

Albury Wodonga Business Awards

Category Questions

- ✓ *Celebrating and recognising business excellence in our region.*
 - ✓ *Showcasing the success of Chamber members.*
 - ✓ *Strengthening business in Albury Wodonga.*

1. Outstanding Micro Business

(For businesses employing less than 5 FTE employees on payroll in Australia such as contractors, casuals and labour hire staff).

The Outstanding Micro Business award recognises a business that has attained significant growth and is able to demonstrate the specific strategies and processes implemented to achieve sustainable growth.

Eligibility Requirements

- This business has been trading for a period of two years or more, not bankrupt or trading insolvent at the time of entry.
- Not a board member, employee or sponsor of the Albury Wodonga Business Awards.

Questions

1. What is unique about your business and how does it demonstrate excellence?
Maximum word count: 400
2. Describe your business growth and key milestones in the previous 24 months.
Maximum word count: 400
3. What were the strategies and plans you initiated to achieve your business growth over the previous 24 months.
Maximum word count: 450
4. Explain how the strategies in Question 3 achieved their measurable outcomes and demonstrate “excellence”.
Maximum word count: 450
5. Detail the key challenges your business and industry face in the future and the strategies and plans you have in place to address these challenges.
Maximum word count: 450

2. Outstanding Small Business

(For businesses employing less than 20 FTE employees on payroll in Australia such as contractors, casuals and labour hire staff).

The Excellence in Small Business award recognises a business, employing less than 20 that has attained significant growth and is able to demonstrate the specific strategies and processes implemented to achieve sustainable growth in the previous 24 months.

Eligibility Requirements

- This business has been trading for a period of two years or more, not bankrupt or trading insolvent at the time of entry.
- Not a board member, employee or sponsor of the Albury Wodonga Business Awards.

Questions

1. What is unique about your business and how does it demonstrate excellence?
Maximum word count: 400
2. Describe your business growth and key milestones in the previous 24 months.
Maximum word count: 400
3. What were the strategies and plans you initiated to achieve your business growth over the previous 24 months.
Maximum word count: 450
4. Explain how the strategies in Question 3 achieved their measurable outcomes and demonstrate “excellence”.
Maximum word count: 450
5. Detail the key challenges your business and industry face in the future and the strategies and plans you have in place to address these challenges.
Maximum word count: 450

3. Outstanding Medium/Large Business

(For businesses employing more than 20 FTE employees on payroll in Australia such as contractors, casuals and labour hire staff).

The Outstanding Medium/ Large Business award recognises a business that has attained significant growth and is able to demonstrate the specific strategies and processes implemented to achieve sustainable growth over the previous 24 months.

Eligibility Requirements

- This business has been trading for a period of two years or more, not bankrupt or trading insolvent at the time of entry.
- Not a board member, employee or sponsor of the Albury Wodonga Business Awards.

Questions

1. What is unique about your business and how does it demonstrate excellence?
Maximum word count: 400
2. Describe your business growth and key milestones in the previous 24 months.
Maximum word count: 400
3. What were the strategies and plans you initiated to achieve your business growth over the previous 24 months.
Maximum word count: 450
4. Explain how the strategies in Question 3 achieved their measurable outcomes and demonstrate “excellence”.
Maximum word count: 450
5. Detail the key challenges your business and industry face in the future and the strategies and plans you have in place to address these challenges.
Maximum word count: 450

4. Outstanding Social Enterprise

The Excellence in Social Enterprise Award is open to organisations that have been established or exist to further a social purpose that benefits the community. These organisations have commercial activities, products or services (other than government grants and donations) that provide an income stream to fund social purpose activities.

Eligibility Requirements

- The organisation has been trading for a continuous period of two years or more, not bankrupt or trading insolvent at the time of entry.
- The organisation has not entered into the categories of Excellence in Small Business and Excellence in Business in 2018.
- The organisation is driven by a public or community cause, be it social, environmental, cultural or economic.
- The majority of your organisations income is from trade, NOT donations or grants. The majority (at least 50%) of your profits are used to work towards your social mission.
- Not a board member, employee or sponsor of the Albury Wodonga Business Awards.

