

2010 Massachusetts Entrepreneurial Success Award

Massachusetts
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Every year since 1963, the President has proclaimed National Small Business Week to recognize the contributions of small businesses to America's economy.

During Small Business Week, to be held May 24 thru May 28, 2010, the SBA will honor exceptional small business owners and advocates in Washington, D.C.

In Massachusetts, we will celebrate the achievements of our state award winners with an event next year.

Who Qualifies?

Any individual who owns, operates or bears principal responsibility for operating a business. A nominee for this award must own or operate a business that initially was defined as "small" under the applicable SBA size standards (see sized standards at: www.sba.gov/size/), developed into a large business and must have received SBA assistance. All nominees for SBA awards must be residents of and employed in the United States and will be subject to background checks. Businesses owned and operated by nominees must comply with federal civil rights laws.

Evaluation Criteria for Entrepreneurial Success Award

A complete nomination package must contain all of the following:

1. A single cover page with —
 - the nominee's full name, title, business and home addresses with telephone and fax numbers, e-mail address and website.
 - the award for which the nomination is being made;
 - a one-paragraph description of the nominee's business
2. A digital photo of the nominee.
3. A nomination letter from the person or organization submitting the nomination.
4. A brief biography of the nominee.
5. Any other support documentation deemed significant by the nominator, including news clips, letters of recommendation, and other evidence of the appropriateness of the nomination.
6. A completed *Award Nomination Consent Form* (SBA Form 2137).
7. A completed *Award Nomination Form* (SBA Form 3300).

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In addition, the nomination package must address each of the following criteria with a narrative describing how the company meets or exceeds each of the elements.

8. Increase in sales and/or unit volume – an indication of continued growth over the last 3 years. (The nomination package must include profit-and-loss statements and balance sheets for the past three years.)
9. Growth in number of employees – a benchmark to judge the impact of the business on the job market.
10. SBA assistance – a statement documenting the type(s) and amount(s) of SBA assistance received by the business and the year(s) in which it was received must be provided.
11. Innovativeness of product or service offered – an illustration of the creativity and imagination of the business demonstrating its ability to remain competitive.
12. Response to adversity – examples of problems faced in the business and the methods used to solve them, including a specific description of financial, physical, legal or other crisis, substantiation of the threat to the continuity of the business and defined actions taken to resolve the crisis.
13. Evidence of contributions to community-oriented projects – while community involvement is essential for any business, regardless of size, the added resources of larger businesses demand an even greater role in advancing the interests of the community.

Note: The judges will score the nomination packages in this category by carefully reviewing elements 8-13.

Contact Elizabeth Moisuk at 617-565-5569, or e-mail her at elizabeth.moisuk@sba.gov with questions. All nominations must be postmarked or hand delivered no later than November 16, 2009.