CHAMBER

EVENT OVERVIEW

• WWW.AGCACE.COM
• ONE STOP FOR REGISTRATIONS, SPONSORS, SUBMISSIONS

ACE OVERVIEW

• KEY DATES:
  • ONLINE ENTRY AT WWW.AGCCOLORADO.COM –
    OPENS IN JULY – YOU WILL BE SENT AN EMAIL
  • ACE ENTRY DEADLINE (ONLINE) – TUESDAY, SEPT. 3 @
    5:00PM
  • ACE AWARDS BANQUET – FRIDAY, NOVEMBER 1 @
    HYATT REGENCY DENVER AT COLORADO
    CONVENTION CENTER
ACE OVERVIEW

• OPEN TO ALL AGC/C MEMBERS
• ROCKY MOUNTAIN REGION CONTIGUOUS (CO, NM, AZ, UT, WY)
• JOINT VENTURE – 50% OF THE PARTNERSHIP MUST BE A MEMBER OF AGC/C
• PROJECTS COMPLETED OR SUBSTANTIALLY COMPLETED: SEPTEMBER 2018 – SEPTEMBER 2019
• ENTRIES ALLOWED:
  • MAXIMUM 3 SUBMISSIONS PER COMPANY
  • FIRM MAY ENTER MORE THAN ONE ENTRY IN EACH CATEGORY
  • SAME PROJECT MAY NOT BE ENTERED IN MORE THAN ONE CATEGORY
  • EACH PROJECT NEEDS ITS OWN COMPLETED ONLINE ENTRY
• FEE:
  • $295 PER ENTRY

SUBMISSION RULES & REQUIREMENTS

EACH ONLINE ENTRY MUST INCLUDE THE FOLLOWING ITEMS:

✓ NARRATIVE
  FILE TYPE: PDF MAX SIZE 10MB
  WORD LIMIT: 1,500
  PAGES: 10 PGS MAXIMUM AND MUST BE NUMBERED
  FONT: 12 POINT, TIMES NEW ROMAN
  LINE SPACING: 1.5
  MARGINS: 1" TOP, BOTTOM AND SIDES
  NO SHADING OR COLOR (INCLUDING FONT)
  NO COMPANY LOGOS, HYPERLINKS, PHOTO COLLAGE, CHARTS OR TEXT BOX

✓ PHOTOS
  UP TO 10 PHOTOS AT THE END OF THE PDF DOCUMENT,
  UP TO 10 HIGH RESOLUTION PHOTOS SENT TO WETRANSFER.COM

✓ PROJECT COST

IF REQUIREMENTS ARE NOT MET, YOU WILL BE NOTIFIED AND GIVEN 48 HOURS TO RESUBMIT YOUR ENTRY.

AWARD CATEGORIES

• CONTRIBUTION TO THE COMMUNITY
• MEETING THE CHALLENGE OF A DIFFICULT JOB – SPECIALTY
• MEETING THE CHALLENGE OF A DIFFICULT JOB – GC
• BEST BUILDING PROJECT – SPECIALTY (UNDER $2 MILLION)
• BEST BUILDING PROJECT – SPECIALTY ($2M - $6M)
• BEST BUILDING PROJECT – SPECIALTY ($6M - $10M)
• BEST BUILDING PROJECT – SPECIALTY ($10M+)
• BEST BUILDING PROJECT – GC (UNDER $10M)
• BEST BUILDING PROJECT – GC ($10M - $40M)
• BEST BUILDING PROJECT – GC ($40M - $70M)
• BEST BUILDING PROJECT – GC ($70M+)

IN EACH CATEGORY THREE AWARDS – ACE, SILVER & BRONZE

AGC RESERVES THE RIGHT TO ADJUST THE CATEGORIES IF WE ONLY HAVE ONE SUBMISSION IN A CATEGORY.
JACK MINCHER  
PEOPLE’S CHOICE AWARDS

- Jack Mincher was President (Chairman) of AGC in 1987.
- He envisioned and created the ACE Awards to celebrate the year’s best work.
- As a way of saying “Thank you” for his vision, the ACE Awards Committee established the Jack Mincher People’s Choice Awards.
- Two awards are presented – General Contractor & Specialty Contractor.
- All entries are eligible to win.
- Survey sent to all members through Survey Monkey in September.

JUDGING

- Out of State Judging:
  - A panel of judges coordinated through an AGC chapter
    - AIA
    - ACEC
    - A Major CM Program
    - Owner Representative
    - AGC
  - A separate set of judges for GC and Specialty Submissions

- Judges are sent a password protected link to submissions on the ACE site with scoring forms for each submission.
- Once judging is complete, judges send forms to AGC.
- AGC sends forms to independent accounting firm to tally scores.
SPONSORSHIP

RECEIVE PROMINENT VISIBILITY WITH LEADERS IN THE ARCHITECTURE, ENGINEERING AND CONSTRUCTION INDUSTRIES.

JILL FARRAND, MARKETING DIRECTOR

CREATING YOUR 2019 ACE AWARD NOMINATION THE BEST IT CAN BE
ACE AWARDS NOMINATION DEADLINE:

September 3, 2019 by 5:00 PM MDT

Eligible projects need to have been completed between September, 2018 and September, 2019. Limit of three nominations per company.

Run a list of all completed projects during this timeframe for your master list to select from – get management/ownership buy-in on projects to pursue.

A project cannot be entered into more than one category, although you can nominate more than one project per category.

Each nominated project needs to have its own submitted online entry – No 'Two Birds with One Stone' approach.

