



## 2012 DREAM BIG Small Business of the Year Award

The U.S. Chamber of Commerce knows firsthand that small businesses are the backbone of American free enterprise, representing more than 99% of all employers, creating three-fourths of all new jobs, and accounting for more than one-half of the nation's gross domestic product. We are proud to provide special recognition to the small business community by hosting the Small Business of the Year Awards program, sponsored by Sam's Club®.

### The Award

The U.S. Chamber will recognize one exceptional small business owner for their tireless work and embodiment of the spirit of free enterprise with the Small Business of the Year Award and a **\$10,000** cash prize, courtesy of the U.S. Chamber.

The award presentation will take place at the May 22 luncheon at the Omni Shoreham Hotel during America's Small Business Summit, held May 21-23 in Washington, D.C.



### Eligibility

A business must meet the following requirements to be eligible for the Small Business of the Year Award:

- Have less than 250 employees
- Gross revenues of less than \$20 million in 2009 and 2010
- Able to attend America's Small Business Summit 2012

### Criteria

Eligible applicants will be judged on the following:

- Staff training and motivation
- Community involvement
- Customer service
- Business strategies and goals

### Award Nomination

Small businesses are encouraged to apply directly for the award. In addition, chambers, associations, and companies may nominate small businesses to show their support. **Nominations are due January 6, 2011.** Nominations are not required to apply.

### Application Procedure

Apply online at [www.uschambersummit.com/award](http://www.uschambersummit.com/award) or mail or fax your application by January 12 to:

U.S. Chamber of Commerce  
Attention: Taylor Uzzell, Communications  
1615 H Street, NW  
Washington, DC 20062-2000  
Fax: 202-463-5707

### Application Fee

- \$25 for U.S. Chamber members
- \$150 for nonmembers (includes a one-year individual membership)

Make checks payable to the U.S. Chamber of Commerce.

### Timeline/Deadlines

January 6, 2012 – Award nominations due

January 12, 2012 – Award applications due\*

\*Application, related materials, and the application fee must be submitted or postmarked by January 12.

March 1, 2012 – Blue Ribbon Small Business Award® winners announced

March 15, 2012 – 7 Regional finalists announced

May 21–23, 2012 – America's Small Business Summit

May 22, 2012 – The Small Business of the Year Award winner is announced during the awards luncheon at the Omni Shoreham Hotel



### Materials Checklist:

All of the following must be submitted online or postmarked by January 12, 2012.

- Completed application
- Revenue documentation – to verify that gross revenue is less than \$20 million. We will accept a letter stating company sales in 2009 and 2010 signed by both your president/CEO and your accountant OR a copy of your company's tax return (such as an 1120 form).
- Application fee (paid by applicant or nominator)
- Optional: photos, letters of recommendation, copies of paid or earned media

### The Small Business Award Winner:

The winner of the Small Business of the Year Award will be announced at the May 22 awards luncheon and presented with a **\$10,000** cash prize courtesy of the U.S. Chamber of Commerce.

### Regional Finalists:

One outstanding Blue Ribbon Small Business Award® recipient will be selected as a finalist to represent each of seven regions. The seven regional finalists will be selected by the U.S. Chamber and will be announced March 15, 2012. These regions are as follows:

- **Midwest:** Iowa, Minnesota, Nebraska, North Dakota, South Dakota, and Wisconsin
- **Eastern:** Connecticut, Delaware, Maine, Maryland, Massachusetts, New Hampshire, New Jersey, New York, Rhode Island, Vermont, and West Virginia
- **Great Lakes:** Illinois, Indiana, Kentucky, Michigan, Ohio, and Pennsylvania
- **Northwest:** Alaska, Idaho, Montana, Oregon, Washington, and Wyoming
- **Southeastern:** Alabama, Florida, Georgia, Mississippi, North Carolina, South Carolina, Tennessee, Virginia, and Washington, D.C.
- **Southwest and South Central:** Arkansas, Colorado, Kansas, Louisiana, Missouri, New Mexico, Oklahoma, and Texas
- **Western:** Arizona, California, Hawaii, Nevada, and Utah

### Regional Finalist Recognition:

The seven regional finalists will receive the following:

- A two-night hotel stay at the Omni Shoreham Hotel in Washington, D.C.
- One complimentary registration to attend America's Small Business Summit 2012
- An award presented at a luncheon on May 22, 2012

### Blue Ribbon Small Business Award®:

On March 1, 2012, the first round award winners will be named as Blue Ribbon Small Business Award® recipients. These award winners will receive one complimentary registration to attend America's Small Business Summit, courtesy of Sam's Club and will be honored at the Blue Ribbon Awards Breakfast on May 22, 2012 at the Omni Shoreham Hotel by US Chamber President, Tom Donohue.

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### Questions?

To learn more about the award or to apply online, visit [www.uschambersummit.com/award](http://www.uschambersummit.com/award).  
For additional information, contact Taylor Uzzell at 202-778-2429 or [summit@uschamber.com](mailto:summit@uschamber.com).