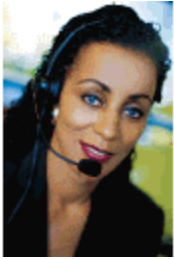


# Four AWARD CATEGORIES

## 1. EMERGING BUSINESS



A concept or start-up business between 0 and 4 years of operation

## 2. EXISTING BUSINESS

A business that has been in operation between 4 and 8 years.



## 3. ESTABLISHED BUSINESS



A business that has been in operation for 8 or more years.

## 4. YOUTH BUSINESS

A youth or college student that has control of his or her business development.

For more information call (302) 576-2130  
or visit the website [www.megabizfest.com](http://www.megabizfest.com)

City OF Wilmington  
MegaBiz Fest Committee  
Office of Economic Development  
800 N. French Street – 3<sup>rd</sup> Floor  
Wilmington, De. 19801



James M. Baker, Mayor



Creating Businesses | Building Strategic Alliances

# MegaBizFest Conference 2006

*“The Capacity To Deliver”*



## BUSINESS PLAN COMPETITION

*“AWARD PACKAGE”*

UP TO

**\$15,000**

October 18-19, 2006

Sponsored by Mega BizFest Committee. You could win a value package up to \$10,000 for your business by participating in the Business Plan Competition at the MEGABIZFEST – October 18-19, 2006

## PURPOSE

The purpose of this business development competition is to support the growth and development of small businesses and to provide tools and services that can increase the business development process.

## ELIGIBILITY CRITERIA

- 18 years or older except for youth Category
- Business located in the City of Wilmington and/or the State of Delaware (except concept businesses)
- Youth/College student must present ID
- Must be current on all federal, state, and local personal and business taxes
- Must be prepared to give a ten to fifteen minute presentation to judges
- Must agree to meet and attend educational workshops and seminars
- Must be present if selected for final round

### **ADDRESS ALL SUBMISSIONS TO:**

Business Development Competition  
C/O The MegaBizFest Committee  
Office Of Economic Development  
800 N. French Street –3rd Floor  
Wilmington, De. 19801  
(302) 576-2120

For more information visit the  
MegaBiz Web Site  
<http://www.megabizfest.com>

## **JUDGING**

*Business submissions will be judged on the basis of your strength of concept, your understanding of the true cost of starting and growing the business, the creative method you use to reach your target-market, and how you utilize technology within your enterprise.*

## COMPETITION PROCESS

### Round 1- The EXECUTIVE SUMMARY

A document of NO MORE THAN 2 pages describing your business, (Introduction, Marketing, Operations and Finance). The Executive Summary and completed application must be submitted on time to be considered for Round 2.

### Round 2- The SUBMISSION

Chosen entrants from Round 1, will be notified by mail and asked to submit no more than 15 pages, including any and all graphics. The Plan must include:

- Original Executive Summary;
- 2 pages on Marketing, including your competition, pricing and distribution to reach the targeted market
- 2 to 3 pages on Operations, including short bio's of management team, and information on your building operations, if applicable
- A Financial section to include a 1-year projected monthly cash flow statement, a 2 year projected annual Income Statement and pro forma Balance Sheet of current assets and liabilities.

Existing businesses must also submit their 2005 Income Statement and Balance Sheet. You may include an appendix of, in addition to the plan, sample photos, relevant news articles, letters of support, etc. However, the submitted Plan, including the Executive Summary, must not go over 15 pages. Those selected will attend a **Presentation workshop (Round 2a)**

### Round 3 – The PRESENTATION

Finalists chosen from Round 2, will be notified by mail and asked to present their business plan to an independent judging team on October 11, 2006.

### Round 4 – WINNERS CIRCLE

Judges will have the option of having the winners of each category compete for a Grand Prize.

### AWARD PRESENTATION

An independent company will tabulate the judges scores from the “The Presentation” Round of the competition, and the winners will be announced to the public, at the MegaBizFest Dinner Award Ceremony, on October 18, 2006. **All finalists MUST be present!**

## IMPORTANT DATES

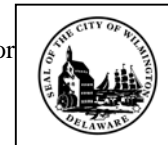
Round 1 – Deadline **July 25, 2006**  
Round 2 – Deadline **Sept. 15, 2006**  
Round 2a – Workshop **Sept. 21 2006**  
Round 3 – Presentations **Oct. 11, 2006**  
Round 4–Winners Circle **Oct. 18, 2006**  
Award Ceremony **Oct. 18, 2006**  
**No LATE Submissions will be accepted!**

## **RESOURCE ORGANIZATIONS**

*(for assistance with Business Plan)*

### **The Mayor's Office of Economic Development**

800 N. French Street - 3rd Floor  
Wilmington, DE. 19801  
(302) 576-2120



### **Delaware Small Business Development Center Network**

One Innovation Way  
Newark, DE. 19711  
(302) 831-1555



### **U.S. Small Business Administration**

(SBA) **Delaware** District Office  
824 Market Street-Suite 610  
Wilmington, DE. 19801  
(302) 573-6248

### **First State Community Loan Fund**

100 West 10<sup>th</sup> Street, Suite 1005  
Wilmington, DE. 19801  
(302) 652-6774



### **The Service Corps of Retired Executives**

(SCORE) Suite 610  
824 N. Market Street  
Wilmington, De. 19801  
(302) 573-6552



### **YWCA Business Enterprise Center**

233 King Street  
Wilmington, De. 19801  
(302) 658-7161

