



**2022 SMART Awards Nomination Form
- Strategic Management of Assets, Revenue & Teams -**

Deadline to submit Nomination: March 18, 2022, by 5:00PM EST

Nomination forms are available online at www.acg.org/orlando. Nominations may be submitted online, or by sending this fully completed nomination form to ACG Orlando at:

E-mail: ACGOrlando@acg.org

Mail: P.O. Box 2167, Orlando, FL 32802-2167 *Postmarked no later than March 18, 2022*

Please note these important dates:

CEO Video Interviews will be the week of April 25th: Finalists' CEOs will be asked to participate in a short video interview to be included in a presentation at the Awards Luncheon.

Awards Luncheon on Tuesday, May 17, 2022: Award winners will be announced at the Awards Luncheon to be held at *The Alford Inn* on May 17, 2022. Winners must be present to receive their awards.

Description of Awards, Selection Criteria and Signature of Nominator

Each year, ACG Orlando recognizes companies headquartered in Central Florida whose accomplishments set the standard for operating excellence among middle market, second-stage growth companies.

Winners are selected by an independent panel of judges, drawn from the ranks of experienced financial industry professionals, business owners and executives, academics, journalists, consultants and professional service providers.

Selection criteria include quantitative factors such as demonstrated growth in revenue, profitability and employees, and subjective factors such as quality of business innovation, corporate culture, entrepreneurial achievements, product development milestones and demonstrated community involvement.

Criteria for nominated companies:

- Top line revenue (gross revenue or sales) between \$5 million and \$1 billion
- There is no employee minimum
- Corporate Headquarters in one of these core Central Florida counties: Orange, Osceola, Lake, Seminole, Brevard, Volusia, Indian River or Polk
- Wholly owned subsidiary company with parent company out of Central Florida must have operational and corporate headquarters in Central Florida
- Privately held and public operational companies are eligible, but professional service providers are not eligible
- Nominations should represent a positive growth story
- Companies are encouraged to nominate themselves
- Prior SMART Award nominees are eligible, but past SMART Award winners are not eligible
- CEO must be available for a 30-minute video interview during tapings in late-April 2022, if selected as a Finalist
- Winners must be present at the Awards Lunch to receive their awards

Protection of privacy: We treat nomination forms with utmost regard for confidentiality and privacy. Completed nomination forms are maintained in a secure setting, seen only by the award committee and judges.

Completion of Form: You may insert text below or attach a separate sheet with corresponding numbering.

Company Name: _____



THE NOMINATION

Deadline to submit Nomination: March 18, 2022 by 5:00PM EST

Confirm Nominee Revenue

YES Please check to indicate nominee has annual revenue/sales of at least \$5 million (U.S.) and not more than \$1 billion (U.S.).

Please indicate appropriate top line revenue:

- \$5M to \$10M \$11M to \$15M \$16M to \$25M \$26M to \$50M \$51M to \$75M
 \$76M to \$150M \$151M to \$500M \$501M - \$1 Billion

Please indicate company's industry(ies):

- Distribution
- Manufacturing
- Healthcare & Life Sciences (pharmaceutical, biotech, physician groups, etc.)
- Media & Communications
- Real Estate
- Construction
- Retail Products
- Food & Beverage
- Services
 - Retail Services
 - Financial Services (bank, lending, insurance, mortgage brokerage, etc.)
 - Other Services – Please describe: _____
- * *Note: Professional service providers (CPAs, Attorneys, Wealth Managers, etc. are not eligible)*
- Simulation & Defense
- Technology (information, software, development, etc.)
- Tourism
- Hospitality
- Other – Please describe: _____

PART I – Information About Nominated Company:

Company: _____

Chief Executive Officer / President Name: _____

Title: _____ E-mail: _____

Address: _____

City/State/Zip: _____

Telephone: _____ Company Website: _____

Year Founded: _____ Years in Current Line of Business: _____

Chief Financial Officer Name & E-mail: _____

Marketing Contact Name & E-mail: _____

**Other than Top Ranking Executives*

PART II – Reasons for Nomination

A. Quantitative Growth Indicators:

1. Please indicate annual change in revenue/sales, and indicate below over what period of time:

-20% or less -19 to -10% -9 to -1% 0% 1 to 10% 11 to 20% more than 20%, indicate: _____%

If willing, below please also provide detailed change over each of the 3 prior fiscal years.

Additional information:

2. Please indicate annual change in profitability, and indicate below over what period of time:

-20% or less -19 to -10% -9 to -1% 0% 1 to 10% 11 to 20% more than 20%, indicate: _____%

If willing, below please also provide detailed change over each of the 3 prior fiscal years.

