



# Call For Entries Excalibur Awards 2018

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## PRSA Houston's Top Public Relations Award Can Be Yours

PRSA Houston's Excalibur Awards honor outstanding public relations professionals, programs and tactics. Winners will be showcased at the 2018 Awards ceremony and gala on Thursday, June 21, 2018, at Norris Conference Center where Gold, Silver and Bronze Excalibur Awards will be presented to talented PR professionals.

One outstanding public relations team will receive the 33<sup>rd</sup> Annual Grand Excalibur Award, an engraved steel sword symbolizing that the highest standards in the public relations profession have been achieved.

The Excalibur Awards ceremony and gala provides attendees with the opportunity to network with Houston's top PR professionals while celebrating the best work of 2017 with great food and a fun atmosphere. At the same time, this is your chance to earn recognition for the outstanding work you do so please take this opportunity to enter this year's Excalibur Awards. **All entries should be submitted electronically at <https://prсахouston.secure-platform.com/a/>.**

### Entry Requirements and Rules

#### 1. Eligibility

All communicators in the Houston area are eligible to submit as many entries in as many categories as they choose. Entrants must submit only their original work or work they directly supervised. The work entered must have been primarily completed or produced in the Greater Houston Area during the 2017 calendar year. Identical entries in multiple categories will not be accepted.

#### 2. Entry Deadline and Fees

Entries must be submitted with payment in full by one of the dates listed below.

	<u>Early Entry Fee</u> (Feb. 7 – March 7*)	<u>Standard Entry Fee</u> (March 8 - March 16*)	<u>Late Entry Fee</u> (March 17 – March 30*)
<b>Member</b>	\$80	\$115	\$175
<b>Non-member</b>	\$120	\$155	\$215
<b>Special Awards</b>	Free to members. \$35 for non-members.		

\*Awards are due by midnight CST on the date indicated to receive correct pricing.

#### 3. Payment Options

Payments will be accepted by credit card on this website or by check. If paying by check, confirmation email of award entry must be submitted with payment.

#### 4. Entry Requirements

All Campaign and Tactical Category entries must include and will be judged on the following:

- **Promo:** 100-word description (to be used for promotional purposes)
- **Overview statement/summary:** A clear and concise overview of the entry (600-word limit)
- **Research:** Summarize research conducted or gathered for the project, and show how that research helped define your goals, objectives, strategies and target audiences.

- **Planning:** State the goals and measurable objectives of the program or project, along with the intended impact on the target audiences and, by extension, the organization.
- **Implementation:** Describe the strategies, techniques and tools used to meet the objectives. What key messages did you convey, and why? What, if any, challenges did you overcome? Include the project's timetable and budget. What extraordinary circumstances did you overcome?
- **Evaluation:** Detail success by matching outcomes to the objectives. Discuss the impact of the program on the target audience and organization. How did you measure results? Did you meet the timetable and budget? If not, why not?
- **Supporting Materials:** Claims made in your summary must be substantiated by supporting materials included with your entry. Supporting materials are limited to one (1) PDF document, not to exceed twenty (20) pages or 15 MB. The PDF can include a combination of photos, samples, drawings, graphics, maps, videos\*, and printed collateral. *\*Upload videos to YouTube and provide a link in your pdf document.*

## 5. Submitting Your Entry

Each entry, along with the summary and all supporting materials, must be submitted electronically at <https://prсахouston.secure-platform.com/a/>.

- a) Create a new account [here](#) and complete the user profile.
- b) Login with your email address and password.
- c) Go to **Entry Form** found in the top navigation bar and start your entry submission.

You may save your work and return to this site as often as needed as long as you complete and submit all parts of the entry submission by March 30 (by Feb. 28 for early bird discount fees). You can edit your submission at any time as long as it is not in your "cart". If you have already placed your submission in the cart, simply click "remove" and then you can click on "edit" to access your submission. All entries will be evaluated by a panel of judges made up of PRSA members from another PRSA chapter.

## AWARD CATEGORIES

### Campaign Categories

The campaign categories recognize complete programs that incorporate sound research, planning, execution and evaluation. Winning entries will reflect the highest standards for strategic thinking, ethical practice, and measurement that are consistent with the [Barcelona Principles](#). Identical entries in multiple categories will not be accepted.

**Programs from these 12 categories are eligible for consideration for the Grand Excalibur Award.**

#### **1. Community Relations**

Includes programs that aim to improve relations with, or seek to win the support or cooperation of, people or organizations in communities in which the sponsoring organization has an interest, need or opportunity. “Community” in this category refers to a specific geographic location or locations. (Campaigns designed to promote products should be entered in Marketing Consumer Products or Services.)