Questions

1. Explain the social purpose of your business and how this contributes to social community, cultural and/or environment.
Maximum word count: 300
2. Outline the different products, services and trades where revenue to fund your social purpose is derived from?
Maximum word count: 400
3. Detail each of the strategies and actions undertaken to achieve the social purpose.
Maximum word count: 400
4. Detail measurable evidence of how each of these strategies and actions is contributing to the achievement of the social purpose goals for your business?
Maximum word count: 400
5. Provide an overview of your 5 year strategies for future growth, sustainability and key milestones detailing how you are working towards achieving them.
Maximum word count: 400

5. Outstanding Young Business Person

The Outstanding Young Employee award recognises an inspirational young employee aged between 18-35 years. To enter into this award the individual must have been employed by their current employer for a minimum of 18 months at the time of entry.

Eligibility Requirements

- Entrant must be aged between 18 -35 years at the time of entry.
- Entrant has been employed by their current employer for at least 18 months on or prior to this entry submission.
- Please note this is awarded at a Regional Level only.
- Not a board member, employee or sponsor of the Albury Wodonga Business Awards.

Questions

1. Entrants first name.
2. Entrants surname.
3. Date of birth.
4. Current job title.
5. Name of the business/organisation you work for.
6. Commencement of employment date.
7. Outline your employment background including previous roles and responsibilities.
Maximum word count: 300
8. Provide a current profile of yourself including current job role and scope of responsibilities including details of the role, any direct reports, your budget, your financial and organisational reporting line.
Maximum word count: 400
9. Detail your measurable career achievements including key milestones.
Maximum word count: 400
10. Provide an overview of your five year goals/milestones and how you are working towards each of these.
Maximum word count: 300
11. Describe the key challenges you have faced as a young employee and how you have dealt with each of these challenges, including examples.
Maximum word count: 300
12. What do you believe makes you an outstanding young employee, including examples of where you have had to use your leadership skills?
Maximum word count: 450

7. Outstanding Business Entrepreneur

The Outstanding Young Entrepreneur award recognises an inspirational young person aged between 18-35 years who, through their own commitment and passion, owns or part owns a successful business. This award recognises young business people who demonstrate outstanding entrepreneurial spirit, strategic direction and innovative ideas whilst providing inspiration to a new generation of upcoming young business people.

Eligibility Requirements

- Entrant is aged between 18-35 years at the time of entry.
- Entrant is a current owner or part owner of a business for at least 24 months on/prior at the time of entry.
- Not a board member, employee or sponsor of the Albury Wodonga Business Awards.

Questions

1. Entrants first name.
2. Entrants surname.
3. Date of birth.
4. Current Job title.
5. Name of business organisation you own or part own.
6. Date in which you established or took ownership of the business organisation.
7. Number of other owners.
8. Percentage of ownership held by you.
9. What problem have you solved, how did you identify it as a market need and what is your target market?
Maximum word count: 200
10. Describe your competitors and your business's competitive advantage.
Maximum word count: 300
11. Describe how you funded your business.
Maximum word count: 300
12. Provide an overview of your five year strategies for future growth and key milestones detailing how you are currently working towards achieving these.
Maximum word count: 450
13. Detail the measurable growth and key achievements in your business over the past 24 months.
Maximum word count: 450
14. Describe the key challenges you have faced as a young entrepreneur and how you deal with these challenges.

Maximum word count: 300

8. Outstanding New Business

This category recognises a business that has been operating for less than 2 years that delivers a product/service/idea/invention with credible potential. This award recognises early-stage start-ups that have a solid chance of market success, and strongly displays the entrepreneurial spirit.

Eligibility Requirements

- The organisation has been trading for a continuous period of less than 2 years, not bankrupt or trading insolvent at the time of entry.
- This business has not been purchased or acquired.
- This business is not part of a franchise.
- Not a board member, employee or sponsor of the Albury Wodonga Business Awards.

Questions

1. Is this your first start up? (If no please specify other business ventures and their degree of success).
Maximum word count: 300
2. Date when you commenced trading.
3. Number of other owners.
4. What problem (or need) has your business solved?
Maximum word count: 200
5. How did you identify the market need and who is your target market?
Maximum word count: 400
6. Describe your competitors and your business's innovative competitive advantage?
Maximum word count: 400
7. Outline your business success since its inception.
Word count: Maximum 400
8. Detail and include your current research, customer marketing strategy, logistics and service delivery.
Maximum word count: 400
9. Describe how you funded your business.
Maximum word count: 200
10. Detail how your business has the potential to scale and achieve financial sustainability.
Maximum word count: 400
11. Provide commercial and technical evidence your team has the ability and competencies to achieve success and detail strategy and timeframe involved.
Maximum word count: 500

9. Excellence in Innovation

This Award recognises businesses that have made significant contributions to their industry through the introduction or improvement of an idea, method, technology, process or application.

