



AWARD CATEGORIES

Please check one or more potential categories:

Business Awards

Small Business Person of the Year: For developing an outstanding, growing business; innovative product(s), increasing jobs, increasing sales, overcoming adversity, and community contributions.

Small Business Exporter of the Year: Significantly increased export sales and profits, encouraging other firms to export, increased jobs through exports, and innovative methods of creating markets.

SBA Young Entrepreneur of the Year: Owner will not reach 35th birthday by June 1, 2014, three-year evidence of success in sales and profits, increased jobs, innovative products, demonstrated potential.

Jeffrey Butland Family Owned Small Business: A family-owned business with at least a 15-year track record that has passed from one generation to another.

Veteran-owned Small Business Person of the Year: For developing a growing business, three-year evidence of success in sales and profits, increased jobs, innovative product, demonstrated potential.

Woman-owned Small Business Person of the Year: For developing a growing business, three-year evidence of success in sales and profits, increased jobs, innovative product, demonstrated potential.

Champion Awards

Financial Services Champion: For advocacy above and beyond to positively influence the environment for small business financial success.

Small Business Champion: For advocacy above and beyond in support of small business establishment and growth.

NOMINEE INFORMATION

I nominate _____ Title _____

Company/Organization _____ Address _____

Phone _____ Fax _____ Email _____

Nominee's qualifications for this award—**attach short description on why this business should be considered:**

When nominating, please complete the following: Is the company operating profitably _____
of years in business _____ # of employees _____ annual sales \$ _____ SIC/NAICS code _____

NOMINATOR'S INFORMATION:

Nominator's Name _____ Title _____

Organization _____

Address _____

Phone _____ Fax _____ E-mail _____

Please submit this form by January 3, 2014 by mail, fax 603-225-1409, or email to Marilyn.bogue@sba.gov

Marilyn Bogue
U.S. Small Business Administration
55 Pleasant Street, Suite 3101
Concord, NH 03301

For more information, please contact: (603)225-1600. Self-nominations accepted. This form may be duplicated. **For further consideration, supporting materials will be required.** SBA will contact the nominee with details. Thanks for your support!

NEW HAMPSHIRE SBA 2014 NOMINATION CRITERIA BY CATEGORY

SMALL BUSINESS PERSON OF THE YEAR

Any individual who owns or operates or bears principal responsibility for operating a small business may be nominated. Partners who jointly own or operate the business may be nominated as a team, as long as the team does not exceed four.

- √ Staying power – a substantiated history as an established business with a 3-year minimum history.
- √ Growth in number of employees, sustained expansion.
- √ Increase in sales and/or unit volume and net work.
- √ Current and past financial reports. For state consideration, we request basic profit and loss & balance sheet info for past three years. The state winner will be asked to produce more complete P & L, and Balance Sheets for that time period.
- √ Innovativeness of product or service.
- √ Response to adversity.
- √ Contributions to aid community-oriented projects.

SMALL BUSINESS EXPORTER OF THE YEAR

Any individual who owns and operates a small business engaged in exporting may be nominated.

- √ Increased sales, profits and/or growth of employment because of exporting. (Profit & Loss and balance sheet information for the past three years will be requested).
- √ Creative overseas marketing strategies, with description of products & markets served.
- √ Effective solutions to export-related problems.
- √ Encouraged other small businesses to export.
- √ Introduction of unique trading companies, relationships, products or services.
- √ Volunteer assistance to other small businesses entering the export market.

SBA YOUNG ENTREPRENEUR OF THE YEAR

Any individual who serves as majority owner and operator for a small business with a three-year track record, and who will not have reached the age of 35 by June 1, 2014.

- √ Evidence of success as measured by sales and profits. (Profit & Loss and balance sheet information for the past three years will be requested).
- √ Increased employment opportunities.
- √ Development and utilization of innovative or creative business methods.
- √ Demonstrated entrepreneurial potential for long-term success.

JEFFREY BUTLAND FAMILY-OWNED SMALL BUSINESS

Family-owned business that has passed from one generation to another and owner has responsibility for operating the business. Nominees must serve as a majority owner and operator or bear principal responsibility for operating a small business with at least a 15-year track record.

- √ Evidence of success as measured by sales and profits. (Profit & Loss and balance sheet information for the past three years will be requested).
- √ Increased employment opportunities for family and non-family.
- √ Demonstrated potential necessary for long-term business success and economic growth.
- √ Voluntary efforts to strengthen family-owned businesses within the community.

VETERAN OWNED SMALL BUSINESS

Any individual(s) who owns at least 51% and operates a small business with a track record of at least 3 years and is a veteran of the U.S. armed forces may be nominated.

- √ Evidence of success as measured by sales and profits. (Profit & Loss and balance sheet information for the past three years will be requested).
- √ Increased employment opportunities.
- √ Development and utilization of innovative or creative business methods.
- √ Demonstrated entrepreneurial potential for long-term success.

WOMAN OWNED SMALL BUSINESS

Any woman/women who owns at least 51% and operates a small business with a track record of at least 3 years may be nominated.

- √ Evidence of success as measured by sales and profits. (Profit & Loss and balance sheet information for the past three years will be requested).
- √ Increased employment opportunities.
- √ Development and utilization of innovative or creative business methods.
- √ Demonstrated entrepreneurial potential for long-term success.

FINANCIAL SERVICES CHAMPION

- √ Outside of regular business duties, the amount and quality of assistance given to small business to obtain financing
- √ Advocacy for changes in the financial services industry to assist small companies
- √ Encouragement of the flow of investment capital to small ventures
- √ Active support for legislative or regulatory action designed to help small firms
- √ Measurable accomplishments through the advocacy efforts of the financial services or accounting industries to advance small business interests

SMALL BUSINESS CHAMPION

- √ Active support for legislative or regulatory action designed to help small businesses
- √ Outside of regular business duties, the amount and quality of assistance given to small business to meet specific challenges, such as:
 - Obtaining financing
 - Receiving guidance to improve management and business operations
 - Increasing business opportunities
- √ Advocacy for changes in industries or communities to assist small businesses
- √ Volunteer efforts to enhance the voice of small business locally and beyond
- √ Other accomplishments demonstrating effectiveness in improving the environment for the creation and expansion of small business