

Official application form

Deadline March 9, 2012

Submission directions

Complete the application form in its entirety and return to the address above.

The Ernst & Young Entrepreneur Of The Year® application form for 2012 can be completed and submitted electronically. Visit our website at www.ey.com/us/eoy to print out forms or submit electronically. If you are unsure which Ernst & Young office should receive this completed application form, please call +1 800 755 2927.

Eligibility

To be eligible to receive an award, the nominee must be an owner or manager of a private or public company who is primarily responsible for the recent performance of the company and an active member of top management. The nominee's company must be at least two years old.

All Entrepreneur Of The Year regional award winners will be inducted into the Entrepreneur Of The Year Hall of Fame and become eligible for the national awards. Previous regional award winners may resubmit to be considered for the current-year national Entrepreneur Of The Year award. (Financial and other significant information on the nominee and company will need to be updated for resubmission.)

Judging panels and criteria

The independent panels of judges are comprised of past Entrepreneur Of The Year Award winners and successful business leaders from the community. The judging criteria include a thorough assessment of recent financial performance, strategic direction and product or service innovation, company leadership including personal integrity and risk-taking, values and key employee initiatives, and community involvement (philanthropic activities, etc.).

Nominee

PRINT OR TYPE ONLY PLEASE

(if more than one nominee, attach sheet with his or her information)

Please write *the name of the nominee* and company name exactly as the *nominee* would like it to appear on press releases, trophies, etc.

Nominee's name: Mr./Mrs./Ms./Dr. _____

Title: _____

Company name: _____

General company phone: _____

Business address: _____

City: _____

State: _____

Zip: _____

Nominee's phone: _____

Nominee's email: _____

Years nominee has been with company: _____

Years in this position: _____

Assistant's name: _____

Assistant's phone: _____

Email: _____

Company URL: _____

*Primary contact for nominee: _____

Company: _____

Phone: _____

Email: _____

Has nominee previously been nominated for consideration? _____

Yes No

Year(s): _____

Status achieved: Nominee/semifinalist/regional finalist/regional award winner/national finalist/national award winner

*For any questions or followup related to this nomination, please designate a contact or confirm the nominee or assistant as the primary contact.

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The Foundation of Entrepreneurship

Award categories

Final determination of the categories and awards to be presented will be decided upon by independent judging panels, based on the quantity and quality of the completed application forms received by the deadline.

Entrepreneur Of The Year Awards have been presented in the following categories:

- | | | |
|---------------------------------------|------------------------------------------------|---------------------------------------------|
| <i>Communications</i> | <i>Financial Services</i> | <i>Real Estate, Hospitality and Lodging</i> |
| <i>Defense and Security</i> | <i>Life Sciences</i> | <i>Retail and Consumer Products</i> |
| <i>Distribution and Manufacturing</i> | <i>Lifetime Achievement</i> | <i>Services</i> |
| <i>Emerging</i> | <i>Master Entrepreneur</i> | <i>Technology</i> |
| <i>Energy, Chemicals and Mining</i> | <i>Media, Entertainment and Communications</i> | |

General information

► Provide a brief description of the nominee's company business (250 characters, including spaces): _____

Industry type:

- | | | |
|----------------------------------------------------------------|--------------------------------------------------------------|--------------------------------------------------------------|
| <input type="checkbox"/> <i>Automotive</i> | <input type="checkbox"/> <i>Hospitality and Leisure</i> | <input type="checkbox"/> <i>Retail and Consumer Products</i> |
| <input type="checkbox"/> <i>Biotech/Med Tech/Pharma</i> | <input type="checkbox"/> <i>Media and Entertainment</i> | <input type="checkbox"/> <i>Services</i> |
| <input type="checkbox"/> <i>Cleantech</i> | <input type="checkbox"/> <i>Mining and Metals</i> | <input type="checkbox"/> <i>Technology</i> |
| <input type="checkbox"/> <i>Distribution and Manufacturing</i> | <input type="checkbox"/> <i>Oil and Gas</i> | <input type="checkbox"/> <i>Telecommunications</i> |
| <input type="checkbox"/> <i>Financial Services</i> | <input type="checkbox"/> <i>Power and Utilities</i> | <input type="checkbox"/> <i>Other _____</i> |
| <input type="checkbox"/> <i>Health Care Services</i> | <input type="checkbox"/> <i>Real Estate and Construction</i> | |

► Does the nominee's company subscribe to Dun & Bradstreet and have a D-U-N-S® number? Yes No

► If so, fill in number: — —

► In what year was the company founded? _____

► Is the company publicly held? Yes No
 If yes: What year did the company go public? _____
 Please indicate the nominee's stock ticker symbol: _____
 Is the founder still actively involved in top management? Yes No

► Has the company raised or received investment from a: venture capital fund? private equity fund?
 If yes: What year did the company receive the first investment? _____
 Please list venture capital or private equity investors: _____

► Has the nominee or nominee's company been the subject of any investigation by a governmental body or a civil or criminal complaint? Yes No
 If yes, attach a statement describing the investigation and/or complaint and the current status.