ACE Award Project Categories:

- Category 1 – Contribution to the Community
  - A project that had significant company and employee participation in civic affairs and/or donation of manpower for community project benefit
- Categories 2 – 11
  - 2. Meeting the Challenge of a Difficult Job – Specialty Contractor
  - 3. Meeting the Challenge of a Difficult Job – General Contractor
  - 4. Best Building Project – Specialty Contractor (Under $2M)
  - 5. Best Building Project – Specialty Contractor ($2M - $6M)
  - 6. Best Building Project – Specialty Contractor ($6M - $10M)
  - 7. Best Building Project – Specialty Contractor (Over $10M)
  - 8. Best Building Project – General Contractor (Under $10M)
  - 9. Best Building Project – General Contractor ($10M - $40M)
  - 10. Best Building Project – General Contractor ($40M - $70M)
  - 11. Best Building Project – General Contractor (Over $70M)

ACE Awards Nomination Criteria:

1. Contribution to the Community Category
   - Special Needs Met
     - What did you do as a contractor to reach out to the community to provide special or unique contributions?
   - Company and Employee Participation and/or Donation of Manpower
   - Impact on the Community
     - How did your company/project change the community for the better?
   - Historical or Long-Range Value to the Community
     - Is the project historic? What long-term value will the community realize?
ACE Awards Nomination Criteria:

1. Contribution to the Community Category, cont’d.
   - Environmental / Safety:
     - How safety was viewed as an integral part of the project by providing an overview of the implementation of your firm’s safety plan and commitment to safety, total hours worked vs. lost time hours, etc.; sensitivity to environment and surroundings including Green Building techniques.

ACE Awards Nomination Criteria

Categories 2 – 11 (All Other Categories)

- Solutions of Special Projects
  - Effectively dealing with major obstacles or conditions which may include, but are not limited to, time factors, schedules, unforeseen job conditions, codes or weather.

- Excellence in Project Execution and Management/Team Approach
  - Efficient execution of construction type; was partnering utilized, value engineering proposals, safety results developed, etc.

- Excellence in Client Service and/or Contribution to the Community
  - Did you provide special or unique contributions to the community; you can provide client testimonials; was your project recognized in any way?

ACE Awards Nomination Criteria

- Construction Innovations / State-of-the-Art Advancement
  - Innovative use of construction techniques, manpower, equipment or materials; the incorporation of new ideas and the most up-to-date knowledge in order to make advancements; could include elements like technology, such as BIM, processes such as IPD / Lean Construction / LEED.

- Environmental / Safety
  - How safety was viewed as an integral part of the project by providing an overview of the implementation of your firm’s safety plan and commitment to safety, total hours worked vs. lost time hours, etc.; sensitivity to environment and surroundings including Green Building techniques.
HOW TO PUT TOGETHER AN ACE ENTRY

[SoS = Save Our Sanity]

IDENTIFYING WINNING PROJECTS

• You’ve run the list of projects to choose from – but how do you know which ones have the best chance of winning? In my experience...
  • Projects that have name recognition or are well-known in the community
  • Projects that have a compelling story:
    1. Were difficult to construct – many challenges were overcome
    2. Will benefit the community – providing some tangible benefit to the community through the construction of the project
    3. Involved a partnership with another GC/subcontractor in order to achieve the project successfully (submitted as a dual entry but one of the nominating companies must be an AGC member)
    4. Demonstrated a Herculean team work effort to complete the project successfully
    5. Were unique/innovative, first-of-their-kind type projects

GENERATING CONTENT: HOW DO YOU START?

IDENTIFICATION OF INTERNAL SUBJECT MATTER EXPERTS (SMEs)

• If you’ve never done an extensive nomination process before, you need to first identify at least two people who can help you with the creation of nomination content
  • These people should have closely worked on the project – typically in project management and field supervisory roles
    • Project Managers can speak to the overall project schedule and the various internal process steps to achieve it – as well as issues/challenges and what they had to overcome to achieve the project
    • Field Supervisors/Superintendents can speak to teamwork on the job site with your own team and across the holistic GC/subcontractor team – as well as communication, safety, schedule, construction issues, and other topics

• You will want to speak with these internal SMEs as early as possible before the award deadline but close enough to the end of the project to have full details on the project (suggest at least three months prior to deadline)
Generating Content: How do you start?

- **PHOTOS, PHOTOS, PHOTOS**
  - You should get the Field Supervisors or teammates on the job site to take photos of each project in all stages of evolution (so ask all field POCs at your job sites to take photos of each project, as they go) – because you might need a few of these, later, for award nominations. Professional photography is a fantastic option if you have the budget.

- **IF YOU’RE AN ISLAND…**
  - If you have no award nomination process in place and you’re finding you are lacking support in getting the information you need, engage your management/ownership quickly to help solicit support. Try to have an initial meeting with your management/ownership and the PM/field supervisory teams to detail how the process will be done, going forward.

Generating Content: The Interviews

- **INTERVIEWS OF INTERNAL SMEs**
  - Document thoughts from your internal SMEs per each required category of the award nomination (e.g., solutions of special projects, project execution and management/team approach, construction innovations, etc.)
  - Try to get the SMEs to be as specific as possible on details within each category – schedule, numbers (manpower), specific challenges and how they were overcome, etc. They can send you additional detail later if they need to research the topic after your interview.