#### **2. Reputation/Brand Management**

Programs designed to enhance, promote or improve the reputation of an organization with its publics or key elements of its publics, either proactively or in response to an issue, event or market occurrence. (Campaigns designed to launch or promote a specific product or service’s launch or sales/marketing effort should not be entered in this category. Instead, refer to Category 6 or 7).

#### **3. Events and Observances**

Includes programs or events such as commemorations, observances, openings, celebrations or other special activities. These events or observances may be as short as one day or as long as one year.

#### **4. Public Service/Non-Profit Campaigns**

Includes programs that advance public understanding of societal issues, problems or concerns. (Similar programs conducted principally to enhance an organization’s standing, or to otherwise serve its interests directly, will fall under Category 2: Reputation/Brand Management.)

#### **5. Government/Public Affairs**

Includes programs specifically designed to influence public policy and/or affect legislation, regulations, political activities or candidacies — at the local, state or federal government levels — so that the entity funding the program benefits.

#### **6. Marketing Consumer Products and Services**

Includes programs designed to introduce new products or services or promote existing products or services to a consumer audience.

#### **7. Marketing Business to Business**

Includes programs designed to introduce new products or promote existing products or services to a business audience.

**8. Crisis Communications and Issues Management** Includes programs undertaken to deal with an unplanned event that required an immediate response and programs undertaken to deal with issues that could extraordinarily affect ongoing business strategy.

## **9. Internal Communications**

Includes programs targeted specifically to publics directly aligned with an organization, such as employees, members, affiliated dealers and franchisees.

## **10. Investor Relations/Financial Communications**

Includes programs directed to shareowners, other investors and the investment community.

## **11. Multicultural Public Relations**

For any type of program, such as institutional, marketing and community relations, specifically targeted to a cultural group.

## **12. Integrated Communications**

Includes any program that demonstrates leadership of public relations strategies and tactics in a creative and effective integrated campaign, along with other marketing or communications. The program must demonstrate the clear leadership of public relations, along with its integration with other disciplines.

## **Tactical Categories**

These categories recognize excellence in the tactical elements that contribute to the success of larger public relations campaigns. Though these tactical elements cannot be reasonably held to the same standards as public relations campaigns, winning entries still must demonstrate sound effort in research, planning, implementation and evaluation.

### **1. News Release**

Traditional written news release or video news release. May also include multi-media news release.

### **2. Feature Stories\***

Feature articles that have been written by a practitioner and submitted and published through his/her efforts. Submit text of feature article, as well as documentation of publication and placement.

\*Entries must be written in their entirety or substantively by the entrant, and not merely "pitched."

### **3. Editorials/Op-Ed Columns\***

Opinion articles written as editorials, guest columns or letters to the editor. Submit text of article and documentation of publication.

\*Entries must be written in their entirety or substantively by the entrant, and not merely "pitched."

### **4. Podcasts**

Audio or video programs/shows produced solely as podcasts, downloadable for play on portable media players (e.g., iPods, MP3 players, etc.). The entry must provide a link to the podcast.

### **5. Websites**

Use of a website as part of a public relations program. Include screen grabs or copies of key pages to support your summary. Additionally, include the website URL for external sites.

### **6. Webcasts**

Media files distributed over the Internet using streaming media technology. May be live or recorded. Submit the actual site URL.

## **7. Social Media**

Use of social media, including Facebook, Twitter, Foursquare, Google +, YouTube, etc. as part of a public relations program. Include screen captures or copies of key pages to support your summary. Additionally, include the website URL for external sites.

## **8. Blogs**

Web-based journals, or blogs, that engage key stakeholders and/or communicated either a corporate, public service or industry position. Include screen captures of the blog being entered, as well as the actual site URL.

## **9. Creative or Unconventional Tactics**

Unconventional, creative tactics or approaches used as part of a public relations program. (If the creative/unconventional tactic included props or other objects, document those items with photos or videos.)

## **10. Video**

Created for internal or external use to publicize products, services or issues, shape public opinion or promote awareness. Include a link to your video.

## **11. Newsletters**

Publications (either printed or electronic) designed, written and published periodically to provide brief and timely information to target audiences while supporting an organization's overall objectives. Submit three consecutive issues with the entry.

## **12. Brochures**

Pamphlets, booklets or other small publications (either printed or electronic) designed to inform a target audience about an organization, product, service or issue. Submit one copy of the publication with the entry.

