



Awards category & requirements

Application Assessment Tool



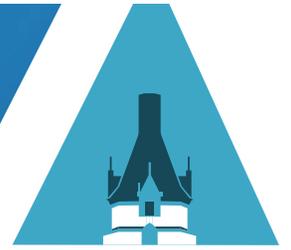
SABEX

SASKATOON'S PREMIER
BUSINESS AWARDS

— 2022 —

Presented by:





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ELIGIBILITY REQUIREMENTS

General Requirements

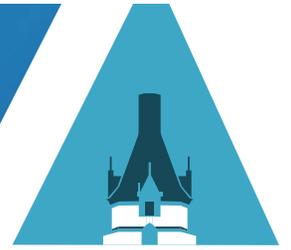
Nominees must:

- If applying for a Business of the Year award must be a member of the Greater Saskatoon Chamber of Commerce in good standing.
- Have operated in Saskatoon for a minimum of three years (1-3 years for those applying in the New Venture Category)
- Non-Profit organizations can only apply for the following awards (Mistahi Mamichitowin, Spirit of Saskatoon, Community Impact)
- Be operating in Saskatoon at the time of the awards presentation
- Be financially viable with prospects for growth

General Information

Nominees must provide:

- Primary contact person and related information
- Number of years in operation as of May 3, 2022
- Number of employees (overall and based in Saskatoon)
- Business description (100 words)
- High-resolution logo
- Letter attesting to the general profitability of the business (Non-profits can provide a letter from their finance chair attesting to the organizations viability)
- Copy of City of Saskatoon Business License (Non-profits can provide a copy of their CRA charitable status)
- Minimum (2) letters of support from any customers, clients, contractors and/or suppliers



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2022 AWARD DESCRIPTIONS

Mistahi Mamîcîhîtowin Award

Because our business community is situated on Treaty 6 territory and Homeland of the Métis people, we are committed to good relationships with Indigenous people in our city and region. For us, it means fostering and renewing positive relationships with Indigenous enterprises and integrating Indigenous ways of knowing and collaborating in how we do business.

This award recognizes a **small Saskatoon Business or non-profit organization (1-50 employees)** and a **big Saskatoon Business or non-profit organization (50+ employees)** that is working to foster good relations with Indigenous people in our community, and promote economic reconciliation, through community investment, business partnerships and/or procurement. The award is co-presented by a Chamber Board Member, Indigenous Elder, and the award's sponsor.

Community Impact Award

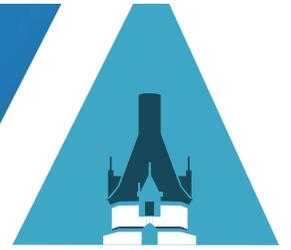
Community-based organizations and charities help to foster a healthy business climate by contributing to the quality of life in our city. Thanks to the tireless efforts of their volunteers, vital programs and services, and social entrepreneurship, Saskatoon is a better place to live, work and build a business.

This award is presented to a Non-Profit organization whose efforts are opening pathways for individuals to grow and thrive, delivering programs and services that are making a difference, and/or leading initiatives that will enhance our quality of life in Saskatoon today and tomorrow. The award is co-presented by a Chamber Board Member and award's sponsor.

Safety Culture Award

Ensuring safe operations and keeping employees, customers and communities safe is vital to the success and performance of any business, large or small. When businesses commit to high safety standards and focus on the well-being of their people and neighbours, it helps them attract and retain both employees and customers, contributing to growth and a thriving business climate in Saskatoon.

This award is presented to a business that fosters a strong safety culture through training, development, and continuous improvement and demonstrates a commitment to the care and protection of its people, environment and customers. The award is co-presented by a Chamber Board Member and the award's sponsor.



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Entrepreneurship Award

Wealth creators. Risk-takers. Innovators. Entrepreneurs. They are the engines of our economy. They are the heart of healthy and successful communities. And, because they have the courage and conviction to build a business, we all win.

This award is presented to an entrepreneur who embodies the enterprising spirit of our city and has successfully started or scaled a new business. The award is co-presented by a Chamber Board Member and the award's sponsor.

Growth Award

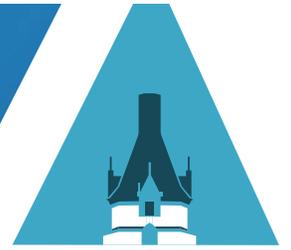
In business, growth is the goal. It takes careful planning, a steady hand, a keen sense of the market, and patience but when that goal is achieved, it can be one of the most exciting times for any business, large or small. The new jobs, facilities and/or market opportunities that come with growth are a win for the business and Saskatoon's economy where local workers, suppliers and other businesses can ride the momentum and open their own doors to growth as well.