- **CONSOLIDATE ALL SME FEEDBACK INTO NOMINATION DRAFT**
  - Put all SME input into your first draft (together) – this helps to see all the details in one place as you craft the nomination

Generating Content: Starting to Write

- **LOOK FOR HOLES: SEAL THEM**
  - After inputting your SME detail into each required award nomination category of information, it should be obvious where you have holes – seal them up via SME follow-ups or requests for information to other internal SMEs as appropriate

- **CRAFT THE STORY OUTLINE WITHIN EACH SECTION**
  - Each nomination category will have its own story to tell – look at all of the SME input and determine what the story is, for each, that also maps to your overall nomination theme (e.g., nominating a challenging project). Make sure each section addresses how it contributed to that topic’s success as well as the overarching project’s goals/theme.
Generating Content: **1,500!**

- **WEED WHACK!**
  
  The most important yet challenging task you will have is knowing what information stays, and what goes. You only have 1,500 words, so edit the details carefully but decisively – leaving only the strongest content that best addresses the topic at hand. Weed whack details that are only mildly important or don’t tie to the theme or main story you’re trying to tell.
  
  Once you cut less important details, you may notice you have newly formed holes in their place – and need to get more details to fill them that map more directly to your story or theme within that section. **Don’t be shy about going back to your SMEs for more detail** – prompting them for information that more directly maps to the story you’re trying to tell.
  
  Make sure every detail ties to your theme or story – and if not, cut it.

Generating Content: Finalization

- **SME REVIEW**
  
  - Run your initial draft by your internal SMEs to edit or add any missing information they may have thought of, later. They often think of things in the editing round that they couldn’t identify until they see the content in writing.
  
  - Run it by a few other people as required, as well (such as your manager or other co-workers) for their input. Management editing rounds are often required.

- **DIID YOU CHOOSE THE RIGHT PHOTOS?**
  
  - Review your selected photos a few times, at different times, to ensure that they still match the story as your nomination evolves. Each phase of your story should have a matching photo, if possible – esp. if you refer to a challenging phase.

ACE SUBMISSION REQUIREMENTS

If requirements are not met, you will be notified and given 48 hours to resubmit. If your project is not resubmitted, it will be excluded from the judging and awards. To submit your entry, visit [www.agcace.com](http://www.agcace.com).

1) **NARRATIVE**
   
   a) **File Type:** PDF Maximum File Size 10MB
   
   b) **Word Limit:** 1,500 words
   
   c) **Pages:** 10 pages maximum and pages must be numbered
   
   d) **Font:** 12 point, Times New Roman
   
   e) **Line Spacing:** 1.5 Line Spacing
   
   f) **Margins:** 1” Top, Bottom and Sides
   
   g) **No shading or color (including font)**
   
   h) **No company logos, hyperlinks, photo collages, charts or text boxes** (no visuals, only text)
ACE SUBMISSION REQUIREMENTS

1) PHOTOS
   a) Include up to 10 maximum photos at the end of the narrative within the PDF document. These photos are used to tell the story of the project and are not scored by the judges.
   b) ALSO, upload up to 10 maximum photos as a separate .JPG file to WETransfer. These photos should be magazine quality/high resolution. These photos are used for the ACE banquet, the ACE website, and in the AGC annual magazine.
   c) Photo Release: Your submission of photos, rendering, or 3D model images indicates that your company owns the rights to allow AGC to use any submitted image at the ACE banquet, the ACE website, and in the AGC annual magazine.

ACE NOMINATION HEADING FORMAT

Name of Project
Category 4: Best Building Project – Specialty Contractor (Under $2 Million)
Your Company Name

Text Begins Here
SUMMARY IT UP

IT’S About the Story and How You Support It

• NO CONTENT FOR CONTENT’S SAKE
  • You want to ensure you have content that matches all of the ACE Award criteria, but don’t just include random information in it to satisfy a checkbox — you want all elements to map to your story and have no individual factoids “hanging out there” that are not part of the story.

• YES TO STORYTELLING
  • Tell your story about all the ways your team worked tirelessly to succeed — and be confident in it. Verify your story’s strength with other stakeholders in your company and then relentlessly seek details to support it.
  • Read your nomination through, yourself, several times, from the perspective of an evaluator. Would you rate your nomination high in the various categories – why or why not? If not, work to strengthen the weak areas.

YOUR STORY AS YOUR GUIDE

Summarize Your Project’s Story Up-Front and Use It to Guide Your Writing

DU NET ZERO ENERGY HOME
Approximately 20 University of California-Berkeley students. A core team of a dozen Denver University students. One project manager and one field supervisor from Weifield. One DU professor. Multiple design, schedule, and systems-related challenges. Absolutely zero student construction experience. All of these factors made up the University of California-Berkeley/Denver University’s combined pursuit to compete in the 2017 U.S. Department of Energy Solar Decathlon competition — where Weifield helped these college students design and construct a highly efficient and innovative Net Zero energy home in a period of less than three months.

PEPSI CENTER PROJECT
Needed to achieve amazing light show displays that would reflect onto the Pepsi Center building via our lighting installations — but the fixtures needed to stay hidden. We had very specific owner aesthetic requirements and a very aggressive project schedule, not to mention safety risks working on top of the Pepsi Center crown — so there were multiple hurdles to overcome. It took expert project management and close teamwork with the technology integrator and Pepsi Center staff in order to complete the project schedule successfully.

CITY OF WESMINSTER PUMP STATIONS IMPROVEMENTS
As this project included a water utility, the riskiest part of the project was making sure water operations would be available at the time the owner needed them. The scope of work included multiple electrical installations and modifications at four different pump stations, and temporary shutdowns of water service to the city. The most challenging aspects of the project were the logistics associated with the different project sites which required varying levels and amounts of electrical effort.
NOW, LET’S GET OUT OF THE WEEDS…

…and into the inspiration

WHERE DOES INSPIRATION COME FROM?

