

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 between 8 and 12 years.

For more information call (302) 576-2121 or visit the website www.megabizfest.com



Wilmington

In the middle of it all



Creating Businesses | Building Strategic AI

MegaBizFest
Conference
October 7, 2010

“Linking Strategic Alliances”



**10K BUSINESS
PLAN
COMPETITION**

“AWARD PACKAGE”
UP TO
\$10,000

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



James M. Baker, Mayor
Wilmington
in the middle of it all

Postage compliments of AstraZeneca

PURPOSE

The purpose of this business development competition is to support the growth and development of small businesses by providing working capital, tools and services that can increase the business development process.

ELIGIBILITY CRITERIA

- 18 years or older
- Business located in the City of Wilmington and/or the State of Delaware
- Must be current on all federal, state, and local personal and business taxes
- Must be prepared to give a 10 to 15 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) 576-2121

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. Previous winners can not compete in the same category.

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, \$25 application fee 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 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 2008 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 be notified to attend a Mandatory **Presentation workshop (Round 2a) – Sept. 22, 2010.**

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 6, 2010.

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 at the MegaBizFest Award Ceremony on October 7, 2010. **All finalists MUST be present!**

IMPORTANT DATES

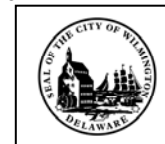
Round 1 – Deadline **June 30, 2010**
Round 2 – Deadline **Sept. 13, 2010**
Round 2a – Workshop **Sept. 22, 2010**
Round 3 – Presentations **Oct. 6, 2010**
Award Ceremony **Oct. 7, 2010**
No LATE Submissions will be accepted!

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
1007 N. Orange Street-Suite 1120
Wilmington, DE. 19801
(302) 573-6294

First State Community Loan Fund

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



The Service Corps of Retired Executives

(SCORE) Suite 1120
1007 N. Orange Street
Wilmington, De. 19801
(302) 573-6552



YWCA Business Enterprise Center

YWCA Delaware DCWE
153 E. Chestnut Hill Road, Newark, DE 19713
(302-224-4060 ext. 209)