



U.S. Small Business  
Administration

# 2020 Dallas/Fort Worth District District Small Business Award Guidelines Supplement

## Introduction

In recognition of the small business community's contribution to the American economy and society, the President of the United States designates one week each year as National Small Business Week. Leading up to National Small Business Week 2020, the U.S. Small Business Administration (SBA), often in conjunction with public- and private-sector small business supporters, will host special events at the local and state levels to honor and present awards to local entrepreneurs.

## SBA Awards for District Competition

**Young Entrepreneur of the Year**

**Family-Owned Small Business of the Year**

**Entrepreneurial Success Award**

**Financial Services Champion of the Year**

**Home-Based Business Champion of the Year**

**Minority Small Business Champion of the Year**

**Veteran Small Business Champion of the Year**

**Women Small Business Champion of the Year**

## For more information

Please contact Ahmad Goree at 817-684-5500 or [ahmad.goree@sba.gov](mailto:ahmad.goree@sba.gov)

*The nomination, eligibility criteria, selection process, evaluation criteria and time frame for the various SBA Awards selected from nominated individuals or businesses are set forth below. The Agency reserves the right, in its sole reasonable discretion, to remove a nominee from the selection process.*

---

*All SBA programs and services are provided on a nondiscriminatory basis.*

---

**SBA DFW District Awards**

---

**Small Business Awards**

1. Young Entrepreneur of the Year
2. Family-Owned Business of the Year
3. Entrepreneurial Success Award

**Small Business Champion Awards**

4. Financial Services Champion of the Year
5. Home-Based Business Champion of the Year
6. Minority Small Business Champion of the Year
7. Veteran Small Business Champion of the Year
8. Women in Business Champion of the Year

---

## Small Business Awards

---

### *Entrepreneurial Success Award*

---

Individuals must own and operate businesses initially launched as a small business according to SBA size standards and subsequently developed into large businesses; and they must have received SBA assistance to help the businesses grow.

#### **Evaluation/selection criteria for the SBA Entrepreneurial Success award:**

1. **Staying power** — a substantiated history as an established business; including:
  - a. Number of years in business; minimum three years.
  - b. Sustained expansion, addition of territories, growth in square footage occupied.
  - c. Steady growth in net worth as evidenced by total assets less total liabilities on calendar year end annual balance sheets for 2016, 2017 and 2018.
2. **Growth in number of employees** — a benchmark to judge the impact of the business on the job market.
  - a. Sustained over a minimum of three years.
  - b. Increase over the three years must be in excess of growth in Gross National Product.
3. **Increase in sales and/or unit volume** — an indication of continued growth over the last three years. Consistent growth in net income as evidenced by fiscal year annual profit-and-loss statements for calendar years 2016, 2017 and 2018.
4. **Current and past financial performance** — financial reports substantiate an improved financial position of the business.
  - a. Profit-and-loss statements for the last three years, reflecting sustained upward growth.
  - b. Balance sheets for calendar years 2016, 2017 and 2018, showing consistent increase in net worth and/or partners' return.
5. **SBA Assistance** – documentation of the type(s) and amount(s) of SBA assistance received by the business and the year(s) in which it was received.

---

### *Young Entrepreneur of the Year*

---

To be considered a young entrepreneur, the individual must serve as a majority owner and operate or bear principal responsibility for operating a small business with a three year track record, and who will not have reached the age of 30 by June 1, 2019.

1. Evidence of success as measured by sales and profits.
2. Increased employment opportunities created by the nominee's business.
3. Development and/or utilization of innovative or creative business methods.
4. Demonstrated entrepreneurial potential necessary for long-term business success and economic growth.

---

### *Family-Owned Business of the Year*

---

This award honors a family-owned and operated business which has been passed on from one generation to the next. The owner must also serve as a majority owner and operator or bear principal responsibility for operating a small business with **at least a 15-year track record**.

1. Evidence of success as measured by sales and profits.

2. Increased employment opportunities for family members and non-family members for the nominee’s business.
3. Demonstrated potential necessary for long-term business success and economic growth.
4. Voluntary efforts to strengthen family-owned businesses within the community.

**Who is eligible to be nominated for these awards?**

To be nominated to receive this award, the nominee must be an individual who owns and operates, or who bears principal responsibility for operating a business. Partners who jointly own and operate a business may be nominated as a “team,” so long as the number of individuals in the team nomination does not exceed four. Nominees must also be residents of and employed in the United States or its territories and will be subject to background checks.

**Who may submit nominations for these awards?**

Any individual or organization dedicated to the support of the small business community in the United States, including, but not limited to, trade and professional associations and business organizations, may submit nominations for this award. Individuals may not be nominated for more than one National SBW 2020 award category. Individuals may self-nominate for this award. SBA employees may help to solicit nominations, but they cannot submit nominations on behalf of the nominee.