Eligibility Requirements

- The organisation has been trading for a continuous period of two years or more, not bankrupt or trading insolvent at the time of entry.
- Not a board member, employee or sponsor of the Albury Wodonga Business Awards.

Questions

1. Provide details of the innovation or innovative approach in your business.
Maximum word count: 300
2. Explain how your business monitors and reacts to changes in the market including how your business acquires an understanding of emerging customer needs and market developments. Maximum word count: 300
3. How well has the innovation been received by the marketplace? Provide details of the cost effectiveness, integration, risk minimisation and commercialisation.
Maximum word count: 300
4. How has innovative activity in your business helped grow or improve your business such as increased size, greater scope, productivity improvements, higher revenue, lower cost?
Maximum word count: 400
5. Demonstrate how the innovation has or is likely to have a positive impact beyond your business (i.e. to your industry, to the community).
Word count: Maximum 400
6. Did the innovation achieve its objectives and goals? How are these improvements or impacts to the business measured?
Maximum word count: 400

10. Excellence in Retail

Excellence in Retail is awarded to a business or organisation, which delivers excellence in customer experience within the retail industry. This category is open to all businesses within the sector that demonstrate high quality customer service and strong business practices.

Eligibility Requirements

- The organisation has been trading for a continuous period of two years or more, not bankrupt or trading insolvent at the time of entry.
- Not a board member, employee or sponsor of the Albury Wodonga Business Awards.

Entry questions:

1. Describe your target market and the marketing strategies you engage to reach them.
Maximum word count: 300
2. What are your systems and procedures to create the ultimate in customer service?
Maximum word count: 200
3. How do you seek to differentiate your business from its competitors when it comes to customer service?
Maximum word count 200
4. Provide measurable evidence of how innovative activity in your business in the previous 12 - 24 months has helped grow or improve your business.
Maximum word count 400
5. What is unique about your business and how does it demonstrate excellence?
Maximum word count: 400
6. Describe your business growth and key milestones in the previous 24 months.
Maximum word count: 400
7. What were the strategies and plans you initiated to achieve your business growth over the previous 24 months.
Maximum word count: 450
8. Explain how the strategies in Question 7 achieved their measurable outcomes and demonstrate “excellence”.
Maximum word count: 450
9. Detail the key challenges your business and industry face in the future and the strategies and plans you have in place to address these challenges.
Maximum word count: 450

11. Excellence in Hospitality, Leisure and Tourism

Excellence in Hospitality, Leisure and Tourism is awarded to a business or organisation, which delivers excellence in customer experience within the tourism, leisure, entertainment and hospitality. This category is open to all businesses within these sectors that demonstrate high quality customer service and strong business practices.

Eligibility Requirements

- The organisation has been trading for a continuous period of two years or more, not bankrupt or trading insolvent at the time of entry.
- Not a board member, employee or sponsor of the Albury Wodonga Business Awards.

Entry questions:

1. Describe your target market and the marketing strategies you engage to reach them.
Maximum word count 300
2. Describe a recent innovation/technology adopted by your business in an attempt to improve its operating efficiency.
Maximum word count 300
3. What are your systems and procedures to create the ultimate in customer service
Maximum word count 200
4. How do you seek to differentiate your business from its competitors when it comes to customer service?
Maximum word count 200
5. Provide measurable evidence of how innovative activity in your business in the previous 12 - 24 months has helped grow or improve your business.
Maximum word count 400
6. What is unique about your business and how does it demonstrate excellence?
Maximum word count: 400
7. Describe your business growth and key milestones in the previous 24 months.
Maximum word count: 400
8. What were the strategies and plans you initiated to achieve your business growth over the previous 24 months. Maximum word count: 450
9. Explain how the strategies in Question 8 achieved their measurable outcomes and demonstrate “excellence”. Maximum word count: 450
10. Detail the key challenges your business and industry face in the future and the strategies and plans you have in place to address these challenges. Maximum word count: 450

12. Excellence in Commercial, Professional and Business Services

Excellence in Commercial & Professional Business Services is awarded to a business or organisation, which delivers excellence in service of a professional nature. Medical, Financial, Legal (University Qualified) or Real Estate, Consultancy, Technical (Industry qualified) or similar businesses whose activity is leading edge in their field, employing professional and para professional practitioners are a "best fit" for this category. They are efficient and totally committed to their field of expertise.