PROJECT DETAILS CAN BE DRY:
• Buildings and Floors
• Square Footage
• Cement/Metal/Electrical Work (Volts, Amps, Meterage…ahhh!)
• Schedules, Manpowers, Deliveries, Materials
• Lions and Tigers and Bears! The list goes on and on….

WHERE DOES INSPIRATION COME FROM?

ALTHOUGH THOSE DETAILS ARE IMPORTANT, WHAT TRULY ENGAGES READERS?
WHERE DOES INSPIRATION COME FROM?

#1. PASSION
Writing as if you were truly interested (yourself) in your project’s story. If you are bored with your content, your reader will be, too.

WHERE DOES INSPIRATION COME FROM?

#2. THE STORY
Keep the story lifted above the details – don’t be a slave to project details, make them work for you in the grand scheme of your story. (Tell the story first, plug in the details.)
WHERE DOES INSPIRATION COME FROM?

CONNECT YOUR STORY TO THE HEART

BUT THIS IS CONSTRUCTION…..AREN’T WE ALL ABOUT THE PROJECT ITSELF?

Yes. But the project is executed by people. People like to read about people and their struggles much more than tools and their struggles. Talk about….

- Teamwork (Internal/Across Reams) ~ Heroic Efforts ~ Leadership ~ Innovative Thinking by Crews ~ Team Comradery ~ Team Problem-Solving ~ Quality Work Performed by Individuals ~ Positive Performance Feedback ~ Crew PASSION

ACT LIKE AN INVESTIGATIVE REPORTER – SNIFF OUT THE DETAILS BUT KEEP AN EYE OUT FOR THE HOOK.

Every project has a ‘hook’ that should comprise your main story line (hint: tied to people) -- things like…
- Multiple locations – challenging logistics (making that work)
- The problem-solving and innovation involved with renovating a historic building
- Demonstrating unparalleled scheduling and teamwork on a project with a breakneck pace & compressed deadline

Always think – what’s our hook / golden nugget?
WHERE DOES INSPIRATION COME FROM?

ACT LIKE AN INVESTIGATIVE REPORTER – SNIFF OUT THE DETAILS BUT KEEP AN EYE OUT FOR THE HOOK (GOLDEN NUGGET).

Every project has a ‘hook’ that should comprise your main story line (hint: tied to people) – things like...
- Multiple locations – challenging logistics (making that work)
- The problem-solving and innovation involved with renovating a historic building
- Demonstrating unparalleled scheduling and teamwork on a project with a breakneck pace & compressed deadline

Always think – what’s our hook / golden nugget?

WHERE DOES INSPIRATION COME FROM?

EXAMPLE OF A ‘HOOK/GOLDEN NUGGET’ INTRODUCTORY SENTENCE:

When your project is a 38-year old building that’s had only minor cosmetic touch-ups made to it in its decades of life, something much more than a “facelift”—and a team much more than average—is needed to transform it.

This tells you about everything you need to know about what you’re about to read – a renovation of a historic building is involved, one that hasn’t been upgraded significantly in decades...so you’re about to read about an intense project requiring an above-average level of effort and an above-average team to execute.

WHERE DOES INSPIRATION COME FROM?

AND THEN....

When your project is a 38-year old building that’s had only minor cosmetic touch-ups made to it in its decades of life, something much more than a “facelift”—and a team much more than average—is needed to transform it.

AND THEN, IN THE NOMINATION – you get specific on HOW this building was renovated carefully due to its age, and HOW the team worked effectively together to accomplish this project successfully.

This is where the details come into play – but only in sequence with the priorities that you establish within this main storyline.

(Bonus: DCPA Theatre – Well-Known Project)
PROCESS PLANNING
Stay Ahead of It

DEADLINE: SEPTEMBER 3, 2019 AT 5:00 PM MDT
BUILD IN A TWO-WEEK BUFFER AND BACKTRACK:
Today: Schedule initial team meeting (PM/Super/Management/SMEs)
Between Today & August 20, 2019: Content Compilation
• Delegate Photography
• Research / Fill in Outline
• Schedule Interviews (Internal & Client/Owner)
• Gather All Information and Copy Blocks
• Tour the Project if Possible

Now until August 1: Interviews/Drafts/Deep Writing
August 1 - 20: Proofing and Approvals
August 20: Be Prepared to Submit or Get Clear on Gaps
August 20 – Sept. 3 is Your BUFFER: Leave a two-week period before the deadline to work out any final wrinkles or adjust/tweak as needed

IT’S SUBMITTED: WHAT THEN?
Plan to Use the Content in Multiple Ways

NO MATTER THE OUTCOME, PLAN TO USE YOUR ACE AWARD NOMINATION CONTENT WISELY -- (IT WAS A BIG INVESTMENT):
• Website
• Internal Recognition
• Case Studies
• Best Practices / Internal Training Examples
SUMMING UP:
INSPIRATION & PLANNING PROCESS

Plan to Use the Content in Multiple Ways

Get Passionate
Be an Investigative Reporter
Find the Hook/Golden Nugget
Plan WELL (and Leave a Buffer!)
Actively Seek Input/Feedback
Edit, Edit, Edit (Weed Whack, Weed Whack, Weed Whack)
Read Your Story from a Third Party Perspective:
……Are YOU Interested in It??

