

Business Name: \_\_\_\_\_  
Applicant Name: \_\_\_\_\_



171 17th Street, NW  
Suite 900  
Atlanta, GA 30363  
Tel: 404 879 3174  
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kmorris@smith-howard.com

## 2011 YOUTH ENTREPRENEUR of the YEAR AWARD

Presented by



The Atlanta Chapter of the Association for Corporate Growth (ACG Atlanta) in partnership with Junior Achievement of Georgia is proud to sponsor the 2011 YOUTH ENTREPRENEUR of the YEAR AWARD.

### Award Details:

- Cash prize of \$5,000 to a single winner or \$2,500 each to two winners.
- If a business or team applies and wins, the cash award will be evenly divided to all team members.
- Glass sculpture commemorating this achievement.
- Award presentation at the **ACG Atlanta** dinner meeting on Thursday, May 19, 2011 at Villa Christina from 6 – 9pm.
- Meet ACG, Junior Achievement and Atlanta's Business Leaders.
- Featured in a press release.

### Requirements:

- The Applicant must be enrolled in an Atlanta area high school in the 9<sup>th</sup>, 10<sup>th</sup>, 11<sup>th</sup> or 12<sup>th</sup> grade.
- The applicant must have started, be currently operating and own a profitable business.
- The business must have been in existence at least 9 months.

### To Apply:

- Access application at <http://www.acg.org/atlanta>
- Submit **complete** application by mail or email on or before ~~Thursday, April 8, 2011~~ to:

Katherine Morris, CPA, Past President  
**ACG Atlanta**  
% Smith & Howard, P.C.  
171 17<sup>th</sup> Street, STE 900  
Atlanta, GA 30363  
Direct 404.879.3174 | Fax 404.879.3175  
Email: [kmorris@smith-howard.com](mailto:kmorris@smith-howard.com)

- Complete application includes:
  - Applicant Information
  - Business Information
  - Business Profile
  - Financial Statement
  - References/Letters of Recommendation

### Questions:

- Direct all questions to [kmorris@smith-howard.com](mailto:kmorris@smith-howard.com)
- Put "ACG YEA" in the Subject line of your email.

The Atlanta Chapter of the **Association for Corporate Growth** and **Junior Achievement of Georgia** reserve the right to select the recipient of the Award. The Award recipient will be selected based on the evaluation of the information provided in the application submitted. The Award Committee will not discriminate based on race, gender, or religious beliefs. The Award recipient will be required to provide his/her Social Security number. No taxes will be withheld on the Award and it is the responsibility of the Award recipient to report Award. Verification of high school enrollment will be made by the Award Committee.

Deadline extended to  
**April 18, 2011**  
Due to Spring Break  
Apply Now!

Business Name: \_\_\_\_\_  
Applicant Name: \_\_\_\_\_

# 2011 APPLICATION

*\* PLEASE PRINT CLEARLY OR TYPE \**

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## APPLICANT INFORMATION

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Last Name: \_\_\_\_\_  
First Name: \_\_\_\_\_  
Address: \_\_\_\_\_ City: \_\_\_\_\_ State: \_\_\_\_\_ Zip Code: \_\_\_\_\_  
Home Phone Number: \_\_\_\_\_ Cell Phone Number: \_\_\_\_\_  
Email Address: \_\_\_\_\_  
Parent(s) or Guardian(s) Name: \_\_\_\_\_ Phone Number: \_\_\_\_\_  
High School: \_\_\_\_\_ Grade: \_\_\_\_\_ Age: \_\_\_\_\_

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## BUSINESS INFORMATION

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Business Name: \_\_\_\_\_  
Business Address: \_\_\_\_\_ City: \_\_\_\_\_ State: \_\_\_\_\_ Zip Code: \_\_\_\_\_  
Business Phone Number: \_\_\_\_\_ Business Fax Number: \_\_\_\_\_  
Business Email Address: \_\_\_\_\_  
Business Website: \_\_\_\_\_

*\* PLEASE PRINT CLEARLY OR TYPE & LIMIT RESPONSES TO 1 - 3 SENTENCES or Phrases - make it brief \**

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## BUSINESS PROFILE

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➤ **Business History**

- When was your business formed? And why did you begin this business?

\_\_\_\_\_  
\_\_\_\_\_

- What has been your biggest challenge in starting/running your business?

\_\_\_\_\_  
\_\_\_\_\_

- What are you most proud of? What has been your biggest success, your finest moment?

