

2008 Small Business Awards

Help us recognize outstanding leaders in the small business community...

SBA's Michigan District Office is now accepting nominations for its 2008 Small Business Awards, including the Michigan Small Business Person of the Year.

The process is simple:

- **Submit a one-page preliminary nomination letter, in any format, to the District Office no later than November 9.**
- Those who advance to the final selection stage will be asked to submit a more detailed nomination packet. (This will be due by December 7.)

All award winners will be honored at the **Fourth Annual Michigan Celebrates Small Business Entrepreneurial Awards Event** on April 24, 2008 and will be in contention for SBA's national awards.

A list of our awards is attached. If you have any questions, please call the Michigan District Office at (313) 226-6075 x279.

Send your nominations by mail to: SBA, Attn: District Director, 477 Michigan Avenue, Room 515, Detroit, MI 48226 or by email to michigan@sba.gov. Nominators should include their email address.



Small Business Awards

Small Business Person of the Year

An individual who owns and operates or bears principal responsibility for operation of a small business may be nominated. Partners who jointly own and operate a business may be nominated as a "team" so long as the team consists of four or fewer individuals.

Entrepreneurial Success Award

This award goes to a nominee who received SBA assistance to help their business grow, and the business subsequently became a large business according to SBA size standards. The nominee must be an individual who owns and operates, or who bears principal responsibility for operating, the business. Partners may be nominated as a team so long as the team consists of four or fewer individuals.

Family-Owned Business of the Year

Nominees must serve as a majority owner and operator or bear principal responsibility for operating a family-owned and operated small business with at least a 15-year track record, which has been passed from one generation to another.

Small Business Exporter

Any individual who owns and operates a small business that has had success in exporting, as shown by such factors as increased sales, creative marketing strategies and encouragement of other small businesses to export, may be nominated.

Young Entrepreneur of the Year

Any individual who serves as a majority owner and operates or bears principal responsibility for operating a small business with at least a three year track record, and who will not have reached the age of 30 by June 1, 2008 may be nominated.

Evaluation Criteria

The small business awards listed above are judged on the following criteria:

- 1. Growth in number of employees** - a benchmark to judge the impact of the business in the job market.
- 2. Increase in sales and/or unit volume** - an indication of continued growth.
- 3. Financial performance** - companies that have not shown a profit will score poorly here.
- 4. Staying power** - a substantiated history as an established business. Companies with a proven track record score better here than start-ups.
- 5. Current and past financial reports** - financial statements for the last three years to substantiate the improved financial position of the business.
- 6. Innovativeness of product or service** - an illustration of the creativity and imagination of the nominee.
- 7. Response to adversity** - examples of problems faced by the nominee's business and the methods used to solve them.
- 8. Contributions by the nominee to aid community-oriented projects** - evidence of the use of his/her personal time and resources.

Small Business Champion Awards

Financial Services Champion of the Year

Individuals who assist 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.

Home-Based Business Champion of the Year

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

Michigan Small Business Counselor of the Year

An award to honor the outstanding contributions from an individual SCORE, SBTDC or WBC business counselor. This individual should be one who repeatedly goes above and beyond the call of his or her job to assist the local small business community.

Minority Small Business Champion of the Year

Individuals who have fulfilled a commitment to support minority entrepreneurship may be nominated. Nominees may or may not be small business owners.

Small Business Journalist of the Year

Journalists representing television, radio, electronic or print media who report and champion small business issues may be nominated.

Veteran Small Business Champion of the Year

Individuals who have fulfilled a commitment to advancing small business opportunities for veterans of the U.S. armed forces may be nominated. Nominees may or may not be veterans.

Women In Business Champion of the Year

Individuals who have fulfilled a commitment to the advancement of women's business ownership may be nominated. Nominees may or may not be small business owners.

Innovation Award

To be eligible for this award, the product or service must have been developed by the applicant and earned revenue for the first time during the year of 2006. Please provide a brief description of the following: product/service; the marketplace the product or service meets; evidence of satisfying the market need; the advantage over similar or previous versions of this product; how the product benefits Michigan's economy; and why the product/service is unique. *(While this is not an SBA award, it will also be presented at the Michigan Celebrates Small Business Entrepreneurial Awards Event.)*