

2018 SMALL BUSINESS AWARDS CATEGORIES & ELIGIBILITY CRITERIA

Loudoun Destination Business of the Year

This award honors those outstanding small businesses that offer entertainment, recreational, cultural, historical or culinary experiences that attract visitors and Loudoun residents. Examples include theatres, wineries, breweries, shops, restaurants, B&Bs and equestrian facilities. Farms that welcome visitors, offer retail sales or sell at local farmers markets are eligible

Main Street Business of the Year

Main Street Businesses don't need Main Street addresses, they just have to be locally owned companies that sell products directly to consumers or businesses and from a retail location. The main qualification is that the majority of revenues must be subject to Virginia Sales Tax.

Superior Service Business of the Year

Want to win this award? Then demonstrate your business offers a superior service to your customer, whether consumers or businesses. Businesses that demonstrate exceptional value, customer service and innovation are what we are looking for. To be eligible a business must derive a majority of their annual revenue that is exempt from Virginia Sales Tax.

Virtual Business of the Year

This award is for businesses located either in the business owner's home, or in co-working or shared space. Businesses that are the sole occupants of traditional commercial, office, retail or flex-industrial space do NOT qualify. Subsidiary businesses with locations inside the facility of a larger business with whom it has a commercial relationship also do NOT qualify.

Social Profit Organization of the Year

Loudoun's economy needs both healthy for-profit and nonprofit sectors. The social profit organization that earns this award must be well-managed and deliver essential programs and/or services to Loudoun's citizens. They also must be located in Loudoun, be designated by the IRS as a 501(c) 3 entity or a fund of a community foundation.

Technology Innovator of the Year

Loudoun is a hub of technology innovation. We are looking to honor small businesses that offer truly innovative technological products, services or other offerings. This can include software, hardware, cybersecurity, e-commerce, technical support or web development products or services. What matters most is that your IT business demonstrates a commitment to innovation and offers truly unique solutions to your customers, partners and the community.

Health and Wellness Business of the Year

This award recognizes businesses that provide products and/or services that support the health and wellness of their customers, patients or their client's employees. Successful applicants will demonstrate innovative and effective approaches to engaging their clients or patients in ways that advance wellness in the workplace and cultivate an active, healthy lifestyle.

Loudoun's 2018 Exceptional Entrepreneur

Risk-taker. Innovator. Leader. Creator of unique ways to deliver value to customers. These all define our 2018 Exceptional Entrepreneur. Think you deserve this prestigious award? Then demonstrate your exceptional performance in starting and growing a business. Skills we are looking for include product or service development, financial management, capital attraction, marketing, sales growth, strategic planning and customer service.



**LOUDOUN
CHAMBER**
1968 ★ FIFTY YEARS ★ 2018

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Small Business of the Year

This is the greatest honor the Loudoun Chamber can bestow on a small business. To earn this honor, your business must prove that it is truly the “best of the best” of all eligible small businesses in Loudoun. So tell us how you have achieved outstanding results in these areas: revenue growth, market share, customer service, marketing, competitive position, community service and innovation.

Any business can directly apply for this Award. Those that earn a 2018 Small Business Award in any of the other categories are automatically named finalists for this award.

Selection Process

The selection committee evaluates your nomination SOLELY on the information you provide. Your answers to the questions are strictly confidential and the supporting materials along with any presentations you provide are critical to the evaluation process. The deadline to submit your application & supporting materials is August 17, 2018 at 4 p.m.

General Business Eligibility Criteria

- Annual revenues may not exceed \$12 million.
- Subsidiaries of another business are ineligible.
- Nominees must have a valid business license.
- Total employee count may not exceed 60 at any time during the 12 months immediately prior to August 31, 2018.
- For eligibility purposes, part-time employee counts for one-half of a full-time employee.
- Agricultural businesses may exceed the 60 full-time employee maximum during harvest season (Aug. 1-Oct. 31).
- Past winners are ineligible to compete in the same category for three years.
- Any business located in Loudoun County is eligible.
- Businesses located outside of Loudoun County must be a Loudoun Chamber member.
- Businesses must have completed one full year of operation prior to August 31, 2018.

Visit the Loudoun Chamber website, LoudounChamber.org for more information, or call 571.209.9037.