



## Government Contractor of the Year

This application is for information purposes only. All applicants must fill out an application on the awards portal.

**Categories:** *When you select revenue category, revenue should be based on previous year's revenue – NOT an average of the past 3 years.*

- Under \$7.5M In Revenue
- \$7.5M-\$15M In Revenue
- \$15M-\$27.5M In Revenue
- \$27.5M-\$50M In Revenue

### **Description**

**Qualifications:** The SECAF Contractor of the Year will be awarded to a company that has shown a compelling and profound commitment to excellence in financial performance during 2022 as measured by the criteria listed below.

- All applicants/businesses must be located within a 50-mile radius of the Washington, DC area. This includes the following states and counties and Washington, DC:
  - Maryland
    - Anne Arundel
    - Baltimore
    - Carroll
    - Charles
    - Frederick
    - Howard
    - Montgomery
    - Prince Georges
  - Virginia
    - Arlington
    - Clarke
    - Fairfax
    - Fauquier
    - King George
    - Loudoun
    - Prince William
    - Stafford

- St. Mary's
- Washington, DC

**Criteria:** Up to five finalists will be selected for each category based upon the submitted quantitative and qualitative information.

**Disqualification:** SECAF, in its sole discretion, reserves the immediate and unrestricted right to disqualify any finalist or winner if it (or any of its directors, officers, members, employees, or agents) commits or has committed any act or has been involved or becomes involved in any situation or occurrence which SECAF deems likely to reflect unfavorably upon SECAF in any way. If such information is discovered, SECAF may rescind the finalist designation or award at any time. Decisions of SECAF are final and binding in all matters related to such disqualification.

**Confidentiality:**

SECAF will hold in confidence and will not disclose to third-parties any of the nominated company's proprietary information, except as such disclosure or use may be required in connection with the awards gala, including disclosure to the selection committee, the judges' panel, and any applicable vendors or agents utilized to compile the information. For the purposes of this Submission, proprietary information shall not include information to the extent that it: (i) is a matter of public knowledge; (ii) becomes a matter of public knowledge solely from a source other than SECAF or any other person (whether natural or legal) subject to an obligation of confidentiality to the nominated company or; (iii) is obligated to be disclosed pursuant to applicable law, regulation or legal process.

Deadline for submission is 5:00PM EST on Friday, February 24, 2023. Please note that all fields must be entered. If some are not applicable, enter 0 or NA. If you have any questions, please contact [info@secaf.org](mailto:info@secaf.org).

**Questions:**

1. Company overview that describes the mission, history, core capabilities, key customers and competitive differentiators (250 words)
2. Date company founded
3. Provide summary of relationship if the company is backed by a publicly traded entity or private equity firm and describe any change in ownership during the past year.
4. Please provide revenue for the last three fiscal years (or for each year of operation if less than three years old, including preliminary 2022 year-end results if necessary). Do not include dollar sign or commas - i.e. 1500000 instead of 1.5M or \$1,500,000.
5. What are the top three factors that have contributed to your success and revenue growth (250 words)
6. Provide the percentage of prime revenue information for 2020, 2021, and 2022.
7. Please describe how your prime/subcontract revenue mix has changed over these three years and why (75 words)
8. Provide the percentage of preference/set aside revenue for 2020, 2021, and 2022 (Note: Set Aside is defined as any contract issued under a preference program, to include "small business full and open.)

9. Provide a description of the type and nature of the preference/set aside revenue you generated during these three years (100 words)

**Note: Question 10 is not required for Under \$7.5 Million and \$7.5 - \$15 Million**

10. With regards to revenue generated from 8(a) contracts, please provide the percent of total revenue for 2020, 2021, and 2022. (This revenue should be included in #7 above)
11. Please provide brief descriptions of the diversification of customers for the company's top contracts (30 words per entry) and the percentage of 2022 revenue for each.
12. Please provide brief descriptions of up to three of your top competencies/core capabilities (30 words per entry) and the percentage of 2022 revenue.
13. Provide summary of any contract or entity acquisitions and % of revenue obtained during the past year.
14. Please provide insight into the company's future plans and goals including recent impactful contract awards, strategic positioning, new core competencies, targeted contract opportunities, strategic areas of expansion, growth strategies, specifics on transition from small business work, etc. (250 words)

**OPTIONAL QUESTION: Mentor-Protégé Program**

Mentor-Protégé programs are designed to improve the performance of contracts and subcontracts, foster the establishment of long-term business relationships between large prime contractors and small business subcontractors, and strengthen subcontracting opportunities and mutual accomplishments.

Please provide a summary of the Mentor-Protégé Program pursuant to which you established your Mentor-Protégé relationship (SBA, DoD, DHS, DOT etc.). The program should be substantially started or active/in process during 2022 for at least 6 months of 2022. If your relationship was not established pursuant to one of the aforementioned programs, please describe the nature of your Mentor-Protégé relationship and the statutory or legal authority for such relationship. If selected as the winner, both the Mentor and the Protégé will be celebrated during the awards presentation of the 2023 SECAF Awards Gala (500 words)