



## **KAHP CHAMPIONS REQUEST FOR PROPOSAL GUIDELINES**

**The HBA strongly desires that all interested members have an opportunity to participate in the Kalamazoo Attainable Homes Partnership, (KAHP). The criteria for participating Champions and Member Suppliers are:**

- Provide materials or services at or less than the KAHP budgeted amount.
- Provide materials or service of equal or higher quality than the KAHP specification.
- Provide materials or services in a timely manner to ensure construction stays on planned timelines.
- Consistently look for opportunities to: **a)** increase quality without increasing costs, or **b)** lower costs without decreasing quality and **c)** be diligent in this continuous improvement effort.
- Be willing to be a spokesperson and representative of the KAHP, actively and openly supporting the need for quality attainable homes in underserved neighborhoods.

### **KAHP Champion underwriting expectations and member provider opportunity:**

- Premier Champion: at least \$5,000 annual program underwriting
- Standard Champion: \$3,500-\$4,999 annual program underwriting
- Member Provider: If a specific product or service has no Champion / Premier Champion, all members that meet the following criteria can be listed as an approved provider. There is no charge to be listed as a Member Provider.

Initial opportunities to become a Champion or Premier Champion supplier will be open until **Friday, November 1st, 2019**. HBA staff will review and select Champion-level suppliers by Friday, November 8th, 2019. Selection will be based on the level of underwriting support, quality of product and service provided, and cost of materials or services provided. After this time, Champion opportunities will be “first come, first served.” Please submit different proposals for each product or service being supplied or championed.

Champion underwriting is for the period of one calendar year. Premier Champions will be granted first right of refusal for their category each year. Categories with a Champion at the standard level will be open for underwriting proposals at the end of the existing Champion’s year.

### **In return for underwriting KAHP, all Champions will receive the following benefits:**

- Exclusive provider for specified product or service category.
- Construction site signage.
- Recognition in select HBA communications.
- Champion acknowledgement banner stands at HBA events and KAHP locations.
- High visibility at KAHP Home tours, media events and any other KAHP events.
- Website recognition with direct links to your desired landing page.
- Champion recognition on select press releases, promotional materials, websites, informational resources, etc., as space allows.

### **Premier Champion underwriters will receive premier benefit upgrades and additions:**

- Preferential logo size and placement in all recognition materials.
- Highest level recognition on all press releases, promotional materials, websites, informational resources, etc., as space allows.
- Media availabilities – first opportunity to speak, appear or comment as a KAHP Champion for greater exposure to the community at large. Exclusive invitations to appear on the HBA Housing radio program.
- Speaking opportunities at General Membership Meetings for greater exposure to the HBA membership.

### **Other details**

Material specs for KAHP floorplans can be found at [www.hbawmi.com/kahp-champion](http://www.hbawmi.com/kahp-champion).

4 pilot homes are being built in 2019. Beginning in early 2020, the program is expected to complete 8-12 homes per year through 2027-2029 depending on program funding.

When reviewing initial specs, your brand product may not be specified. Any equivalent product or service would be acceptable at the specified cost/allowance.

For additional insight into the vision and purpose and desired outcomes of the KAHP, please review the Builder application.