

# 2024 SMALL BUSINESS AWARDS CATEGORIES & ELIGIBILITY CRITERIA

## CELEBRATING 30 YEARS!

For the past 30 years, the Loudoun Small Business Awards has honored our community's most outstanding small businesses, entrepreneurs and nonprofit organizations for their outstanding achievements and contributions to Loudoun's world class quality of life. The information below describes the process, criteria and categories by which the Loudoun Chamber chooses the finalists and winners for this prestigious 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 Thursday, August 22, 2024 at 4 p.m.

### GENERAL BUSINESS ELIGIBILITY CRITERIA

- Annual revenue may not exceed \$12 million.
  - Subsidiaries of another organization are ineligible.\*
  - Nominees must have a valid business license.
  - Total full-time employee count may not exceed 60 at any time during the 12-months immediately prior to August 31, 2024.
  - 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, 2024.
- \*Local franchise owners are eligible if they meet all other criteria.*

### NONPROFIT ELIGIBILITY CRITERIA

- Annual budget may not exceed \$12 million.
- Nominees must provide IRS determination letter
- Total employee count may not exceed 60 at any time during the 12 months immediately prior to August 31, 2024.
- 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.

## 2024 SMALL BUSINESS AWARDS CATEGORIES

### 2024 Loudoun Exceptional Entrepreneur of the Year *(separate application)*

Risk-taker. Innovator. Leader. Creator of unique ways to deliver value to customers. These all define our 2024 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.

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## 2024 SMALL BUSINESS AWARDS CATEGORIES

*(continued)*

### **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.

### **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.

### **Consumer Service Business of the Year**

This award is for businesses that offer superior service to consumers. We are looking for businesses that demonstrate exceptional value, customer service, and innovation. To be eligible, most of your annual revenue must be derived from services offered to consumers.

### **Professional Service Business of the Year**

This award is for those who demonstrate superior service to business customers. This business must exemplify outstanding customer service and reliability, whether a one-time service like onboarding and implementation or ongoing services like training and project management. To be eligible, most of your annual revenue must be derived from services offered to other businesses.

### **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.

### **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.

### **2024 Small Business of the Year (SBOY)**

This is the greatest honor the Loudoun Chamber can bestow on a Loudoun small business. The 2024 Small Business Awards category winners are the only businesses eligible for this honor. [View former winners here](#)