



Membership Criteria and Guidelines for the Building Partnerships (BP) Group

Professional Conduct:

Members must maintain a respectful, collaborative demeanor. In other words, “no jerks allowed.”

Non-Competing Geographies:

Members must operate in distinct markets or within arrangements deemed acceptable by both parties to prevent direct competition.

Independence:

Members are independent flooring contractors, not owned by large parent companies such as ILG, ISI, or RDS. Affiliation with other groups like FEI requires prior approval from the BP Group.

Vendor Support:

Members agree to support BP-approved vendors whenever possible, fostering mutual benefits within the network.

Confidentiality and Information Sharing:

Members openly share information, insights, and best practices, and commit to strict confidentiality. Forwarding or copying shared information is strictly prohibited.

Business Focus:

While members may serve retail or commercial segments, their builder business must stand as a separate, major player in their local market.

Commitment to Growth:

Members are dedicated to growing their businesses through technology and other best practices.

Meeting Attendance:

Members must attend three meetings annually:

- Winter: Surfaces/NAHB (as determined by the group)
- Spring/Summer: Site visit to a designated member’s location
- Fall: Napa Conference



Limited Membership Growth:

The group currently consists of 13 members, and any future expansion will be determined collectively by the membership.

New Member Admission:

- Existing BP members sponsor candidates.
- Michael and Bob review candidates to ensure they meet requirements and report to the group.
- Unanimous approval by existing members is required. A single “no” vote constitutes a veto.

Non-Disclosure Agreement (NDA):

All members sign an NDA. No other formal agreement is required.

Grounds for Expulsion:

A member may be removed for the following reasons:

- Joining another similar group.
- Being acquired by a parent group.
- Failing to uphold professional standards (i.e., “turning into an asshole”).
- Violating group rules, such as repeated absence from meetings or sharing confidential information.