

SBA Definitions of Awards

SMALL BUSINESS PERSON OF THE YEAR

At National Small Business Week 2001, in conjunction with the 34th Annual Joint Industry/SBA Procurement Conference, the U.S. Small Business Administration (SBA) recognizes outstanding small business owners for their personal achievements and contributions to our nation's economy. One outstanding entrepreneur is named to represent each state, the District of Columbia, Puerto Rico and Guam as the state Small Business Person of the Year. From this group, the national Small Business Person of the Year is chosen.

Trade associations, chambers of commerce and business organizations frequently sponsor candidates. Sponsors submit a nomination package to the nearest SBA district office for review and selection by each district's Small Business Advisory Council. Nomination packages are then sent to regional SBA offices and prepared for transmittal to the SBA Office of Advisory Councils for review. The national Small Business Person of the Year, as well as two runners-up, are selected by the SBA Administrator based on the recommendations of the National Advisory Council and are announced during Small Business Week.

Selection criteria for Small Business Persons of the Year are:

- Staying power: a substantiated history as an established business.
- Growth in number of employees: a benchmark to judge the impact of the business on the job market.
- Increase in sales and/or unit volume: an indication of continued growth.
- Current and past financial reports: substantiating the improved financial position of the business; a profit-and-loss statement and balance sheet for the last three complete years.
- Innovative product or service: illustration of the creativity and imagination of the nominee.
- Response to adversity: examples of problems faced in the nominee's business and the methods used to solve them.
- Contributions by nominee to aid community- oriented projects: through the use of his/her personal time and other resources.

Small Business Advocates and Special Award Winners During Small Business Week 2001, Small Business Advocates and Special Award Winners will also be honored.

A Small Business Advocate is an individual who has used his or her professional expertise or personal talents to further the understanding and awareness of small business. These individuals have also taken an active role in creating opportunities for small business.

The following small business advocate awards will be presented:

- Minority Small Business Advocate of the Year
- Women in Business Advocate of the Year
- Veteran Small Business Advocate of the Year
- Accountant Advocate of the Year
- Financial Services Advocate of the Year
- Media Advocate of the Year

The Special Awards category recognizes a top young entrepreneur, a small

business exporter and a former "small" business by SBA size standards that has grown into a large business with SBA assistance. The following special awards will be presented:

Small Business Exporter of the Year
SBA Young Entrepreneur of the Year
Entrepreneurial Success Award

Phoenix Awards are given to those individuals whose efforts and contributions have enabled their businesses or communities to recover successfully from a disaster. Three Phoenix Awards will be given:

Phoenix Award for Small Business Disaster Recovery. Criteria includes: any individual who owns and operates a small business that suffered physical damage following a disaster and received an SBA physical disaster loan during fiscal 1999 and/or fiscal 2000; suffered at least 40 percent damage that was not covered by insurance; successfully resumed business operations within the same area; maintained at least 90 percent of its pre-disaster employment level; contributions to the local community; speed of recovery; initiative and innovation displayed during recovery; efforts made by the business to protect the property from future disaster losses.

Phoenix Award for Outstanding Contribution to Disaster Recovery. This award will be presented to a private-citizen volunteer and to a state or local government official who made outstanding contributions to the community's recovery following a natural disaster.

In 2001, in conjunction with the 34th Annual Joint Industry/SBA Procurement Conference, SBA will recognize award recipients for outstanding accomplishments and achievements in their small business programs. The winners have been voted the best in supporting SBA and its mission on the basis of stringent criteria and strict guidelines. Recognition will be given to:

Dwight D. Eisenhower Award for Excellence - honor large prime contractors who have excelled in their utilization of small businesses as suppliers and subcontractors.

Administrator's Award for Excellence - to small businesses nominated for consideration as regional Prime Contractors and Subcontractors of the Year.

Small Business Prime Contractor of the Year/

Small Business Subcontractor of the Year - small businesses that have provided the government and industry with outstanding goods and services, either as prime contractors or as subcontractors.

Frances Perkins Vanguard Award - honors government and industry for their excellence in the use of women-owned small businesses as prime contractors and subcontractors.

Gold Star Award - recognizes the exemplary performance of federal personnel within the Office of Small and Disadvantaged Business Utilization who carry out the aggressive goals and strategic initiatives that help ensure a role for small business in the federal marketplace.