## **13. Magazines**

Publications (either printed or electronic) designed to provide in-depth information about an organization or topic on a regular basis. Magazines typically differentiate from newsletters by the number of pages and length of articles. Submit three consecutive issues.

## **14. Special Publications**

Single-issue publications (either printed or electronic) designed for a special purpose. Books, posters and other publications not eligible for consideration in other categories should be entered here. Submit one copy of the publication along with the entry.

## **15. Annual Reports**

Publications (either printed or electronic) that report on an organization's annual performance. Submit one copy of the publication along with the entry.

## **16. Speech Writing/Speeches**

Writing for oral delivery of a presentation that best communicates the speaker's messages, position or desire for action.

## **17. Grass Roots Program/Guerilla Marketing**

Use of guerilla marketing or grass roots programs to achieve an organization's PR goals.

## **18. Special Projects**

Other common public relations tactics that are not otherwise listed, including public service announcements, press conferences, satellite media tours, trade shows, etc.

## Special Awards

Special Awards will be presented in the following categories: PR Agency, Individual Performer and Communications Team.

### **PR Agency Categories**

The **PR Agency of the Year Award** recognizes an outstanding PR firm for exceptional growth and accomplishments during 2017. Entries for PR Agency of the Year Award should be submitted in one (1) pdf document not to exceed 10 pages or 5 MB. If you choose to include a video, upload the video to YouTube and provide a link in your pdf document.

All entries in the PR Agency special award category will be judged on the following criteria:

- Evidence of financial growth
- Client list growth
- Client retention
- PR innovation

Entries should include the following:

- Agency summary
- Three client testimonials
- Key client roster for last two years
- Staffing (split executive, account and support staff)
- Financials (two years' annual income including mark-up on disbursements as a separate line item)
- Achievements during the entry period
- An overview of the firm's practice areas, offices, and capabilities
- A breakdown of how much business falls into each of the firm's practice areas
- A list of any long-term accounts
- Review of exceptional client work during the entry period, such as campaign or product launch, help with crisis, etc.
- Details of account wins and losses within the entry period
- Information about new products, partnerships, and innovations within the entry period
- Details of HR programs and staff initiatives that moved forward during the entry period
- Information about agency involvement in professional organizations, such as PRSA Houston, the Council of PR Firms, etc.
- Information about charitable, community and educational efforts by the firm

If the agency is a subsidiary, or has been spun off from a parent company, the entry must include details of sources of start-up finance and a full explanation of the relationship with the parent company, including ongoing financial and infrastructure support (e.g. access to training, HR, financial management, etc.)

*\*Note that certain information, including client wins and profitability/revenue (can include a range) can be marked confidential and will not be published. Omitting this information could affect how judges score your entry.*

#### **SA-A1) New PR Agency of the Year**

Open to any agency which has been in business for less than 24 months as of December 31, 2017. The CEO of the firm is required to certify in writing the firm's current annual communications income, as well as date of incorporation (or DBA filing) and number of employees.



### **SA-A2) Small PR Agency of the Year**

Open to any agency with verified annual revenue less than \$350,000 in 2017. The CEO of the firm is required to certify in writing that the firm has a current annual PR income (consisting of fees plus mark-up for disbursements as a separate line item) of less than \$350,000, as well as date of incorporation (or DBA filing) and number of employees.

### **SA-A3) Mid-Size PR Agency of the Year**

Open to any agency with verified annual revenue between \$350,000 and \$999,999 in 2017. The CEO of the firm is required to certify in writing that the firm has a current annual PR income (consisting of fees plus mark-up for disbursements as a separate line item) between \$350,000 and \$999,999, as well as date of incorporation and number of employees.

### **SA-A4) Large PR Agency of the Year**

Open to any agency with verified annual revenue more than \$1 million in 2017. The CEO of the firm is required to certify in writing that the firm has a current annual PR income (consisting of fees plus mark-up for disbursements as a separate line item) of more than \$1 million, as well as date of incorporation and number of employees.

**Note:** Judges also have the option to select an overall PR Agency of the Year award from the agency submissions received. This accolade is determined by comparing the best of the four agency categories.

## **Individual Performer Categories**

Entries for the **Individual Special Awards** should be submitted in one (1) pdf document not to exceed seven (7) pages in length and should not use less than a 10-point font size. If you choose to include a video, upload the video to YouTube and provide a link in your pdf document. Award entry elements are detailed below for each category. Individuals may nominate themselves or be nominated by others.

