



# 2020 FRED CASE REMODELING ENTREPRENEUR OF THE YEAR AWARD APPLICATION

## Celebrating Innovation in the Remodeling Industry

**REQUIREMENTS:** Owner(s) of US-based, full-service remodeling businesses doing \$6.0mm or less in gross remodeling volume in the latest fiscal year. Businesses must have been continuously operational for at least three full years.

**APPLICATIONS ARE DUE NO LATER THAN FRIDAY, JULY 31, 2020.**

### NOMINEE INFORMATION:

Name: \_\_\_\_\_

Title: \_\_\_\_\_

Company Name: \_\_\_\_\_

Street Address: \_\_\_\_\_

City: \_\_\_\_\_

State: \_\_\_\_\_

Zip: \_\_\_\_\_

Email: \_\_\_\_\_

Phone: \_\_\_\_\_

### COMPANY INFORMATION:

Describe your business (25 words max):

Year in Business: \_\_\_\_\_ Total # Employees on Payroll: \_\_\_\_\_ In Office: \_\_\_\_\_ In Field: \_\_\_\_\_

What was your company's total remodeling revenue?      2019: \_\_\_\_\_      2018: \_\_\_\_\_

What was your company's prior year gross & net profit?      Gross: \_\_\_\_\_      Net: \_\_\_\_\_

How many remodeling jobs did your company complete?      2019: \_\_\_\_\_      2018: \_\_\_\_\_

How did your company's 2019 actuals compare with projections? (higher/lower) \_\_\_\_\_

If you saw an increase from 2018 to 2019, to what do you attribute that growth?

What is your projected revenue for 2020? \_\_\_\_\_

What is the basis for this change? (growth/decline/consistency)

## **INNOVATIONS**

List two specific initiatives in your business that demonstrate entrepreneurial innovation. The first should focus on new business practices/creative use of technology/unique building products or use of materials that you have implemented in your business over the last 3-5 years. The second initiative should focus on a creative and effective business measure you took in the face of the COVID-19 pandemic.

**PLEASE LIMIT YOUR ANSWERS UNDER EACH NUMBER (1A, 1B, ETC.) TO 75 WORDS OR LESS.**

### **FIRST INITIATIVE**

1a. Briefly describe the first initiative.

1b. Describe the conditions and/or goals that prompted this initiative.

1c. Describe how the initiative was implemented in your business.

1d. Explain the results of this initiative and how these results compared with your expectations.

## SECOND INITIATIVE

2a. Briefly describe the second initiative.

2b. Describe the conditions and/or goals that prompted this initiative.

2c. Describe how the initiative was implemented in your business.

2d. Explain the results of this initiative and how these results compared with your expectations.

# SUBMIT YOUR APPLICATION

APPLICATIONS ARE DUE NO LATER THAN FRIDAY, JULY 31, 2020

Completed applications can be submitted to Allison DeLand at [adeland@casedesign.com](mailto:adeland@casedesign.com)