



U.S. Small Business Administration

Since 1963, National Small Business Week and SBA have honored the outstanding spirit and accomplishments of small businesses across the nation who contribute so much to our communities, the economy and the American way of life.

Small Business Exporter of the Year Award

Honors individuals who owns and operates a small business engaged in exporting products or services outside of the United States.

- SBA’s size standards will apply in determining the eligibility of a nominee.
- Nomination may not exceed four pages in length.
- Signed nominations and SBA Form 1926 and Consent for Disclosure forms required.

Information forms with the completed nominations must be delivered no later than Nov 4, 2019 at 4:30 pm

to the
SBA Hawaii District Office
500 Ala Moana Blvd., Suite 1-306
Honolulu, HI 96813
(808) 541-2990
www.sba.gov/hi

2020 SBA Small Business Awards

SMALL BUSINESS EXPORTER OF THE YEAR

Business Name: _____

Lead Owner(s): _____
Up to 4 principals may be nominated & must complete required forms.

Title: _____

Phone: _____ Email: _____

Street Address: _____

City: _____ State: HI Zip code _____

NAICS/Industry Code: _____ # Employees _____

Start operation (MMYYYY): _____ Type (LLC/Corp): _____

Home Address: _____

Web address: _____

Nominator Name: _____

Affiliation/Business: _____

Phone: _____ Email: _____

Street Address: _____

City: _____ State: _____ Zip code _____

Provide a brief one paragraph description of the small business:

Give a concise statement clearly describing the qualifications of this individual to be recognized with this award:

Type and date of SBA Assistance: _____

This may include loans, lending and contracting support (8a), training, and consulting with SBDC, SCORE, WBC, Export, VBOC, Emerging Leaders etc.

Award Selection Criteria for the Small Business Exporter of the Year

Nominees will be evaluated by the following criteria. Please respond to each question.

- I. **Increased sales, profits, and/or growth of employment** because of exporting. Include total number of full-time and part-time employees: _____. Please include gross revenues for past three years:

	2016	2017	2018

(Profit and loss statements and balance sheets for the past three years will be required from the State winner.)

	2016	2017	2018
Total Assets			
Total Liabilities			
Revenues			
E.B.I.T.			
Net Worth			

Estimated % of revenues derived from export activity: _____

Number of employees: _____

- II. **Creative overseas marketing strategies**, with a description of the products exported and markets served. Please include which countries you currently export to and any plans or efforts to further expand.

- III. **Effective solutions** to export-related problems.

IV. **Demonstrated encouragement, advocacy or partnership effort provided to** other small businesses in or entering the export arena. **Volunteer assistance** to other small businesses entering the export market.

V. **Cooperation with other businesses in the creation** of export trading companies, and/or introduction of unique trading relationships, products, or services.

VI. Other examples of contributions and participation to support the local community or efforts demonstrating social impact.

Information Sheet

The prestigious **SBA Small Business Awards** honor the outstanding small business men and women who demonstrate excellence and achievement. All nominees and nominees' businesses must comply with state and federal regulations regarding labor, immigration, civil rights, taxation, and other applicable regulations. SBA Form 1926 Nominee Background form must be completed, signed and submitted by each individual or team member nominated for an award.

Any financial or other proprietary information provided as required for the nomination will be held in strict confidence by the selection committee and SBA. The Hawaii District Office does not release this information to the public or the media. Selection committee members/judges are vetted by the Small Business Administration.

By submitting the completed nomination form, the nominee certifies that, to the best of his/her knowledge, the information provided is correct and the business has complied with regulations, as stated above.

Please note **that SBA will accept only one nomination per person or business entity within an award category.** If a duplicate nomination is received, the nomination submitted to HDO at the earliest time will be considered for the award. Individuals and **businesses may only be nominated in one award category** each year. **SBA winners who were honored in this award category prior to the 2017 awards (more than three years ago) may be nominated** if they continue to meet all criteria for eligibility for the award.

A Small Business Exporter of the Year will be selected from qualified candidates for the counties of Hawaii, Maui, Kauai, and the City & County of Honolulu. From the top candidates, a State winner will be named. The State of Hawaii Small Business Exporter will be considered for the Regional **Small Business Person of the Year.** **The State of Hawaii winner may be required to submit an expanded package for competition at the Regional level by early January 2020,** including a profit & loss statement and balance sheets for the past three years. If selected for the Regional award, the winner will enter competition for the National title.

Two headshots/portrait-type photographs and 5-6 colored photo images of the winner, their business operation, and at least one photo with/of their nominator will be required for publicity and the State Luncheon presentation. The photos may be in digital format and **will be due in the District Office in early February 2020.**

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|--|---------------------------------------|---|
| Yes
<input type="checkbox"/> | No
<input type="checkbox"/> | I would like my nomination to be reviewed and submitted for other small business awards that would recognize my achievements in business and community. |
| <input type="checkbox"/> | <input type="checkbox"/> | Please contact me prior to submission. |

Nominator / Sponsor Acknowledgements with signatures:

1) _____ Date _____ 2) _____ Date _____

Nominee Signature(s):

1) _____ Date _____ 2) _____ Date _____

Received at SBA District Office on _____ by _____.