



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

2018 SMALL BUSINESS AWARDS CATEGORIES & ELIGIBILITY CRITERIA

Every citizen in Loudoun is invited to nominate a deserving business, entrepreneur or nonprofit organization for Loudoun County Small Business Awards in one of 9 categories. For 24 years, we have been honoring small businesses for their achievements and contributions to Loudoun's world class quality of life.

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 budget may not exceed \$12 million.
- Subsidiaries of another organization 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, 2017.
- 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 organization located in Loudoun County is eligible.
- Organization that are located outside of Loudoun County must be a Loudoun Chamber member.
- Businesses must have completed one full year of operation prior to August 31, 2017.

*Local Franchises owners are eligible if they meet all other criteria.

NONPROFIT ELIGIBILITY CRITERIA

- Annual budget may not exceed \$12 million.
- Nominees must provide IRS exemption letter
- Total employee count may not exceed 21 at any time during the 12 months immediately prior to August 31, 2017.
- For eligibility purposes, part-time employee counts for one-half of a full-time employee.
- Past winners are ineligible to compete in the same category for three years.
- Any organization located in Loudoun County is eligible.
- Organization that are located outside of Loudoun County must be a Loudoun Chamber member.

2018 SBA CATEGORIES

Loudoun Destination Business of the Year

This award honors those small businesses that offer outstanding entertainment, recreational, cultural, historical or culinary experiences that attract visitors and Loudoun residents alike. 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 you earn must be subject to Virginia Sales Tax.

Continued on the next page.

2018 SMALL BUSINESS AWARDS CATEGORIES & ELIGIBILITY CRITERIA

Superior Service Business of the Year

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

Virtual Business of the Year

This award is for businesses located either in the 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 do NOT qualify.

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. 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 & 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.

Nonprofit Organization of the Year *(separate application)*

Loudoun's economy depends on a healthy and thriving nonprofit sector. The nonprofit organization that earns this award must be a well-managed organization 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/and a fund of a community foundation.

Loudoun's 2018 Exceptional Entrepreneur *(separate application)*

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.

Small Business of the Year (SBOY)

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, customer service, marketing, competitive position, community service and innovation.

* Industry category winners from the previous three years are automatically nominated for this category. The category winners of the current year will automatically be evaluated for SBOY.