HERE TO HELP

Andrea Berumen – 720.235.1903
andrea@agccolorado.org

Jill Farrand – 720.299.4964
jfarrand@weifieldgroup.com
Working with a Industrial/Architectural Photographer:

When researching a photographer, ask yourself:

**Background:** Does their bio and experience relate to your field on a technical level?

**Portfolio:** Is their work Industrial and Architectural specific or does it contain other types of photography?

**Response:** How quickly do they return your inquiry?

**Attitude:** Life is short, is this someone you like and want to work with?

Once you’ve found a photographer, ask him or her:

What are your terms of use?

Do you copyright your images?

Will you do a walk through?

What type of lighting do you bring with you on location?

How many images can you photograph in a day?

Can I get a copy of your Certificate of Insurance?

What image editing is included and what will the cost be if extra?

What is your typical turn-around time?

**Remember:** Don’t underestimate the value of a photographer’s enthusiasm and experience, as he or she can become an important part of your marketing team.

**Two great resources for finding photographers:**

- **AIAP** - Association of Architectural Photographers  - www.aiap.net/find.html
- **ASMP** - American Society of Media Photographers - findaphotographer.org
The **ACE Awards** program is open to all general contractor and specialty contractor member firms in good standing with AGC Colorado for projects within the Rocky Mountain Region (contiguous states including: CO, NM, AZ, UT, WY). For joint ventures all members of the joint venture, or the joint venture itself, or the managing partner and at least 50% of the joint venture partnership, must be a member(s) of AGC Colorado.

Projects completed or substantially completed between September 2018 to September 2019 are eligible for the 2019 awards program. A firm may enter more than one entry in a category; however, the same project may not be submitted in more than one category. Each entry will need its own completed online entry.

**There is a limit of 3 submissions per company.**

AGC reserves the right to adjust categories based on number of submissions received.

**All entries shall be submitted online at www.AGCACE.com no later than Tuesday, September 3, 2019 at 5:00pm MDT.**

Each online entry must include:
- A written narrative to be submitted in a PDF on www.agcace.com and through WETransfer. (See Narrative and Photo Requirements)
- Online payment of $295 entry fee per submission.

Please inform Andrea Berumen if any information submitted in your entry is confidential. Also please feel free to call Andrea with any questions you may have regarding your submission 720-235-1903 or via email andrea@agccolorado.org.

Judging of entries will be by a panel of out-of-state judges from the public and private sector allied with the construction industry. All entries will be judged for excellence in construction techniques.

Entries not in compliance with these rules, as determined by the ACE Awards Committee, may not be considered. All decisions of the committee and judges are final.
2019 ACE AWARDS CATEGORIES OF SUBMISSIONS AND REQUIREMENTS

Project Narrative
All entries must include a project narrative. The narrative will start with an overview statement that tells the judges why this project should win an ACE Award and why this project is unique. This information is also used for the banquet presentation should you win an award. The narrative will address each of the required elements for the category as outlined below. Note: The descriptions of each of the required elements are meant to be used as guidelines. You should interpret each criteria based on your own unique project submission and respond accordingly.

Visual Presentation
While points are not awarded for the visual presentation, the photos can impact your entry in that they help to tell your story. Support your narrative with photos that show the process of construction and any challenges described in the narrative. Up to 10 photos should be added at the end of the narrative.

Element Requirements for Category 1 - Contribution to the Community
Contribution to the Community is a project that had significant company and employee participation in civic affairs and/or donation of manpower for community projects and benefit. For this category, multiple AGC of Colorado members who actively participated in the project may jointly submit an entry.

Judging is based on the following criteria so be sure to address each one of these within the narrative.

- **Special Needs Met**: What did you do as a contractor to reach out to the community to provide special or unique contributions?

- **Company and Employee Participation and/or Donation of Manpower**

- **Impact on the Community**: How did your company/project change the community for the better?

- **Historical or Long-Range Value to the Community**: Is the project historic? What long-term value will the community realize?

- **Environmental/Safety**: How safety was viewed as an integral part of the project by providing an overview of the implementation of your firm’s safety plan and commitment to safety, total hours worked vs. lost time hours, etc.: sensitivity to environment and surroundings including Green Building techniques.
Element Requirements for Categories 2-11

2 - Meeting the Challenge of a Difficult Job – Specialty Contractor
3 - Meeting the Challenge of a Difficult Job – General Contractor
4 - Best Building Project – Specialty Contractor (Under $2 Million)
5 - Best Building Project – Specialty Contractor ($2 - $6 Million)
6 - Best Building Project – Specialty Contractor ($6 - $10 Million)
7 - Best Building Project - Specialty Contractor (Over $10 Million)
8 - Best Building Project – General Contractor (Under $10 Million)
9 - Best Building Project – General Contractor ($10 - $40 Million)
10 - Best Building Project – General Contractor ($40 - $70 Million)
11 - Best Building Project – General Contractor (Over $70 Million)

Judging is based on the following criteria so be sure to address each one of these within the narrative.

- **Solutions of Special Projects**: Effectively dealing with major obstacles or conditions which may include, but not limited to, time-factors, schedules, unforeseen job conditions, codes or weather.

- **Excellence in Project Execution and Management/Team Approach**: Efficient execution of construction type; was partnering utilized, value engineering proposals, safety results developed, etc.

- **Construction Innovations/State-of-the-Art Advancement**: Innovative use of construction techniques, manpower, equipment or materials; the incorporation of new ideas and the most up to date knowledge in order to make advancements; could include elements like technology such as BIM, processes such as IPD and Lean Construction or LEED.

- **Environmental/Safety**: How safety was viewed as an integral part of the project by providing an overview of the implementation of your firm’s safety plan and commitment to safety, total hours worked vs. lost time hours, etc.; sensitivity to environment and surroundings including Green Building techniques.