This award is presented to a **small business (1-50 employees)** and a **big business (50+ employees)** that has achieved growth in its profits, locations and/or workforce of 15% or more in the last year. The award is co-presented by a Chamber Board Member and the award's sponsor.

New Business Venture Award

Any new and successful business venture is something to celebrate – for the business owner who launches it, the employees who help drive it, and the local economy that benefits from it. A new venture creates a world of possibilities and opportunities for those it touches, creating wealth, jobs and new opportunities as it grows from a simple start-up into a strong and sustainable business.

This award is presented to a new business that has demonstrated steady growth and profitability over a 1-3 year period and has successfully positioned itself as an emerging leader and contributor to Saskatoon's economic development. The award is co-presented by a Chamber Board Member and the award's sponsor.



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Spirit of Saskatoon Award

With so much to offer, Saskatoon has something for everyone. Shops and eateries, restaurants and bars, stay-and-play hotels, galleries and museums, cultural attractions – behind every door is an opportunity to discover Saskatoon's warm hospitality and welcoming spirit.

This award is presented to a business or organization that reflects this spirit in the way that they serve visitors and customers, providing memorable and made-in-Saskatoon hospitality time after time. The award is co-presented by a Chamber Board Member, Tourism Saskatoon and/or the award's sponsor.

Business of the Year

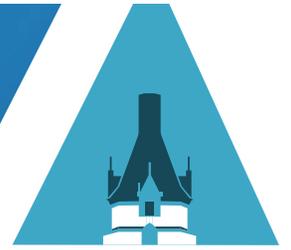
When a business is able to demonstrate excellence in all facets of its planning, execution and operations, it is a rare and remarkable achievement. They are recognized as leaders for the success they have achieved, and the high standards they have met, elevating Saskatoon as a leading city to live, work and succeed in business.

This award is presented to a Chamber member that embodies the values and attitude of Saskatoon's go-forward business community and demonstrates excellence across all the areas SABEX honours and recognizes: safety, community investment, Indigenous relations, service, growth and entrepreneurial spirit. The award finalists are selected by the adjudication committee, the winner will be determined by a live vote of attendees at the SABEX Awards Gala. All Business of the Year Finalists will be highlighted throughout the event prior to the live vote.

The award is co-presented by a Chamber Board Member and award's sponsor. The recipient is further recognized as the featured speaker at Chamber on Tap in December 2022.

Business Hall of Fame

Those inducted into Saskatoon's Business Hall of Fame come from different backgrounds, sectors and enterprises but they all share a love for our city, a passion for business and a commitment to help others succeed. Unlike other SABEX Awards which are presented annually, this honour is bestowed only in exceptional circumstances where an individual or business has made lasting and important contributions to our city and business community. This award is co-presented by a Chamber Board Member and award's sponsor.



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2022 AWARD SUBMISSION QUESTIONS

Mistahi Mamîcihîtowin Award

100 words

Why has the business made a commitment to good relations with Indigenous people?

300 words

Describe how the business has enhanced understanding about Indigenous culture and history among its leaders and employees.

200 words

How does the business initiate, build and sustain meaningful relationships with Indigenous businesses or organizations? Describe any positions or programs within the business that are responsible to cultivate these relationships.

200 words

Share any examples of how the business has fostered meaningful relationships with Indigenous enterprises or organizations through its donations and sponsorship activities.

200 words

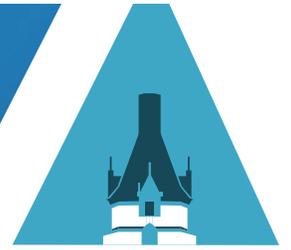
Describe any formal or informal business partnerships with Indigenous owned enterprises that have contributed to the success of both partners.

200 words

Describe how the business has used its supply chain to build relationships and engage Indigenous-owned suppliers and vendors.

100 words

In what way(s) does the business promote its commitment to good relations with Indigenous partners and stakeholders and encourage other businesses to commit as well?



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Community Impact Award

500 words

Briefly describe the organization:

- Vision, mandate, values
- Key service(s) and program(s)
- Target client(s) or audience(s) served
- Percentage of revenue by funding source
- Number of employees
- Estimated number of volunteers

100 words

What key issue, problem or opportunity drives the work of the organization? Why does it exist?

200 words

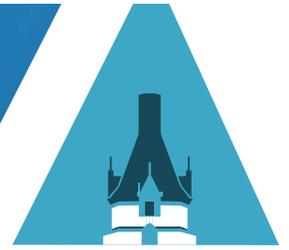
What metrics does the organization use to monitor outcomes and measure the impact of its programs, services or activities? Using those metrics, please provide its results for 2019, 2020 and 2021.

200 words

To what extent does the organization collaborate with other organizations to carry out its mission and maximize its impact?