**What information must the nomination package contain?**

Nominations must contain the information required below. Incomplete nomination packages will not be considered. **All evaluation/selection criteria listed above for the award category must be specifically addressed.**

A complete nomination package will include:

- 1) A completed background form (**SBA Form 3300, Award Nomination Background Form**) which is available through SBA district offices and the online at <https://www.sba.gov/nsbw/awards>. For “team” nominations, a background form is required for each team member;
- 2) A brief biography of the nominee, **not to exceed one page**. For “team” nominations, a biography is required for each team member;
- 3) A business profile that includes a description of the nominee’s business and **information to support the evaluation/selection criteria** listed above.
- 4) The nominee’s financial performance in the following format:

Financial Summary			
Year	2016	2017	2018
Number of Employees			
Total Sales			
Net Profit (Before Tax)			
Total Assets			
Total Liabilities			
Net Worth			

Based on the financial chart provided above, please explain in more detail the business's year to year changes in financial health (e.g. sales, net profit, net worth) and number of employees.

- 5) Additional supporting documentation deemed significant by the nominator, including news clips, letters of recommendation and other evidence of the appropriateness of the nomination (supporting documentation must not exceed 10 pages). Videos will not be considered;
- 6) An original 8" x 10" or 5" x 7" photo of the nominee or a digital photo – at least 300 dpi; photocopies are not acceptable. For "team" nominations, a group photo is acceptable

*Small Business Champion Awards*

To be nominated and receive one of these awards, the small business nominee must fit within the category of the award. Each of the Small Business Champion awards will be rated based on the specific evaluation criteria listed below:

*Financial Services Champion of the Year*

An individual who assists small businesses through advocacy efforts to increase the usefulness and availability of accounting or financial services for small businesses may be nominated. Nominees may or may not be small business owners.

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

*Home-Based Business Champion of the Year*

An individual who has experienced the rewards and difficulties of owning a home-based business and has volunteered to improve the climate for these businesses may be nominated. Nominees may or may not be current small business owners.

1. Volunteer efforts to improve the conditions for home-based businesses.
2. Entrepreneurial training, policy development efforts, or financial or business planning specifically tailored for home-based businesses.
3. Demonstrated interest in home-based businesses by an owner or former owner.
4. Measurable accomplishments in advancing home-based businesses, such as adoption of public policy or expansion of a program.

*Minority Small Business Champion of the Year*

An individual who has fulfilled a commitment to the advancement of small business opportunities for minority business owners may be nominated. Nominees may or may not be small business owners.

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

***Veteran Small Business Champion of the Year***

An individual who has fulfilled a commitment to the advancement of small business opportunities for veterans of the U.S. armed forces may be nominated. Nominees may or may not be veterans.

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

***Women in Business Champion of the Year***

An individual who has fulfilled a commitment to the advancement of women’s business ownership may be nominated. Nominees may or may not be small business owners.

1. Active support for legislative or regulatory action designed to help small businesses.
2. Efforts to increase business and financial opportunities for women.
3. Legal, financial or managerial assistance provided to enhance women’s business ownership.
4. Voluntary efforts to strengthen the role of women business owners within the community.
5. Advocacy of the women-owned business community as a whole, not solely for individual personal advancement.
6. Other accomplishments demonstrating effectiveness in improving the environment for the creation and expansion of businesses owned and operated by women.

**Who may submit nominations for these awards?**

Any individual or organization dedicated to the support of the small business community in the United States, including, but not limited to, trade and professional associations and business organizations, may submit nominations for these Small Business Champion Awards. SBA employees may help to solicit nominations, but they cannot submit nominations on behalf of the nominee.

Individuals may not be nominated for more than one 2020 award category.

**Where are the nominations to be sent?**

Nominations must be submitted to the U.S. Small Business Administration district office in the state or territory where the nominee is located. Nominations may be mailed or hand delivered to the District Office. These awards may not be emailed.

**What information must the nomination package contain?**

Nominations must contain the information required below. Incomplete nomination packages will not be considered. All evaluation/selection criteria must be specifically addressed. A complete nomination package includes:

- 1) A completed background form (**SBA Form 3300, Award Nomination Background Form**) which is available through SBA district offices and the online at <https://www.sba.gov/nsbw/awards>. For “team” nominations, a background form is required for each team member;

- 2) A brief biography of the nominee, **not to exceed one page**. For “team” nominations, a biography is required for each team member;
- 3) A business profile, if applicable, that includes a description of the nominee’s business and **information to support the evaluation/selection criteria** listed above.
- 4) Additional supporting documentation deemed significant by the nominator, including news clips, letters of recommendation and other evidence of the appropriateness of the nomination (supporting documentation must not exceed 10 pages). Videos will not be considered;
- 5) An original 8” x 10” or 5” x 7” photo of the nominee or a digital photo – at least 300 dpi; photocopies are not acceptable. For “team” nominations, a photo is required for each team member.

**What are the selection procedures for these awards?**

The SBA Small Business Champions will be selected at the district level by a panel of judges. District winners will be announced during National Small Business Week.

*The Agency reserves the right, in its sole reasonable discretion, to remove a nominee from the selection process.*