- **Excellence in Client Service and/or Contribution to Community**: Did you provide special or unique contributions to the community; you can provide client testimonials; was your project recognized in any way?

NOTE: AGC reserves the right to adjust categories based on number of submissions received.
Submission Requirements
If requirements are not met, you will be notified and given 48 hours to resubmit.
If your project is not resubmitted, it will be excluded from the judging and awards.
To submit your entry, visit www.agcace.com. You will also submit your high resolution photos and PDF narrative to WeTransfer.com

1) NARRATIVE
a) File Type: PDF Maximum File Size 10MB
b) Word Limit: 1,500 words
c) Pages: 10 pages maximum and pages must be numbered
d) Font: 12 point, Times New Roman
e) Line Spacing: 1.5 Line Spacing
f) Margins: 1” Top, Bottom and Sides
g) No shading or color (including font)
h) No company logos, hyperlinks, photo collages, charts or text boxes (no visuals, only text)

2) PHOTOS
a) Include up to 10 maximum photos at the end of the narrative within the PDF document. These photos are used to tell the story of the project and are not scored by the judges.
b) ALSO, download up to 10 maximum photos as a separate .JPG file to WeTransfer. These photos should be magazine quality/high resolution. These photos are used for the ACE banquet, the ACE website, and in the AGC annual magazine.
c) Photo Release: Your submission of photos, rendering, or 3D model images indicates that your company owns the rights to allow AGC to use any submitted image at the ACE banquet, the ACE website, and in the AGC annual magazine.

3) FILE TRANSFER
a) Go to www.WeTransfer.com
b) Follow the instructions illustrated below.
c) “Add” the PDF document and up to 10 correctly named photos. Photos must be named correctly to be accepted. (See below)
AGC/C ACE Award Judging Form

Best Building Project – General Contractor ($40 - $70 Million) – Category 10

Suggested Criteria:

35% Solutions of Special Projects: Effectively dealing with major obstacles or conditions which may include, but not limited to, time-factors, schedules, unforeseen job conditions, codes or weather. Suggested weight 35%

25% Excellence in Project Execution and Management/Team Approach: Efficient execution of construction type; was partnering utilized, value engineering proposals, safety results developed, etc. Suggested Weight 25%

15% Construction Innovations/State-of-the-Art Advancement: Innovative use of construction techniques, manpower, equipment of materials; the incorporation of new ideas and the most up to date knowledge in order to make advancements; could include elements like technology such as BIM, processes such as IPD and Lean Construction or LEED

15% Environmental/Safety: How safety was viewed as an integral part of the project by providing an overview of the implementation of your firm’s safety plan and commitment to safety, total hours worked vs. lot time hours, etc.; sensitivity to environment and surrounding including sustainable building techniques.

10% Excellence in Client Service and/or Contribution to Community: Did you provide special or unique contributions to the community; you can provide client testimonials; was your project recognized in any way?

Rank Order of Entrants:

GC 1  GC2  GC3  GC4  GC5

3 1 2 4 5

Only rank your top 5 with 1 being the best project based on the criteria above.
AGC Industry Gala & ACE Awards

NOVEMBER 1, 2019

Sponsor the biggest commercial building construction event in Colorado to receive prominent visibility with leaders in the architecture, engineering and construction industries.
The AGC Colorado Industry Gala and ACE Awards is the state’s largest commercial building construction event of the year. This event brings together general contractors, specialty contractors, architects, owners, professional firms supporting the industry, key leaders and staff from related associations, legislators and other industry supporters for a night of networking, recognition, and celebration.

With over 700 attendees expected at the event, this is the perfect opportunity for your company to get prominent visibility with key people in the A/E/C industry. Your support and participation in this year’s Industry Gala and ACE Awards can expand your network with industry leaders who can help to secure more opportunities for your business.

Without your generous support this extraordinary event, recognizing the unique contributions of the industry to our state and communities, would not be possible.

AGC COLORADO INDUSTRY GALA & ACE AWARDS

Friday, November 1, 2019
6:00pm-11:30pm

Hyatt Regency Denver
at Colorado Convention Center
650 15th Street
Denver, Colorado 80203
303-486-4489

Detailed event information is available at www.AGCACE.com

DEADLINE AUGUST 1, 2019
Register early to ensure maximum exposure for your company!

2019 SPONSORSHIP FORM

To secure your sponsorship, complete and return your form below by August 1, 2019 to AGC Colorado at 1114 W. 7th Avenue, Denver, CO 80204 or fax 303-388-0936 (attn: Andrea Berumen) or email andrea@agccolorado.org

Company _____________________________________________
Contact ____________________________________________
Phone ___________________________ E-mail ____________________________

YES, our firm wishes to be a sponsor for the 2019 event (choose one below).

- Presenting Sponsor $10,000 (Limit 1)
- Premier Event Sponsor $4,000 (Limit 8)
- Cocktail Hour
  - $5,000 or (Single Sponsorship)
  - $2,500 (Limit 2)
- Casino Night
  - $5,000 or (Single Sponsorship)
  - $2,500 (Limit 2)
- Corporate Table (Full, 10) $2,750 (unlimited)
- Corporate Table (Half, 6) $1,650 (unlimited)
- Diamond $2,000 (unlimited - includes 2 tickets & hotel
- Platinum $1,000 (unlimited - includes 2 tickets
- Gold $600 (unlimited)

PAYMENT (choose one):

- A check, payable to AGC, is enclosed.
- A check, payable to AGC, is being sent.
- Credit card payment Information is below.