300 words

Share one high-impact project, initiative or program that the organization is delivering to improve lives or improve our quality of life in Saskatoon.



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2022 AWARD SUBMISSION QUESTIONS

Safety Culture Award

200 words

Describe the business's safety vision or philosophy.

200 words

How does the business consistently communicate and reinforce the importance of safety to your employees, contractors, and suppliers?

300 words

What systems does the business have in place to protect the well-being of your employees, customers and neighbours?

200 words

Describe how the business involves employees and employee feedback in the development, review and improvement of procedures and protocols.

100 words

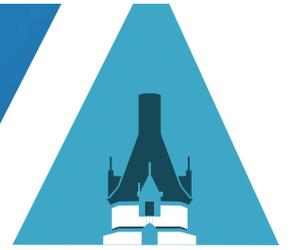
How does the business promote trust and open communication in the workplace so employees feel comfortable raising safety issues and concerns?

200 words

When it comes to the safety of the business's employees, environment and customers, what metrics does it use to measure and monitor its safety performance? Using those metrics, please provide its results for 2018, 2019 and 2020.

100 words

How does the business's leaders "walk the talk" and demonstrate their commitment to the safety vision and values of the business?



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Community Investment Award

300 words

Describe your strategy or philosophy when it comes to community donations, volunteerism and/or sponsorships.

200 words

Over the past year, what percentage of your community investment activity involved:

- Charitable cash donations
- In-kind donations
- Sponsorships
- Volunteer time

Estimate the dollar value of each category as a percentage of your gross annual revenue.

200 words

Which sector(s) are you most involved in? Why?

Examples: arts/culture, sports/recreation, health/wellness, education/literacy, youth, housing, poverty reduction

100 words

In what way(s) do you communicate your involvement internally and externally?

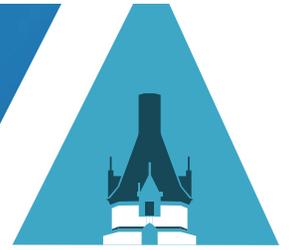
100 words

Describe how you include your employees in your giving and/or volunteering decision-making.

400 words

Over the past year, what donation, sponsorship and/or volunteer opportunity stands out?

- What were the benefit(s) to your business and team?
- What were the benefit(s) to the community?
- Why is it a strong example of your community involvement approach in action?
- Will you do it again next year?



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2022 AWARD SUBMISSION QUESTIONS

Entrepreneur Award

400 words

Briefly tell us about your entrepreneurial journey:

- Personal and professional biography
- Role in the business
- Reasons for establishing or purchasing the business
- Why should you receive the award

200 words

What challenges or risks have you encountered and overcome to build the business?

Examples: personal adversity, financing, business planning, market changes, increasing competition, regulatory issues, human resource challenges, etc.

200 words

What is your vision for the business? What short and long range goals have you set to drive its growth?

200 words

Describe early wins/successes you have realized since starting or acquiring the business.

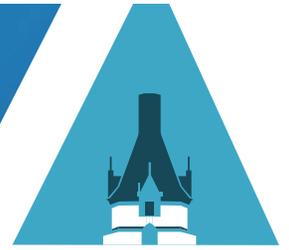
100 words

Besides the business, how else are you contributing to our community?

Examples: volunteerism, participation in business networks, donations, sponsorships, mentor-ship, etc.

200 words

How will you succeed and scale the business into the future?



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2022 AWARD SUBMISSION QUESTIONS

Growth Award

300 words

Looking back, describe your initial growth and expansion goals.

400 words

To achieve these goals, what was the focus of your growth strategy (discuss all that apply):

- Additional facilities
- Expanded operations
- Larger workforce
- Wider geographic reach
- New market or product development
- Merger or acquisition
- New equipment or technology

200 words

What specific targets did you set to measure the success of your strategy? Were you successful in achieving them?

50 words

What has been the increase in FTE jobs, as a percentage of your overall workforce? Share the percentage of jobs created in 2019, 2020, 2021 and projected for 2022.

50 words

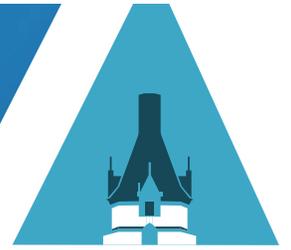
What has been the increase in sales, as a percentage of your gross revenue? Share the percentage of sales growth achieved in 2019, 2020, 2021 and projected for 2022.

150 words

What would you say has been the economic impact of your growth and expansion for Saskatoon? Saskatchewan?

150 words

Where do you see new opportunities to continue your growth path?