Financial data

This information is considered confidential.

Financial information is an important quantifiable indicator of success available to the panels of judges; therefore, it is required that the Financial Data Section be completed in full. This information is required for all award categories.

► Has the company merged with another company within the past three years? Yes No
 If yes, what year? _____ If yes, what percentage of the growth reflected in the financial data below is attributable to the merger? _____%

Fiscal year-end (actual). This information is considered confidential.

	Most recent year-end	Second most recent year-end	Third most recent year-end
Fiscal year-end	_____/_____/_____	_____/_____/_____	_____/_____/_____
Total employees	_____	_____	_____
Annual sales	\$ _____	\$ _____	\$ _____
Income before taxes	\$ _____	\$ _____	\$ _____
EBITDA	\$ _____	\$ _____	\$ _____
Total assets	\$ _____	\$ _____	\$ _____
Total equity	\$ _____	\$ _____	\$ _____

* Earnings before interest, taxes, depreciation and amortization.

If necessary, please provide sufficient information to explain any unusual trends in the information provided as well as the significant components of the company's revenue streams and an analysis of the changes thereto from fiscal year to fiscal year in an attached narrative.

Attach an essay covering the four topics listed below. Each topic should be approximately 250 words. The financial information and the narratives are critical evaluation tools for the independent panels of judges. Take this opportunity to “tell the story” behind the nominee. Information for each question may be readily available on your company’s website or marketing collateral materials. Submit any relevant promotional company information that will add to the nominee’s story.

About the nominee (approximately 250 words)

- ▶ Discuss the nominee’s high standards relating to himself/herself, the business, and his/her determination to be successful.
- ▶ How does the nominee demonstrate perseverance in the face of adversity and overcome obstacles?
- ▶ Describe how the nominee is an independent thinker and is willing to take risks in the face of uncertainty.

Type of business and current activity (approximately 250 words)

- ▶ What is the history of the company?
- ▶ Include the source of the idea for the original business strategy and/or the evolution of the business.
- ▶ If the nominee is the founder, explain the difficulty of launching and building the business, and the personal and financial risk involved.
- ▶ If the nominee is not the founder, describe the challenges involved in assuming the entrepreneurial role, including risk-taking, financial investment or other personal sacrifice.
- ▶ Discuss any significant obstacles overcome within the industry.

Innovative approaches and future plans (approximately 250 words)

- ▶ Explain how the nominee created a business model that demonstrates a clear and sustained capacity for creativity and innovation in the development and implementation of major products and/or services.
- ▶ Highlight any competitive points of differentiation.
- ▶ What is the nominee’s vision or plan for the future growth of the business?

Company initiative/culture (approximately 250 words)

- ▶ What is the nominee’s contribution to philanthropic organizations? How does the nominee give back to the community?
- ▶ Has the nominee created or sponsored any key people initiatives within the company?
- ▶ How have these initiatives changed the company’s culture and helped to empower and retain employees?

Please list below the individuals who have assisted the nominee in his or her entrepreneurial effort, and who may serve as references:

**External advisors
and references**

Banker

Name/Title: _____ Company: _____
 Address: _____
 Phone: _____ Email: _____

Accountant

Name/Title: _____ Company: _____
 Address: _____
 Phone: _____ Email: _____

Attorney

Name/Title: _____ Company: _____
 Address: _____
 Phone: _____ Email: _____

**Board member/
advisor**

Name/Title: _____ Company: _____
 Address: _____
 Phone: _____ Email: _____

PR firm

Name/Title: _____ Company: _____
 Address: _____
 Phone: _____ Email: _____

Nominator

(If other than nominee)

Name: Mr./Mrs./Ms./Dr. _____
 Title: _____
 Company: _____
 Business address: _____
 City: _____ State: _____ Zip: _____
 Phone: _____ Email: _____

GENERAL TERMS AND CONDITIONS

Photograph

IMPORTANT: Please submit one professional photograph. Specifics: A digital file minimum 300 dpi in .jpg format, color preferred, head and shoulders only. Email photo in a compressed, "zipped" file to the Entrepreneur Of The Year Program Manager (contact information on front page). Photo will be used for reference and production purposes related to the nominee's progression within the awards program.