Circle One: MC VISA DISCOVER AMEX

Name on Card ____________________________
Card Number ____________________________
Expiration ____________________________ CVC __________ Billing Zip Code ____________________________

Email ____________________________

NOTE: A receipt will be sent to you at the email address above once we have processed your payment.
**SPONSORSHIP BENEFITS**

<table>
<thead>
<tr>
<th>Presenting Sponsor</th>
<th>Premier Event Sponsor</th>
<th>Corporate Table Sponsor (Full, 10)</th>
<th>Corporate Table Sponsor (Half, 6)</th>
<th>Diamond Sponsor</th>
<th>Platinum Sponsor</th>
<th>Gold Sponsor</th>
</tr>
</thead>
<tbody>
<tr>
<td>Most prominent sponsor recognition on all pre and post event materials and at the event (Presented by...)</td>
<td>Recognition in AGC's annual magazine (Dec. issue)</td>
<td>Program book</td>
<td>Listed on AGCACE.com</td>
<td>Signage at event</td>
<td>Verbal recognition during banquet</td>
<td>Complimentary event registrations</td>
</tr>
<tr>
<td>Table of 10 at event</td>
<td>Your logo on all email notifications</td>
<td>Your logo on all charities and events electronic newsletters</td>
<td>Ads in AGC magazine, directory and other publications</td>
<td>Press releases</td>
<td>Event invitation</td>
<td>Complimentary hotel room</td>
</tr>
</tbody>
</table>
| Additional benefits listed under level | *Note: AGC does its best to give preferential seating to high-level event sponsors. We must consider preferred seating for dignitaries, ACE Award entrants and winners first.*

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**ACE AWARDS**

Now in its 32nd year, the AGC Colorado ACE Awards honors architects, owners and contractors who build Colorado’s most impressive commercial building projects. ACE Award winners excel in the areas of:

- Innovations/state-of-the-art advancement
- Excellence in client service
- Contribution to the community
- Safety and environmental record
- Project management/team approach
- Solution of special challenges/problems

Visit [www.AGCACE.com](http://www.AGCACE.com) for additional details.
SPONSORSHIP PACKAGES

ALL SPONSORS RECEIVE:
- Recognition in AGC’s Inside AGC Colorado magazine (December issue)
- Acknowledgment at the Industry Gala and ACE Awards banquet on November 1, 2019

PRESENTING SPONSOR (LIMIT 1)
Investment: $10,000
- Opportunity to have an ACE Awards Pre-Party for all companies with submissions.
- The event is promoted as the AGC Colorado Industry Gala and ACE Awards event “Presented by Your Company”
- Table of 10 at the event ($2,750 value)
- A complimentary hotel room at the Hyatt
- Prominent recognition on the sponsor page of www.AGCACE.com
- “Presented by Your Company” & logo is on all pre and post event printed and online event materials including:
- On the AGCACE.com page with link back to your website
- In AGC Enews and Events emails body copy (at least 5x)
- In AGC Enews and Events emails every Mon. & Wed. through September and October (at least 10x)
- On banner ad that will appear on www.AGCACE.com for no less than 1 month
- In press release announcing event
- On cover of invitations mailed

AT THE EVENT
- Opportunity to present the final Project of the Year award to the winner
- Specific Presenting Sponsor mention during the ACE Awards banquet
- “Presented by Your Company” & logo prominently displayed in banquet video presentation
- “Presented by Your Company” & logo on event signage

POST EVENT
- Year-round “Presented by Your Company” & logo prominently displayed on homepage of www.AGCACE.com with link back to your website
- Thank you ad appearing in the Inside AGC Colorado magazine (December ACE issue)
- A GC Enews post-event write-up (1x)

PREMIER EVENT SPONSORS (LIMIT 8)
Investment: $4,000
- Company name and logo in select pre and post-event printed and online event materials, recognizing your company as a Premier Event Sponsor and supporter including:
- At www.AGCACE.com page with link back to your website
- Thank you ad appearing in the Inside AGC Colorado magazine (December ACE issue)
- In AGC Enews and Events emails body copy (at least 10x)
- Specific Premier Sponsor mention at the ACE Awards banquet
- Table of 10 at the event ($2,750 value)
- Prominent recognition on the AGC ACE website at www.AGCACE.com
- A complimentary hotel room at the Hyatt

DIAMOND (UNLIMITED)
Investment: $2,000
- Company name and logo placement in the printed program and online on the sponsor page at www.AGCACE.com, recognizing your company as a Diamond Level Sponsor and supporter
- 2 tickets to ACE Awards
- A complimentary hotel room at the Hyatt
- “Presented by Your Company” & logo prominently displayed in banquet video
- Recognition of Diamond Level Sponsorship in the ACE Awards banquet
- Specific Diamond Level Sponsor recognition: Your company’s name and logo will appear prominently during the casino night after-party
- Four complimentary registrations to the event for full sponsor at $5,000 ($1,000 value) or two complimentary registrations for partial sponsor at $2,500 ($500 value)

CASINO NIGHT SPONSOR (LIMIT 2)
Investment: $5,000 for one or $2,500 for two
- Casino Night Sponsor recognition:
- Your company’s name and logo will appear prominently during the casino night after-party
- On ACE page at www.AGCACE.com
- Specific Casino Night Sponsor mention at the ACE Awards banquet
- Four complimentary registrations to the event for full sponsor at $5,000 ($1,000 value) or two complimentary registrations for partial sponsor at $2,500 ($500 value)

