2011 NEXT Awards Criteria

The NEXT Awards will recognize successful entrepreneurship in five key sectors of the Nashville economy:

1. Health Care
2. Technology
3. Digital Media & Entertainment
4. Sustainability & Alternative Energy
5. Social Enterprise

Within each of these sectors, entrants will be grouped into one of three stages of business and should meet the following criteria:

Startup

- Company in operation for 24 months or less
- Revenue > $250k* since founding (*$500k for health care entrants)
- Original or exemplary approach to solving market pain
- Innovation creates new opportunities in their respective business sector

Growth

- Revenue growth is > 25%* over previous fiscal year (*20% for social enterprise entrants)
- Annual revenue > $2 million* (*$5 million for health care entrants)
- Sustained revenue growth for past three years or since company's founding
- Profitable

Market Mover

- Annual revenue > $5 million* (*$10 million for health care entrants)
- Profitable
- Unique competitive advantage
- Redefines respective sector
- Entrepreneur pioneers new business model, product, culture or process
- Demonstrates continued ability to produce new products and/or innovate product use
- Innovation(s) underlying competitive advantage creates spin offs and startup opportunities in TN

Individual NEXT Awards would be presented in the following categories:

Generation Young Entrepreneur

- Founder / CEO is < 24 yrs old and has majority share of the business
- Demonstrated exceptional leadership and entrepreneurial thinking in starting their company
- Measureable outcomes of results
- Company in operation for 24 months or less
- Revenue > $100k since founding

Startup Entrepreneur

- Founder / CEO is leader
- Demonstrated exceptional leadership and entrepreneurial thinking in starting their company
- Measureable outcomes of results
- Company in operation for 24 months or less
- Revenue > $250k since founding

Woman Entrepreneur

- Founder / CEO is Female and has majority share of the business
- Demonstrated exceptional leadership and entrepreneurial thinking in starting their company
- Measureable outcomes of results
- Company has made a lasting impact to Nashville
- Revenue > $2 million since founding

Minority Entrepreneur

- Founder / CEO is Minority (Race / Ethnic) and has majority share of the business
- Demonstrated exceptional leadership and entrepreneurial thinking in starting their company
- Measureable outcomes of results
- Company has made a lasting impact on Nashville
- Revenue > $1 million since founding

Entrepreneur of the Year (in each of the five business sectors above)

- Demonstrated exceptional leadership and entrepreneurial thinking in starting and/or leading their company
- Company has made a lasting impact in Nashville

Legacy Entrepreneur (in each of the five business sectors above)

- Demonstrated outstanding entrepreneurial spirit throughout career
- Successfully launched multiple ventures and exits, creating value for relevant stakeholders
- Track record of supporting other entrepreneurs that have created viable and sustainable businesses
- Exemplifies the “Spirit” of Entrepreneurship
- Embodies the “Spirit” of Nashville
- Made a lasting impact on Nashville’s landscape

Nashville’s Entrepreneur of the Year

- Demonstrates outstanding entrepreneurial spirit
- Successfully launched a venture (and potential exit), creating value for relevant stakeholders
- Exemplifies the “Spirit” of Entrepreneurship
- Exemplifies the “Spirit” of Nashville
- Annual revenue >$5 million

Nominate or download the application at http://NEXTNashville.com.
Application Deadline: July 31

Email completed application to NEXT@NashvilleChamber.com.

For questions, please call 615.743.3063.