Eligibility Requirements

- The organisation has been trading for a continuous period of two years or more, not bankrupt or trading insolvent at the time of entry.
- Not a board member, employee or sponsor of the Albury Wodonga Business Awards.

Entry questions:

1. Tell us how your organisation attempts to ensure it provides a consistently high level of client service.
Maximum word count 300
2. How does your business go about training and developing its team?
Maximum word count 200
3. Tell us about the marketing strategies your organisation uses to promote new clients.
Maximum word count 300
4. To what extent does your business utilize Social Media technology such as Facebook, eBay, Twitter, Apps etc. to service clients and win new business? Max word count 200
5. Tell us how you attempt to differentiate your business from its competitors.
Maximum word count 200
6. What is unique about your business and how does it demonstrate excellence?
Maximum word count: 400
7. Describe your business growth and key milestones in the previous 24 months.
Maximum word count: 400
8. What were the strategies and plans you initiated to achieve your business growth over the previous 24 months. Maximum word count: 450
9. Explain how the strategies in Question 8 achieved their measurable outcomes and demonstrate "excellence". Maximum word count: 450
10. Detail the key challenges your business and industry face in the future and the strategies and plans you have in place to address these challenges. Maximum word count: 450

13. Excellence in Health, Education and Disability

Excellence in Health, Education and Disability is awarded to a business or organisation that delivers service excellence in the health, education or disability sector. This award could also be presented to a business that is achieving exceptional client outcomes, or who has made recent improvements in the area of client accessibility.

Eligibility Requirements

- The organisation has been trading for a continuous period of two years or more, not bankrupt or trading insolvent at the time of entry.
- Not a board member, employee or sponsor of the Albury Wodonga Business Awards.

Entry questions:

1. Describe your target market and the marketing strategies you engage to reach them.
Maximum word count 300
2. How does your business go about training and developing its team? (max 200 words)
3. Describe an innovation /technology your organisation recently implemented in an attempt to improve internal efficiency.
Maximum word count 300
4. Tell us how you attempt to differentiate your business from its competitors.
Maximum word count 200
5. Describe how your business has created an impact within the community or improved outcomes for people with a disability.
Maximum word count 300
6. What is unique about your business and how does it demonstrate excellence?
Maximum word count: 400
7. Describe your business growth and key milestones in the previous 24 months.
Maximum word count: 400
8. What were the strategies and plans you initiated to achieve your business growth over the previous 24 months.
Maximum word count: 450
9. Explain how the strategies in Question 8 achieved their measurable outcomes and demonstrate “excellence”.
Maximum word count: 450
10. Detail the key challenges your business and industry face in the future and the strategies and plans you have in place to address these challenges.
Maximum word count: 450

13. Employer of Choice

The Employer of Choice award recognises organisations that put in place strategies and initiatives to create stimulating and supportive workplace environments for their employees. These strategies or initiatives must have a positive impact on both employees and the organisation as a whole.

Eligibility Requirements

- The organisation has been trading for a continuous period of two years or more, not bankrupt or trading insolvent at the time of entry.
- Not a board member, employee or sponsor of the Albury Wodonga Business Awards.

Entry questions:

1. How many full-time employees (full time employees on payroll in Australia) are in your business? (this is for context only and will not be scored).
2. Explain any specific HR and WHS programs and policies you have undertaken in the previous 24 months to improve workplace culture.
Maximum word count 400
3. Why did your business embark on this project/s and/or initiatives?
Maximum word count 400
4. What measurable results have been achieved and how have they positively contributed to workplace productivity and employee satisfaction? (i.e. reduction in voluntary staff turnover, absenteeism, training and development hours, employee satisfaction measures).
Maximum word count 400
5. Identify and describe the benefits you offer as an Employer of Choice.
Maximum word count 350
6. Outline your current staff level, retention rate and turnover. Maximum word count: 200
7. Have you had any unfair work dismissal applicants occur over the past 24 months including measures to adapt and improve. Maximum word count: 200.
8. How does your business adopt inclusive practices and recognise the needs of a diverse community (including people with disability and seniors)? Maximum word count: 350