COCKTAIL HOUR SPONSOR (LIMIT 2)
Investment: $600
- Company name listed in the printed program at the event recognizing your company as a Gold Level Sponsor and supporter
- Four complimentary registrations to the event
- Company name and logo will appear prominently on cocktail table signs
- “Presented by Your Company” & logo prominently displayed on homepage of www.AGCACE.com with link back to your website
- In AGC Enews and Events emails body copy (at least 10x)
- Specific Cocktail Hour Sponsor and supporter including:
- On the AGCACE.com page with link back to your website
- Thank you ad appearing in the Inside AGC Colorado magazine (December ACE issue)

CORPORATE TABLE SPONSOR (UNLIMITED)
Full (10) $2,750  |  Half (6) $1,650
- Reserved full or half table at event
- Recognition of Corporate Table Sponsorship in Event Program
- Recognition of Corporate Table Sponsorship (name and logo) on the AGCACE.com website
- Signage on table(s) featuring company name and logo
SPONSORSHIP PACKAGES

ALL SPONSORS RECEIVE:
- Recognition in AGC’s Inside AGC Colorado magazine (December issue)
- Acknowledgment at the Industry Gala and ACE Awards banquet on November 1, 2019

PRESENTING SPONSOR (LIMIT 1)
Investment: $10,000
- Opportunity to have an ACE Awards Pre-Party for all companies with submissions.
- The event is promoted as the AGC Colorado Industry Gala and ACE Awards event “Presented by Your Company.”
- Table of 10 at the event ($2,750 value)
- A complimentary hotel room at the Hyatt
- Prominent recognition on the sponsor page of Inside AGC Colorado
- The event is promoted as the AGC Colorado Company of the Year award to the winner
- Opportunity to have an ACE Awards Pre-Party
- Acknowledgment at the Industry Gala and ACE Awards event
- Recognition in AGC’s Inside AGC Colorado magazine (December issue)
- “Presented by Your Company” & logo prominently displayed in banquet video presentation
- “Presented by Your Company” & logo on event signage

POST EVENT
- Year-round “Presented by Your Company” & logo prominently displayed on homepage of www.AGCACE.com with link back to your website
- Thank you ad appearing in the Inside AGC Colorado magazine (December ACE issue)
- AGC Enews post-event write-up (1x)

PREMIER EVENT SPONSORS (LIMIT 8)
Investment: $4,000
- Company name and logo in select pre and post-event printed and online event materials, recognizing your company as a Premier Event Sponsor and supporter including:
  - At www.AGCACE.com page with link back to your website
  - Thank you ad appearing in the Inside AGC Colorado magazine (December ACE issue)
  - In AGC Enews and Events emails every Mon. & Wed. through September and October (at least 10x)
  - On banner ad that will appear on www.AGCACE.com for no less than 1 month
  - In press release announcing event
  - On cover of invitations mailed

AT THE EVENT
- Opportunity to present the final Project of the Year award to the winner
- Specific Presenting Sponsor mention during the ACE Awards banquet
- “Presented by Your Company” & logo prominently displayed in banquet video presentation
- “Presented by Your Company” & logo on event signage

DIAMOND (UNLIMITED)
Investment: $2,000
- Company name and logo placement in the printed program and online on the sponsor page at www.AGCACE.com, recognizing your company as a Diamond Level Sponsor and supporter
- A complimentary hotel room at the Hyatt
- 2 tickets to ACE Awards
- Thank you ad appearing prominently in banquet video

PLATINUM (UNLIMITED)
Investment: $1,000
- Company name listed in the printed program recognizing your company as a Platinum Level Sponsor and supporter
- 2 tickets to ACE Awards
- Thank you ad appearing in the Inside AGC Colorado magazine (December ACE issue)

GOLD (UNLIMITED)
Investment: $500
- Company name listed in the printed program at the event recognizing your company as a Gold Level Sponsor and supporter
- Thank you ad appearing in the Inside AGC Colorado magazine (December ACE issue)
- A GC Enews post-event write-up (1x)

COCKTAIL HOUR SPONSOR (LIMIT 2)
Investment: $600
- Company name and logo will appear prominently on cocktail table signs
- On ACE page at www.AGCACE.com
- Casino Night Sponsor recognition:
  - Your company’s name and logo will appear prominently during the casino night after-party
  - On ACE page at www.AGCACE.com

CORPORATE TABLE SPONSOR (UNLIMITED)
- Full (10) $2,750  |  Half (6) $1,650
- Reserved full or half table at event
- Recognition of Corporate Table Sponsorship in Event Program
- Recognition of Corporate Table Sponsorship (name and logo) on the AGCACE.com website
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CASINO NIGHT SPONSOR (LIMIT 2)
Investment: $5,000 for one or $2,500 for two
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SPONSORSHIP BENEFITS

**Direct Access to Your Target Market:**
Showcase your company’s name in front of general and specialty contractor members and the industry’s most influential owners, engineers, designers, other industry supporting firms, policy makers and government officials.

**Cost-Effective Investment:**
Our sponsorship levels ensure great value for your financial investment. Some levels are less than the cost of a single trade publication ad and others include broad exposure for your brand in numerous print and online event promotional efforts throughout the entire year.

**Brand Awareness:**
Call attention to your company’s leadership role in the commercial construction industry and celebrate its support of AGC Colorado, its member companies and the vibrancy of the entire industry.

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Contact ________________________________
Phone ________________________________ E-mail ________________________________

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☐ Credit card payment Information is below.

Circle One:  MC  VISA  DISCOVER  AMEX
Name on Card ________________________________
Card Number ________________________________
Expiration __________________ CVC __________________ Billing Zip Code __________________

Email __________________

NOTE: A receipt will be sent to you at the email address above once we have processed your payment.
AGC Industry Gala & ACE Awards
NOVEMBER 1, 2019
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