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## SBA 2011 WASHINGTON STATE SMALL BUSINESS AWARD COMPETITION

*Celebrating the entrepreneurial spirit of Washington State's small  
business community*

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***Nomination deadline: Monday, November 29<sup>th</sup>***

Help us recognize outstanding leaders in the small business community. Any individual or organization dedicated to the support of the small business community, including, but not limited to, trade and professional associations and business organizations may submit nominations. A company/owner may self-nominate. SBA's size standards (<http://www.sba.gov/size>) apply in defining a business as small. Nominees must be residents of the U.S. or its territories and will be subject to background checks and must comply with federal civil rights laws. Individuals may not be nominated for more than one award category. See award descriptions below for specific nomination eligibility.

Submit completed form(s) to the SBA Seattle District Office by e-mail to [carol.andersen@sba.gov](mailto:carol.andersen@sba.gov), fax 202-481-0633 or mail U.S. Small Business Administration, Attn: Carol/SBW 2011, 2401 Fourth Avenue, Suite 450, Seattle, WA 98121. Contact Carol if you have questions. [carol.andersen@sba.gov](mailto:carol.andersen@sba.gov) or 206-553-7315.

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### AWARD CATEGORIES (Check one)

- Small Business Person of the Year:** Having at least three years of business experience, candidates must demonstrate staying power – substantiated history as an established business. Candidates must also show growth in net worth and business expansion (documented with financial statements); increased jobs; increased sales; innovativeness of products or services; response to adversity, and; contributions to community-oriented projects. Individuals who have received the small business person of the year award at the state level within the past five years are not eligible. While SBA assistance is not required, it is preferred.
- Entrepreneurial Success Award:** Nominee must own and operate a business initially launched as a small business and subsequently developed into a large business, *and* must have received SBA assistance to help the business grow. Having at least three years of business experience, candidates must demonstrate staying power – substantiated history as an established business. Candidates must also show growth in net worth and business expansion (documented with financial statements); increased jobs; increased sales; innovativeness of products or services; response to adversity, and; contributions to community-oriented projects.

**Small Business Champion Awards:** *Those who promote small business above and beyond the call of their professional duties and responsibilities, advocating the cause of small business. To receive one of these awards, the small business nominee must fit within the category of the award:*

- Small Business Exporter of the Year:** Candidates must own and operate a small business engaged in exporting for three years. Financial statements document significantly increased export sales, profits and job growth.
- SBA Young Entrepreneur of the Year:** Owner will not reach the age of 30 by June 1, 2011 and with three years of financial statements must demonstrate a history of success with growth in sales and profits. Nominee must also show increased jobs, innovative products, and must demonstrate potential for future growth.
- Jeffrey Butland Family-owned Small Business of the Year:** This award honors a family-owned and operated business which has been passed on from one generation to another with at least a 15-year track record and a demonstrated history of success with growth in sales and profits (documented by three years of financial statements), increased jobs, potential for future growth, and volunteer efforts to strengthen family-owned businesses in the community.
- Financial Services Champion of the Year:** Nominee assists small businesses through advocacy efforts to increase the usefulness and availability of accounting or financial services for small businesses. The amount and quality of financial assistance provided small businesses and advocacy of legislative or regulatory changes and improvements in the financial services or accounting industries. Nominee may or may not be small business owners.
- Home-Based Business Champion of the Year:** Nominee has experienced the rewards and difficulties of owning a home-based business and has volunteered to improve the climate for these businesses. Nominee may or may not be small business owners.
- Minority Small Business Champion of the Year:** Nominee who has fulfilled a commitment to support the advancement of small business opportunities for minority business owners. Nominee may or may not be small business owners.
- Veteran Small Business Champion of the Year:** Nominee has fulfilled a commitment to the advancement of small business opportunities for veterans of the U.S. armed forces. Nominee may or may not be veterans.
- Women in Business Champion of the Year:** Nominee supports legislative or regulatory action and other efforts to increase small business opportunities for women. Nominee may or may not be small business owners.

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### NOMINEE INFORMATION

I nominate \_\_\_\_\_ For the \_\_\_\_\_ award,  
 Title \_\_\_\_\_ Company/Organization \_\_\_\_\_  
 Business Address \_\_\_\_\_ City \_\_\_\_\_ Zip \_\_\_\_\_  
 Home Address \_\_\_\_\_ City \_\_\_\_\_ Zip \_\_\_\_\_  
 Phone \_\_\_\_\_ FAX \_\_\_\_\_ E-mail: \_\_\_\_\_

Short description of business and business owner(s) and reason why they deserve nomination.

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### NOMINATOR'S INFORMATION

Nominator Name \_\_\_\_\_ Title \_\_\_\_\_ Company/Organization \_\_\_\_\_  
 Address \_\_\_\_\_ City \_\_\_\_\_ Zip \_\_\_\_\_  
 Phone \_\_\_\_\_ FAX \_\_\_\_\_ E-mail: \_\_\_\_\_

Upon receipt of this form, the nominee will be notified of your nomination and asked to complete a candidate's package and supporting documentation (including profit and loss statements, if applicable). Winners from each category will be recognized at the "Washington State Small Business Awards Gala" in April 2011 and compete for nationwide honors during National Small Business Week in May 2011.

**Nomination Deadline: Monday, November 29th**

**Questions?? Carol Andersen 206-553-7315 or [carol.andersen@sba.gov](mailto:carol.andersen@sba.gov)**