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2022 AWARD SUBMISSION QUESTIONS

New Business Venture Award

400 words

Briefly describe the business:

- Key service(s) and offering(s)
- Independent business or franchise
- Sole proprietorship or partnership
- Unique features, products or services
- Number of employees
- Target customer(s)
- Market gap or problem it solves

200 words

Describe the skill(s) and background(s) of the owner(s) and how these are contributing to the growth of the business.

150 words

What initial goals and targets were set for the business, including sales? How many of these goals and targets have been achieved?

200 words

What challenges or risks have been overcome to start the business? Examples: personal adversity, financing, business planning, market changes, increasing competition, regulatory issues, human resource challenges, etc.

200 words

Besides time, what investments have been required to start the business? Examples: technology, equipment, physical space, research, debt, equity, etc.

50 words

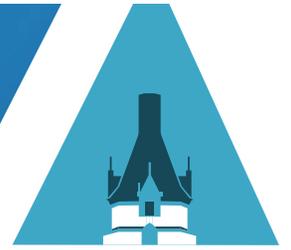
What has been the increase in sales, as a percentage of your gross revenue? Share the percentage of sales growth achieved in 2019, 2020, 2021 and projected for 2022.

100 words

Describe the long-term vision for the business.

100 words

What has starting and growing this new venture meant to the owners? Describe the benefits and opportunities it has opened up for them.



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Spirit of Saskatoon Award

300 words

Describe your business/organization and its role:

- Welcoming visitors to Saskatoon, and/or
- Contributing to Saskatoon's quality of life and vibrancy for residents and/or
- Serving visitors/customers from home and abroad

150 words

Describe the type of people the business/organization typically serves.

- What type of experience are they looking for?
- What draws them to your business or organization?

200 words

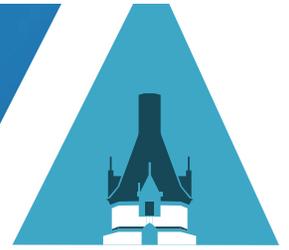
In what way(s) does your business/organization provide a great visitor/customer experience that reflects Saskatoon's unique spirit and attitude?

200 words

Describe how your business/organization team consistently delivers a great service and hospitality for every visitor/customer?

200 words

Why is your business/organization a great ambassador for Saskatoon?



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Business of the Year

300 words

Briefly describe the business:

- Owner(s) and/or operator(s)
- Key service(s) and offering(s)
- Independent business or franchise
- Sole proprietorship or partnership
- Unique features, products or services
- Number of employees

200 words

How has the business consistently practiced and promoted safety among its employees, contractors, and/or suppliers?

200 words

Describe the business's track-record of giving, sponsoring or volunteering in the community. Specifically, what donation, sponsorship and/or volunteer effort stood out this past year?

100 words

In what way(s) does the business/organization operate that captures Saskatoon's enterprising spirit and attitude?

200 words

How has the business initiated and sustained meaningful relationships with Indigenous partners, customers and/or suppliers?

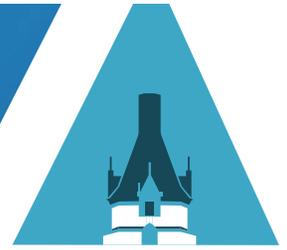
200 words

Describe how the business has grown or expanded this year:

- What has been the increase in FTE jobs, as a percentage of its overall workforce?
- What has been the increase in sales, as a percentage of its gross revenue?
- What would you say has been the economic impact of your growth and expansion for Saskatoon? Saskatchewan?

100 words

Why should this business be recognized as Saskatoon's Business of the Year?



ASSESSMENT TOOLS

These assessment tools will be utilized by the Adjudication Committee when marking SABEX applications. Please reference them as a guide when filling out your application.

SUBMISSION QUESTIONS

Consider these questions when assessing **each response**:

- Was the answer clear?
- Was the answer complete?
- Did the answer directly relate to the question?
- Were proof points or examples provided to support the answer?
- Did they provide specific examples to support their answer?

0	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20				
Poor					Fair					Satisfactory					Good					Excellent				
The response addresses the question in an inadequate way.					The response addresses the question in a marginal way.					The response addresses the question in an adequate way.					The response addresses the question in a substantial way.					The response addresses the question in an outstanding way.				

OVERALL APPLICATION

Consider these factors when assessing the **quality of the application**:

- Level of Clarity
- Level of Completeness
- Use of Proof Points
- Use of Specific Examples
- General Effort

x1	x2	x3	x4	x5
Poor	Fair	Satisfactory	Good	Excellent
Overall, the application could be described as unacceptable and inadequate.	Overall, the application could be described as unsatisfactory and marginal.	Overall, the application could be described as acceptable and adequate.	Overall, the application could be described as strong and substantial.	Overall, the application could be described as exceptional and outstanding.

Submission Question Total x Overall Application Total = Result