### **SA-I1) Young Public Relations Professional of the Year**

The Young Public Relations Professional of the Year Award recognizes a relative newcomer to public relations for demonstrating exceptional leadership and professional achievements during his/her initial years in the profession.

#### **The Young PR Professional of the Year demonstrates the following characteristics:**

- Shows emerging leadership and outstanding achievements in public relations
- Has a good grasp of PR strategy and tactics
- Makes specific contributions to the community, the PR profession and his/her employer(s)/clients
- Displays traits and qualities that distinguish the nominee and his/her accomplishments, such as business savvy or creativity.

All PR professionals who have been in full-time practice for less than three years (began full-time practice Jan. 1, 2015 or later) are eligible (this period excludes internships and part-time employment while working on a degree.).

#### **Please include the following in the entry:**

- Bio of the nominee/brief résumé/education background
- Accomplishments achieved during the entry period
- Activities outside work, including charity work, industry associations, etc.
- 200-word statement from nominee on why he/she should be considered
- If entry is submitted by the nominee, include one letter of recommendation written by a current manager, supervisor or client

### **SA-I2) Public Relations Professional of the Year**

The Public Relations Professional of the Year Award recognizes an established practitioner for exceptional leadership and professional accomplishments during 2017, as well as career achievements. All PR professionals who have been in full-time practice for more than three years (began full-time practice prior to Jan. 1, 2015) are eligible.

#### **The PR Professional of the Year demonstrates the following characteristics:**

- Exceptional account/company leadership
- Outstanding achievement in public relations
- Knowledge of PR strategy, tactics and budgeting
- Makes specific contributions to the community, the PR profession and his/her employer(s)/clients
- Displays traits and qualities that distinguish the nominee and his/her accomplishments

#### **Please include the following in the entry:**

- Bio of the nominee/brief résumé/education background
- Accomplishments achieved during entry period
- Activities outside work, including charity work, industry associations, etc.
- 200-word statement from nominee on why he/she should be considered
- If entry is submitted by the nominee, include one letter of recommendation written by a current manager, supervisor or client

### **SA-I3) CEO Communicator of the Year**

The CEO Communicator of the Year Award honors the outstanding performance of Houston area chief executive officers in their roles as chief communicator. The role of the CEO has evolved. Not only do they encourage and adapt to changing business models, but frequently the CEO must take the lead in communicating with employees, shareholders, customers, suppliers and other stakeholders to achieve success for their organization.

To qualify, nominees should demonstrate effective communication as part of their leadership, whether in a crisis situation or in day-to-day operations. Supporting examples may include the CEO's appearance in the media, before industry or community groups or through a leadership role in civic, religious or business organizations.

Nominees must be chief executive officers or hold equivalent positions in the Greater Houston Area. Nominators should provide details about the nominee and his/her qualifications with reference to the period between Jan. 1, 2017 and Dec. 31, 2017. Please also include:

- Bio of the nominee/brief résumé/education background
- Accomplishments achieved during entry period

### **SA-I4) Solo Practitioner of the Year**

Open to any individual PR professional who has worked independently for at least 24 months and not employed by, or affiliated with, a corporate entity.

- Practice summary (must not exceed two pages, single-sided in length and should not use less than a 10-point font size);
- Key client roster for last two years;
- Financials (two year's fees and profits, annual income including mark-up on disbursements as a separate line item) \*.
- Achievements during the entry period
- Three client testimonials

## **Communications Team Categories**

The **Communications Team of the Year Award** recognizes an outstanding communications team for exceptional professional accomplishments during 2017. Individuals may nominate their own team or the team may be nominated by others. Entries for the Communications Team Special Awards should be submitted in one (1) pdf document not to exceed five (5) pages in length and should not use less than a 10-point font size. If you choose to include a video, upload the video to YouTube and provide a link in your pdf document.

Entry submissions should include:

- Number of staff employed in PR function (please split professional and support staff)
- Annual communications budget for 2017 (broken down into areas of marketing activity directly under the team's control)
- Outline of goals for the organization as a whole and the role of the communications team in fulfilling those goals
- Outline of PR-related issues and objectives during the entry period
- Achievements during the entry period
- Use of internal/external resources, including agencies and other companies
- Where appropriate, details of work with other departments within the organization

The judges will look for evidence of success in executing PR campaigns or programs during 2017 as part of an overall communications strategy. They will also look for cost-effective use of both in-house and external resources.

### **SA-T1) Government Communications Team of the Year**

Open to any in-house communications department within local government, government agencies, health authorities, trade unions and trade bodies. Where relevant, details should be included of success in meeting Government regulations or standards (e.g. e-government and consultative clauses in the Local Government Act).

