

2011 SBA West Virginia Entrepreneurial Success Award

U.S. Small Business Administration



Your Small Business Resource

Who Qualifies?

To be nominated and 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 does not exceed four. All nominees must be residents of and employed in the United States and will be subject to background checks. Small businesses owned and operated by nominees must comply with federal civil rights laws. A nominee must own or operate a business that was initially defined as "small" under the applicable SBA size standards, developed into a large business and must have received SBA assistance to help the business grow. See www.sba.gov/services/contractingopportunities/officials/size/table/index.html for size standards.

Evaluation Criteria

A complete nomination package must contain all of the following:

1. A single cover page with –
 - a. The nominee's full name, title, business and home addresses with telephone and fax numbers, email address and website;
 - b. The award for which the nomination is being made;
 - c. The nominator's name, title, place of business, business address, telephone number and email address;
 - d. A one-paragraph description of the nominee's business
2. An original 8X10, 5X7 or digital photo of the nominee.
3. Four or five additional photos of the nominee's company.
4. A nomination letter from the person from the person or organization submitting the nomination, not to exceed four pages.
5. A brief biography of the nominee and a business profile not to exceed one page each.
6. Any other supporting documentation such as: news clips, letters of recommendation, and other evidence of the appropriateness of the nominee. Supporting documentation must not exceed 10 pages. Videos will not be considered.
7. A completed [Award Nomination Consent Form](#) (SBA Form 2137).
8. A completed [Award Nomination Form](#) (SBA Form 3300).

West Virginia
District Office
320 West Pike Street
Suite 330
Clarksburg, WV
26301
304-623-5631
www.sba.gov/wv

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, held May 18 thru May 20, 2011, the SBA will honor exceptional small business owners and champions in Washington D.C.

In West Virginia, we will celebrate the achievements of our state award winners with our annual Small Business Week Celebration in May of 2011.

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

9. **Staying Power** – a substantiated history as an established business; including:
 - a. Number of years in business.
 - 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 fiscal year end annual balance sheets over three years.
10. **Growth in number of employees** – a benchmark to judge the impact of the business on the job market – sustained over a minimum of three years. Increase over the three years must be in excess of GNP.
11. **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 profit and loss statements over a minimum of three years (to illustrate growth).
12. **Current and past financial reports** – financial reports substantiate an improved financial condition. The following financial statements must be provided to substantiate the financial position of the business:
 - a. Profit-and –loss statements for the last three years, reflecting sustained upward growth.
 - b. Balance sheets for the last three years, showing consistent increase in net worth and/or partners' return
13. **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.
14. **Innovativeness of product or service offered** – an illustration of the creativity and imagination of the nominee.
 - a. Specific description of uniqueness of product or service.
 - b. Explanation of how product or service fits a niche not being adequately addressed by the competition.
15. **Response to adversity** – examples of problems faced in the nominee's business and the methods used to solve them, including:
 - a. Specific description of financial, physical, legal or other crisis.
 - b. Substantiation of the threat to the continuity of the business.
 - c. Defined actions taken by the nominee to resolve the crisis.
16. **Contributions to aid community-oriented projects** – evidence of the use of his/her personal time and resources, including:
 - a. Listing of specific contributions of money, time, or resources to charitable causes.
 - b. Memberships in councils, boards and clubs providing support and services to the community.

Note: The judges will score the nomination packages in this category by carefully reviewing elements 9 through 16.

Contact Rick Haney at 304-623-7449 (email: richard.haney@sba.gov) with questions. All nominations must be postmarked or hand delivered no later than November 22, 2010.