Additional information:

3. Please indicate annual change in employees, and indicate below over what period of time:

-20% or less -19 to -10% -9 to -1% 0% 1 to 10% 11 to 20% more than 20%, indicate: _____%

If willing, below please also provide detailed change over each of the 3 prior fiscal years.

Additional information:

Company Name: _____

B. Subjective Criteria:

1. **Description of Company** (Provide a brief description of the company's business, insight into the specific industry niche served, product lines or services offered, size by # of employees, sales and/or sales range, year founded or years in business and other relevant facts such as "industry leader," growth history, etc.). *Note: This information may be used to describe the Company's business in event materials. limit 200 words*

2. **Key factors to Company's growth/success** (e.g., product development milestones, entrepreneurial achievements, corporate culture, awards/recognition, innovative leadership in products/services offered, etc.) *limit 250 words*

3. **Please provide examples of how this Company makes Central Florida a better place.** (e.g., community involvement, charitable efforts, impact on employees, individuals and other companies) *limit 250 words*

4. **Please add other information, or describe other indicators such as new products, new markets, corporate acquisitions, expanded geographic regions, etc. to support your Company's growth story.** *limit 250 words*

Company Name: _____

PART III – Nominator Certification

We treat nomination forms with utmost regard for confidentiality and privacy. For purposes of the award and any post event publicity, we ask that the nominator confirm that the nominated company will agree to allow its name to be acknowledged publicly in connection with the ACG Orlando SMART Awards. Please confirm and acknowledge by checking the box below:

YES, I have asked the nominated company, and it has agreed to allow its name to be used publicly in connection with the ACG Orlando SMART Awards program.

Nominator Contact information:

Name: _____
Title: _____
Company: _____
Address: _____
Telephone: _____ E-mail: _____
Relationship to Nominated Company: _____

REQUIRED: "To the best of my knowledge the information provided on this application form is true."

Nominator Signature: _____ Date: _____

PART IV – Professional References

If possible, please provide any professional references directly familiar with the nominated company, such as lawyers, bankers, accountants or other consultants. We may contact references for verification or supporting information.

Reference 1

Name: _____ Title: _____
Company: _____
Address: _____
City/State/Zip: _____
Telephone: _____ E-mail: _____
Relationship to Nominated Company: _____

Reference 2

Name: _____ Title: _____
Company: _____
Address: _____
City/State/Zip: _____
Telephone: _____ E-mail: _____
Relationship to Nominated Company: _____

Past SMART Award Winners

2019

American Safety Council
Acomb Ostendorf & Associates
IMG Enterprises
Jerry Harvey Audio
Tri-City Electrical Contractors

2018

HealthGrid
Southern HVAC Corporation
Peachstate Hobby Distribution
Insurance Office of America (IOA)
Hawkers Asian Street Fare
Wolf Gang Bakery and Grooming

2017

Boys Electrical Contractors, LLC
EDX Electronics
Avant Healthcare Professionals
ProfitSword
Star Asset Security
Dignitas Technologies

2016

DynaFire
Loyal Source
Mid Florida Golf Cars
Sonobi
Victory Tailgate
La Familia Pawn and Jewelry
PlanSource

2015

Riptide Software
Compass Research
Industrial Lighting Products, Inc.
Park Square Homes
Fun Spot America Theme Parks
First Green Bank

2014

Kavaliro
Sunshine Fitness Management
Noble Healthcare
MBI Direct Mail, Inc.
iStorage
AVT Simulation
Orange Lake Resorts

2013

Millennium Luxury Coaches
XYMOGEN

Schmid Construction, Inc.
Mealey Automotive Group
AssuredPartners, Inc.
SimCom International
Resource Employment Solutions
Westgate Resorts
Paramount Hospitality Management

2012

Quality One Wireless
Digital Risk
Vista Clinical Diagnostics
Craig Technologies
FARO Technologies
Massey Services
J. Raymond Construction Corp.

2011

FBC Mortgage, LLC
Axiom Pharmacy Healthcare Inc.
Connexions
Voxeo
Correct Craft Inc.
North American Substation Services
AGPM
Engineering and Computer Simulations
DiPasqua Enterprises

2010

Leavitt Management Group Inc.
Highwinds Capital Inc.
Symetrics Industries
Williams Company
ZeroChaos
Gatorland
Tijuana Flats Burrito Company

2009

The Paxen Group
Bright Future Electric
Smart City Holdings

2008

WastePro USA
Universal Engineering
.decimal

2007

ABC Fine Wine & Spirits
Wayne Automatic Fire Sprinklers
Power ProTech Servi