\_\_\_\_\_  
\_\_\_\_\_

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**BUSINESS PROFILE – cont.**

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➤ **Business Product/Service** *(feel free to include pictures, samples, flash drive, CD, etc.)*

- What is your product/service?

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- Is your product or service environmentally friendly – if so, how? Or, is your product or service linked to new technology or communication – if so, how?

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- How did you decide to sell that particular product or to provide that service?

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- Why is your product or service unique? Or, how does your product/service fill a need in the market?

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- What is the market for your product/service? (Who are your customers?) Please describe.

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- How do you tell people about or market your service? Explain: Email blasts? Facebook? Website? Flyers? Word of mouth? Internet sales?

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➤ **Business Goals**

- Where do you see your business one year from now? Where do you see your business five years from now?

One Year:

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Five Years:

- What are the possibilities? How could your company grow, evolve, change?

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- If you are selected as the Youth Entrepreneur of the Year, how will you use the award prize?

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**BUSINESS PROFILE – cont.**

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➤ **Business Owner**

- Why do you consider yourself an entrepreneur?

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- What characteristics and skills do you possess/wish you possessed to make you a successful business owner?

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- Have you/do you own any additional businesses? Describe.

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- What do you want to do when you graduate from school, after high school or even after college if college is in your plans - i.e., what do you want to be when you grow up?

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**FINANCIAL STATEMENT**

➤ *To submit your financials, you may use this format or submit your own in a similar format.*

	Year Ending 12/31/09	Year Ending 12/31/10	Either Year to date or operations to date if operating just 9 months
<b>Sales (gross)</b>	\$	\$	\$
<b>Total Operating Expenses</b>	\$	\$	\$
Marketing (print, internet, radio, tv, etc.)	\$	\$	\$
Salaries	\$	\$	\$
Rent	\$	\$	\$
Utilities (electricity, gas, water, phone, internet, etc.)	\$	\$	\$
Office/Equipment Supplies (computers, pens, binder, etc.)	\$	\$	\$
Professional services (legal, accounting, etc.)	\$	\$	\$
Other (describe)	\$	\$	\$
<i>* subcategory costs should equal Total Operating Expenses line</i>			
<b>Operating Income (Gross Sales - Operating Expenses)</b>	\$	\$	\$

- Where did the original funds or equipment come from to start your business? And, how much money did you start the business with?

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- How do you distribute the profits? (Keep them to pay your salary? Invest them in the business? Invest the money for college? Donate profits to charity? Other? Please explain.)

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- How much cash and or equipment do you currently have available? (Please describe)

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- How much money do you currently owe to suppliers or investors? (Please describe)

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- Pretend that you want me to invest in your business. What can you tell me that would convince me to invest in you and in the business?

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## REFERENCES/LETTERS OF RECOMMENDATION

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- Please provide three persons who can serve as references. We will ask them to confirm the success of your business.
- If you choose to you may ask each reference to write a letter of recommendation and include the letters with your submitted application.
- Applications will not be considered without us either reading a reference letter or speaking to your reference.
  - Suggested Reference Topics
    - Why do you feel this applicant is currently a successful entrepreneur?
    - Do you believe this applicant has a life long entrepreneurial drive?
    - Why do you think this applicant is deserving of ACG's Annual Youth Entrepreneur of the Year Award?

### Reference 1

Last Name: \_\_\_\_\_  
First Name: \_\_\_\_\_  
Address: \_\_\_\_\_ City: \_\_\_\_\_ State: \_\_\_\_\_ Zip Code: \_\_\_\_\_  
Home Phone Number: \_\_\_\_\_ Cell Phone Number: \_\_\_\_\_  
Email Address: \_\_\_\_\_  
Relationship to Applicant: \_\_\_\_\_

### Reference 2

Last Name: \_\_\_\_\_  
First Name: \_\_\_\_\_  
Address: \_\_\_\_\_ City: \_\_\_\_\_ State: \_\_\_\_\_ Zip Code: \_\_\_\_\_  
Home Phone Number: \_\_\_\_\_ Cell Phone Number: \_\_\_\_\_  
Email Address: \_\_\_\_\_  
Relationship to Applicant: \_\_\_\_\_

### Reference 3

Last Name: \_\_\_\_\_  
First Name: \_\_\_\_\_  
Address: \_\_\_\_\_ City: \_\_\_\_\_ State: \_\_\_\_\_ Zip Code: \_\_\_\_\_  
Home Phone Number: \_\_\_\_\_ Cell Phone Number: \_\_\_\_\_  
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