



2018 Frank G. Berlin, Sr.

PRODUCTS & SERVICES Business of the Year

Award Sponsored by: Kerkering, Barberio & Co.

Eligibility Criteria:

Eligible applicants must be a member of The Chamber in good standing on all commitments; must provide a service to commercial or residential customers (e.g., lawn service, home repair, dry cleaner, window distributor, etc.); must be a locally owned, active and operating "for profit" or "not for profit" organization; must have less than 75 employees; and must be in business under the same ownership for a minimum of three (3) years.

The Award is presented to the organization. Previous winners are eligible again 5 years after receiving the award. Current employees and officers of the Greater Sarasota Chamber of Commerce and their respective companies are ineligible for the Small Business of the Year Awards. *Note: Finalists may be asked to provide additional documentation.*

Application Guidelines:

- \$15 fee to apply.
- Must be submitted on one (1) USB drive.
- Maximum number of pages not to exceed 12 pages. PLEASE BE CONCISE!
- Optional additional pages (photographs, news articles, product samples, etc.) may be placed at the end of your application. Do not place exhibits within the context of your application.
- The written portion of the application is to be completed by an organization principal.
- **DEADLINE for Submissions: Friday, March 16, by 4:00 p.m. NO EXCEPTIONS.**

Please provide the following information about your company:

Company Representative: _____ Title: _____

Name of Business: _____

DBA: _____

(Please check box of the business name you would like listed in program, publications, etc.)

Business Address: _____

Business Telephone: () _____ Fax: () _____

E-mail: _____ Facebook: _____ Twitter: _____

Date Business Established: (Month) _____ (Year) _____

Years Served in Present Position: _____ Number of Employees: _____

Are you currently involved in litigation or a lawsuit? Yes _____ No _____

If yes, please explain: _____

Have you ever been convicted of a felony? Yes _____ No _____

If yes, please explain: _____

Check or Credit card number must be received at time of application submission to qualify.

Name on Card: _____ **Card #:** _____ **Exp:** _____

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 Products & Services Business of the Year Application**

1. **General Business Information:** Describe what your company does to promote and actively engage international markets and positively impact the local community.

All Information Provided Herein Will Be Held In Strict Confidence.

2. **Recent Business History** – Complete the data below as a benchmark to judge the impact in the community and the local job market.

	2015	2016	2017
a) Number of Employees	_____	_____	_____
b) Gross Sales Volume (by range)			
Ranges:			
Less than \$100,000	_____	_____	_____
\$101,000 - \$499,000	_____	_____	_____
\$500,000 - \$1,000,000	_____	_____	_____
More than \$1,000,000	_____	_____	_____
c) Actual Percentage Growth in Revenue	_____	_____	_____

3. **Business Management:** Describe how you manage your staff and business. You can include staff retention techniques, personnel development programs, continuing education, employee incentives, internal policies, social media reviews and comments, positive publicity, etc. In an ever challenging labor market, what steps will you take to become the employer of choice in the area?



4. **Innovation/Problem Solving** – Give at least one example of something your company did this past year to enhance your company, including illustrations of creativity and imagination; and/or challenges faced by your company and the solutions implemented to resolve them.

5. **Community Involvement:** Describe your company's involvement in charitable organizations, volunteer activities, sponsorships, collaborations with others in the community, or anything else that demonstrates your active participation and support of the greater Sarasota community.

6. **Growth/Strategic Planning:** What are your company's goals over the next few years? Do you see yourself creating jobs in Sarasota? How will you execute your strategic plan?

7. **Please provide any additional information not previously covered.**

I affirm that all of the information stated in this application is truthful, accurate and verifiable and I allow the release of general information (question 1) for publicity purposes.

Applicant's signature

Date