### **SA-T2) Non-Profit Communications Team of the Year**

Open to any in-house communications department within a charity, non-profit or not-for-profit organizations. Where relevant, details should be included of success in meeting the organizations goals of engagement, volunteerism and fundraising.

### **SA-T3) Corporate Communications Team of the Year**

Open to any in-house private sector PR department.

## Judging

**Judges** – All entries will be judged by professional and distinguished members of a partner PRSA Chapter. Entrants are strongly encouraged to review the judging criteria and scoring on page 13 when preparing entries.

**Awards** – As merited in each category, Gold, Silver and Bronze Excalibur Awards will be awarded to first, second and third place winners, respectively. Judges reserve the right to declare no winners in a category if they determine that no entry has met the minimum qualifications for a professional program or project. Judges will only award up to one Gold winner in each category but may award up to two Silver or Bronze in a particular category. The Grand Excalibur will not be announced until the night of the awards gala. All other winners will be informed that they have received an award; however, the level of the award (Gold, Silver, Bronze) will not be disclosed until the night of the gala.

**Average Minimum Scoring (Campaigns)** – Campaigns will be scored on a 100-point scale. The average score by the judges will be used to help determine if an entry qualifies for an Excalibur Award. The average minimum scores for each award level for the campaign categories are as follows:

- Bronze** – average minimum score of 70
- Silver** – average minimum score of 80
- Gold** – average minimum score of 90

Receiving a minimum score does not guarantee a particular level of Excalibur Award. The average minimum score only qualifies the entry to be considered for an award. As merited in each category, Gold, Silver and Bronze Excalibur Awards will be awarded to first, second and third place winners, respectively.

**Average Minimum Scoring (Tactics)** – Tactics will be scored on a 55-point scale. The average score by the judges will be used to help determine if an entry qualifies for an Excalibur Award. The average minimum scores for each award level for the tactics categories are as follows:

- Bronze** – average minimum score of 35
- Silver** – average minimum score of 45
- Gold** – average minimum score of 50

Receiving a minimum score does not guarantee a particular level of Excalibur Award. The average minimum score only qualifies the entry to be considered for an award. As merited in each category, Gold, Silver and Bronze Excalibur Awards will be awarded to first, second and third place winners, respectively.

**The Grand Excalibur Award** will be presented to the **campaign entry** deemed the “Best of Show.” The minimum score needed to be considered by the judges for the Grand Excalibur Award will be 95.

**Grounds for Disqualification/Reclassification** – Judges retain the right to reject any entry that is either incomplete or improperly prepared according to the guidelines. Entries that are incorrectly classified may be reclassified or disqualified at the discretion of the judges. Entry fees will not be returned in those cases nor will entrants be notified.

## **Judging Criteria & Scoring**

### **Research**

The methods applied in identifying a problem or opportunity as well as in supporting the planning and program.

### **Planning**

The original statement of objective(s), audience(s), establishment of measurable criteria, the originality and judgment employed in choosing strategies and techniques, the relationship of the program plan to research and objectives, and the accuracy of budget and staffing projections.

### **Implementation**

The caliber of materials, activities, writing, publications and other tools and techniques applied in executing the program.

### **Evaluation/Measurement**

Demonstrated efforts in identifying, analyzing and quantifying results to determine if and how well a program accomplished its goals and objectives.

## **Scoring – Campaign Categories**

### **Research (15 points)**

Poor 0 to 5; Fair 6 to 9; Good 10 to 12; Excellent 13 to 15

### **Planning (25 points)**

Poor 0 to 10; Fair 11 to 16; Good 17 to 22; Excellent 23 to 25

### **Implementation (40 points)**

Poor 0 to 20; Fair 21 to 30; Good 31 to 35; Excellent 36 to 40

### **Evaluation (20 points)**

Poor 0 to 6; Fair 7 to 11; Good 12 to 17; Excellent 18 to 20

**TOTAL: 100 points**

## **Scoring – Tactics Categories**

### **Research (10 points)**

Poor 0 to 4; Fair 5 to 6; Good 7 to 8; Excellent 9 to 10

### **Planning (10 points)**

Poor 0 to 4; Fair 5 to 6; Good 7 to 8; Excellent 9 to 10

### **Implementation (25 points)**

Poor 0 to 10; Fair 11 to 17; Good 18 to 21; Excellent 22 to 25

### **Evaluation (10 points)**

Poor 0 to 4; Fair 5 to 6; Good 7 to 8; Excellent 9 to 10

**TOTAL: 55 points**