

SBA 2013 SMALL BUSINESS AWARD NOMINATION

Help us recognize outstanding leaders in the small business community

SBA's size standards apply in defining a business as small- individuals who own and operate or bear principal responsibility for operating a small business are eligible.

AWARD CATEGORIES

Please check one or more potential categories:

- Small Business Person of the Year:** For developing an outstanding, growing business; innovative product(s), increasing jobs, increasing sales, overcoming adversity, and community contributions. Contact Twila Kennedy at 612.370.2300 for more information.
- 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. Contact Carlos Sosa at 612.348.1642 for more information.
- SBA Young Entrepreneur of the Year:** Owner will not reach 30th birthday by June 1, 2013, three-year evidence of success in sales and profits, increased jobs, innovative products, demonstrated potential. Contact Sherree Stratton at 612.370.2325 for more information
- Entrepreneurial Success:** Business that started 'small' by SBA standards, then developed into a large business. Business must have received SBA assistance. Contact Randy Czaia at 612.370.2314 for more information.
- Jeffrey Butland Family Owned Small Business** – A family owned business that has passed from one generation to another and owner has responsibility for operating the business with at least a 15 year track record Contact Maribel Cuadrado at 612.370.2321 for more information.

Small Business Champions of the Year: Those who promote small business, including volunteering time and services to small business interests and groups, advocating the cause of small business in the legislative process. Champions need not be small business owners. (The name of the SBA contact person is in parenthesis).

- Women in Business Champion (Cindy Collett, 612.370.2312)**
- Veteran Small Business Champion (Tom Osborne, 612.370.2356)**
- Home Based Business Champion (Twila Kennedy, 612.370.2300)**
- Minority Small Business Champion (Nan Ritz, 612.370.2316)**
- Financial Services Champion (Mel Boser, 612.370.2335)**

NOMINEE INFORMATION

I nominate _____ Title _____

Company/Organization _____ Address _____

Phone _____ Fax _____ E-mail _____

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

NOMINATOR'S INFORMATION:

Nominator Name _____ Title _____

Organization _____

Address _____

Phone _____ Fax _____ E-mail _____

Reply by **October 10, 2012**

Mail (or fax (612)370-2303) this form to:
Small Business Awards 2013
U.S. Small Business Administration
100 North 6th Street, Suite 210-C
Minneapolis, MN 55403

For more information, please contact: (612) 370-2324 or minneapolis.mn@sba.gov. Self-nominations accepted. This form may be duplicated. **For further consideration, a nomination binder with detailed materials will be requested.** SBA will contact the nominator with details.

Thanks for your support!

2013 NOMINATION CRITERIA BY CATEGORY

SMALL BUSINESS PERSON OF THE YEAR

- Staying power – a substantiated history as an established business
- Growth in number of employees
- Increase in sales and/or unit volume
- Current and past financial reports (profit and loss statements & balance sheets for the past three years.)
- Innovativeness of product or service
- Response to Adversity
- Contributions to aid community-oriented projects

SMALL BUSINESS EXPORTER OF THE YEAR

- Increased sales, profits and/or growth of employment because of exporting
- 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
- Volunteer assistance to other small businesses entering the export market

SBA YOUNG ENTREPRENEUR OF THE YEAR

- Evidence of success as measured by sales and profits
- Increased employment opportunities
- Development and utilization of innovative or creative business methods
- Demonstrated entrepreneurial potential for long-term success

ENTREPRENEURIAL SUCCESS

- Staying power - a substantiated history of an established business, including sustained expansion, steady growth including and increased net worth
- Growth in number of employees (sustained over a minimum of 3 years)
- Increase in sales/and or unit volume - consistent growth
- Current & past financial performance (profit & loss statements and balance sheets for the last 3 years)
- SBA assistance – document the type and amount of assistance and the years obtained
- Innovativeness of product/service – describe uniqueness of product or service
- Response to adversity – examples of problems overcome
- Contributions to the community

JEFFREY BUTLAND FAMILY OWNED SMALL BUSINESS

- Evidence of success as measured by sales and profits. (Profit & Loss statements and balance sheets for the past three years)
- 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 SMALL BUSINESS CHAMPION

- Active support for legislative or regulatory action designed to help small business
- Evidence of increased business opportunities for veterans as a result of the nominee's actions
- Advisory activities to improve awareness among veterans' groups of the small business opportunities
- Advocacy of special consideration for veteran-owned small businesses in government policymaking
- Demonstrated success in obtaining support within the community for the establishment of veteran-owned small businesses
- Other accomplishments demonstrating the nominee's effective advocacy of veteran-owned small businesses

FINANCIAL SERVICES CHAMPION

- Outside of regular business duties, the amount and quality of assistance given small businesses in obtaining financing
- Advocacy of changes in the financial services industry to assist small firms
- Encouragement of the flow of investment capital to small ventures
- Active support for legislative or regulatory action designed to help small firms
- Other significant contributions made by the nominee through financial services or accounting industry to advance small business interests

WOMEN IN BUSINESS CHAMPION

- Active support for legislative or regulatory action designed to help small business
- Efforts to increase business and financial opportunities for women
- Legal, financial or managerial assistance provided to enhance women's business ownership
- Volunteer efforts to strengthen the role of women owned businesses in the community
- Advocacy of the women-owned business community as a whole, not solely for individual personal advancement
- Other accomplishments demonstrating effectiveness in improving environment for the creation and expansion of women owned businesses

MINORITY SMALL BUSINESS CHAMPION

- Volunteer efforts beyond professional responsibilities to advance minority small business interests within the community, state and/or nation
- Demonstrated efforts to improve conditions in the minority small business community as a whole, not solely for individual personal advancement
- Voluntary efforts to provide professional services to the minority small business community in a legal, legislative, management or financial capacity
- Demonstrated accomplishments in advising minority small business groups of opportunities within the overall business community
- Other accomplishments demonstrating the nominee's merit as an effective advocate for minority small business interests

HOME-BASED BUSINESS CHAMPION

- Volunteered time and energy to improve conditions for home-based businesses
- Engaged in entrepreneurial training, policy development efforts, or financial or business planning specifically tailored for home-based businesses
- Demonstrated interest in home based-business as an owner or former owner
- Measurable accomplishments in advancing home-based businesses such as initiating public policy or expansion of a program