



Business Excellence Award



Our Business Excellence Award is not just about making the most money. It's about achieving value for the company, customers, and employees. Using Summit and Industry Key Performance Indicators (KPI's) as a guide, we've set targets for the best companies to achieve.

Criteria

Item	Builders/ GC	Remodel/ GC	Finishing Trades	Roofing	Lg Equip- Design/ Build	Large Equip	Paint- Res/Comm	Paint- Comm
Profit and Loss								
☐ Gross Profit%	22%	36%	45%	36%	45%	33%	45%	38%
☐ Operating Profit	8%	8%	8%	8%	12%	15%	8%	8%
Balance Sheet								
☐ Reserves	> 2 month's Avg. OH	> 2 month's Avg. OH	> 2 month's Avg. OH	> 2 month's Avg. OH	> 2 month's Avg. OH	> 2 month's Avg. OH	> 2 month's Avg. OH	> 2 month's Avg. OH
☐ Current Ratio	2 or higher	2 or higher	2 or higher	2 or higher	2 or higher	2 or higher	2 or higher	2 or higher
☐ Debt Ratio	.8 or less	.8 or less	.8 or less	.8 or less	.8 or less	.8 or less	.8 or less	.8 or less
☐ Days Cash On Hand	>30 days	>30 days	>30 days	>30 days	>30 days	>30 days	>30 days	>30 days
Company Culture								
<u>Customers</u> ☐ NPS Score	50% monthly customers	50% monthly customers	50% monthly customers	50% monthly customers	50% monthly customers	50% monthly customers	50% monthly customers	50% monthly customers
<u>Employees</u> ☐ Best Places to Work Survey	Resent survey with Action Plan on results	Resent survey with Action Plan on results	Resent survey with Action Plan on results	Resent survey with Action Plan on results	Resent survey with Action Plan on results	Resent survey with Action Plan on results	Resent survey with Action Plan on results	Resent survey with Action Plan on results
<u>Safety (pick 1)</u> ☐ EMR* ☐ TRIR* ☐ DART*	≤ 1 <3 <1.8	≤ 1 <3 <1.8	≤ 1 <3 <1.8	≤ 1 <3 <1.8	≤ 1 <3 <1.8	≤ 1 <3 <1.8	≤ 1 <3 <1.8	≤ 1 <3 <1.8

*EMR (Experience Modification Rate)

*TRIR (Total Recordable Incident Rate)

*DART (Days Away, Restricted or Transferred)