



Building Partnerships Group Overview

Building Partnerships is a **member-driven alliance** of interior finish contractors—each an independent business, free from private equity roll-ups (such as ADG-ILG).

Established 8 years ago, BP's founding goal was to benchmark best practices, financial metrics, and market data among like-minded contractors operating in **non-competing** regions. Here's what sets BP apart:

Independent and Participatory

- Each member business is owner-operated or led by senior leadership.
- Currently, there are **thirteen members** located in major national markets.
- Membership growth is deliberately limited to preserve the group's core values.

Culture of Trust and Collaboration

- Because no two members compete directly, they freely share confidential information, from business practices and product insights to builder introductions and staffing resources.
- This transparency fosters mutual support—examples include:
 - **100% participation** at all meetings and events.
 - Members traveling to one another's locations to assist with launching new business units.

Meeting Structure

- **Three In-Person Gatherings Annually:**
 1. **25th Napa Annual Conference (Late Fall, 3 days)**
 - Vendors say its their favorite group event of the year for networking, business education and enjoyment
 - Vendor Roundtables, Networking and Direct Presentations
 2. **Surfaces/IBS Meeting (Winter, 1 Day/Night)**



- Occurs on the Tuesday of Surfaces or IBS, including a group dinner and vendor partner involvement.
- 3. **Site Visit (Spring/Summer, 3–4 days)**
 - Hosted at a member's location for a deep dive into operations.
- **Four Zoom Calls** take place throughout the year to maintain ongoing collaboration.

Business Scale and Member Profiles

- Combined annual sales exceed **\$1.1bn**
- Individual member revenues range from **\$20 million to \$150 million**.
- Product categories (varying by dealer) include:
 - Flooring
 - Countertops
 - Tile and Stone
 - Shower Systems
 - Cabinets
 - Window Coverings
 - Shower Doors
 - Plumbing Supplies
 - Roofing



Building Partnership Vendor Partner

Exclusive Vendor Category Participation

- BP focuses on best-in-class suppliers; we **do not** aim to have multiple suppliers per category.
- Categories like **carpet and LVT** may have more than one supplier, but others will remain exclusive.

Prioritizing Your Products

- As a Vendor Partner, BP members commit to making every effort to include your products in **specifications and purchasing**.
- Throughout the year, we maintain open dialogue on **opportunities and challenges**, aiming for a win-win relationship.

Marketing Support

- **Sponsorship** for in-person events is a crucial component of Vendor Partnership.
- Vendor Marketing Sponsorship is based on size and scale of supplier and is **negotiated yearly**.
- Key events include:
 - Napa Annual Conference
 - Surfaces Meeting
 - Site Visits

Rebate Support

- Unlike other groups, our rebate programs vary by vendor and member. We look to create a program that works for the vendor and our members to achieve the ultimate goal of growth for our vendor.
- Vendor Programs
 - Rebate program negotiated and paid direct to member with an override % to BP Group
 - Rebate program facilitated through the BP Group



- Both programs should include an additional growth incentive element

Next Steps

We look forward to discussing how we can work together to **mutually succeed and grow our businesses**. If you're interested in exploring a potential partnership with Building Partnerships (BP), please contact:

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