Use of information – I understand that the information and materials provided in this application on my behalf will be used by Ernst & Young LLP, the sponsors (as regards non-financial information) and independent national and regional panels of judges in conjunction with the program for purposes of evaluating the application and creating a press release if I am selected to be an Entrepreneur Of The Year finalist and/or award winner. I consent to the use of such information for this purpose and hereby confirm and represent that I have obtained any and all authorizations, consents or waivers required for such use in order for Ernst & Young LLP, sponsors and judging panels to review and utilize nominee-provided information and materials in connection with the Entrepreneur Of The Year Program. I agree that the deliberations of the independent panels of judges shall be confidential.

Release – In consideration of my participation in the Entrepreneur Of The Year Program, on behalf of myself and my heirs, executors and administrators, I hereby release and forever discharge Ernst & Young LLP and its affiliates and the member firms of Ernst & Young Global Limited and their affiliates, and the partners, employees, agents, representatives, successors and assigns of each of the foregoing entities and the independent panels of judges from any and all liabilities, claims, actions, damages, costs or expenses of any nature arising out of or in any way connected with any information or materials submitted in connection with this application or with my participation in the Entrepreneur Of The Year program, including any events, ceremonies, or promotional activities related thereto, as well as the determinations of the independent panels of judges.

Use of photo, etc. – If I am selected as a regional or national finalist or award winner, I hereby give Ernst & Young LLP and its affiliates and the member firms of Ernst & Young Global Limited and their affiliates, and the partners, employees, agents, representatives, successors, assigns and those acting on its behalf of each of the foregoing entities the non-exclusive and transferable right, but not obligation, to use, edit, publicize and reproduce freely my name and other likeness, including, but not limited to, biographical data, picture, portrait, photograph, film, videotape, recordings of my voice, or any written statements that I provide in connection with the Entrepreneur Of The Year Program, including, but not limited to, the development and publication of marketing material, promotional publications, media publications and coverage, videos and other materials, whether such items are intended for an internal or external audience. I agree that no compensation shall be due me or my company for such usage.

Limitation of liability – In no event will Ernst & Young LLP, its subcontractors, the member firms of Ernst & Young Global Limited, or the independent panels of judges, be liable to me, the company, or any affiliates (or any respective successors or permitted assigns) for any consequential, incidental, indirect, punitive or special damages (including loss of profits, data, business or good will) in connection with the Entrepreneur Of the Year Program, whether or not liability is based on breach of contract, tort, strict liability, breach of warranty, failure of essential purpose or otherwise, and even if Ernst & Young LLP or the independent panels of judges is advised of the likelihood of such damages.

Disputes – Any controversy or claim arising out of or relating to my participation in the Entrepreneur Of The Year Program shall be submitted first to voluntary mediation, and, if mediation is not successful, then to binding arbitration in New York, New York, conducted in accordance with the CPR Rules for Non-Administered Arbitration as in effect on the date hereof. The arbitration panel shall have no power to award punitive damages or any other damages not measured by the prevailing party's actual damages; and I expressly waive any right that I might otherwise have to obtain such damages in arbitration or in any other forum. The result of the arbitration shall be binding on the parties and judgment on any arbitration award may be entered in any court having jurisdiction.

I have read this application form, understand its contents and represent that I am legally competent to sign this document and am not aware of any agreement with any other party that would conflict with the terms set forth herein. To the best of my knowledge, the information provided herein is true and complete.

Nominee's signature: _____

Date: _____

(Nominee's signature is required for application to be considered.)

How did you learn about the Entrepreneur Of The Year Award?

- Print media Broadcast media Entrepreneur Of The Year website Mail
 Prior year participant or attendee Entrepreneur Of The Year winner National sponsor Regional sponsor
 Advisor (banker, attorney, board member, PR firm) Ernst & Young
 Other, please indicate _____

Ernst & Young

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About Entrepreneur Of The Year®

Ernst & Young Entrepreneur Of The Year is the world's most prestigious business award for entrepreneurs. The unique award makes a difference through the way it encourages entrepreneurial activity among those with potential, and recognizes the contribution of people who inspire others with their vision, leadership and achievement. As the first and only truly global award of its kind, Entrepreneur Of The Year celebrates those who are building and leading successful, growing and dynamic businesses, recognizing them through regional, national and global awards programs in more than 140 cities in more than 50 countries.

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