



2010 Crain's Leading EDGE Awards Nomination Form
CONFIDENTIAL
 Submission Deadline - Friday, March 12, 2010

QUALIFICATIONS FOR SELECTION The Crain's Leading EDGE Awards (LEA) Program identifies and honors value-creating, middle-market companies operating in Northeast Ohio (NEO), including divisions owned by companies located outside NEO. NEO's 17-county area includes: Ashland, Ashtabula, Columbiana, Cuyahoga, Erie, Geauga, Huron, Lake, Lorain, Mahoning, Medina, Portage, Richland, Stark, Summit, Trumbull and Wayne counties.

Qualifying companies must export some goods or services outside of NEO and generate annual net sales between \$1 and \$750 million. A list of prior years' winners and additional information are available at www.edgef.org.

Each year, the Entrepreneurs EDGE honors middle-market companies that are generating the **highest value for themselves and the Northeast Ohio community**. This is done by obtaining EBIT figures and adding total taxable compensation for all NEO employees, and then identifying the highest absolute figures and growth rates over the past three years.

Information provided is CONFIDENTIAL – no company EBIT or compensation figures will be shared with the public.

NOMINATION PROCESS You may nominate your firm or another company by submitting this completed form and/or referrals to LEA@edgef.org. Previous year winners are eligible and encouraged to resubmit each year.

NEW WINNERS' CATEGORY - PROFESSIONAL SERVICE FIRMS Professional service firms will be included in the nomination process in 2010 and are encouraged to submit nominations and referrals. *Qualifications for Selection* do apply, see above.

INSTRUCTIONS FOR COMPLETING THE NOMINATION FORM Please complete the appropriate information by printing the document to complete by hand. Submission deadline is **Friday, March 12, 2010** - see instructions at the end of form.

COMPANY INFORMATION

Company Name <i>For print publication</i> _____	Web Address _____	Year Founded _____
Address _____	City _____	Zip _____
County _____	Phone _____	
Headquarters <i>If different from above</i> _____	Address _____	
City _____	State _____ Zip _____	Country _____

Our company sells some of its products or services outside of Northeast Ohio Ohio USA

COMPANY'S TOP EXECUTIVE INFORMATION

Name <i>For print publication</i> _____	Title <i>For print publication</i> _____
Email _____	Phone _____ Extension _____
School Affiliation(s) <i>Undergraduate</i> _____ <i>Graduate</i> _____ <i>Post-Graduate/Executive Educ.</i> _____	

CONTACT INFORMATION

For the person submitting this form.

Name _____	Title _____
Email _____	Phone _____

BRIEF BUSINESS DESCRIPTION

One sentence please.

TYPE OF BUSINESS

- Construction
 - Distribution
 - Finance
 - Insurance
 - Manufacturing
 - Real Estate
 - Services
 - Trade, Retail
 - Trade, Wholesale
 - Other *indicate below*
-

BUSINESS INDUSTRY

Please check all that apply.

- Accounting
 - Architecture
 - Automotive
 - Biomedical
 - Computer Hardware
 - Computer Software
 - Consulting
 - Ecommerce/Internet
 - Engineering
 - Environmental
 - Food Service
 - Healthcare
 - Human Resources
 - Leasing
 - Legal
 - Marketing/PR/ Advertising
 - Metals
 - Polymer/Chemicals
 - Printing
 - Telecommunications
 - Other *indicate below*
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ANNUAL INFORMATION

All company information provided is CONFIDENTIAL.

Company Fiscal Year-End Month _____	FY2009	FY2008	FY2007
Questions 1-8 are required:			
1. Total compensation (Total paid to all employees residing in NEO)	_____	_____	_____
2. Total EBIT (Earnings before interest and taxes)	_____	_____	_____
3. Total compensation + EBIT (Add lines 1+ 2)	_____	_____	_____
4. Total expenditures for products and services supplied by NEO vendors (See NEO zip code listing at www.edgef.org/NEOzipcodes.pdf)	_____	_____	_____
5. Annual net sales	_____	_____	_____
6. Total cash and employee time (in dollars) contributed by the company to NEO civic projects	_____	_____	_____
7. Average number of total FTEs (full-time equivalent employees) working in NEO	_____	_____	_____
8. Percent of annual net sales (Line 5) generated outside of NEO	_____	_____	_____
Questions 9-12, complete all that apply. Check appropriate box if <i>not applicable</i> or <i>no response</i>.			
9. Number of spin-out businesses	_____	_____	_____
10. Number of new products contributing to net sales <input type="checkbox"/> Not applicable <input type="checkbox"/> No response	_____	_____	_____
<i>New products percent of net sales</i>	_____	_____	_____
11. Number of new services developed contributing to net sales <input type="checkbox"/> Not applicable <input type="checkbox"/> No response	_____	_____	_____
<i>New services as percent of net sales</i>	_____	_____	_____
12. Percent of earnings shared with non-officer employees <input type="checkbox"/> Not applicable <input type="checkbox"/> No response	_____	_____	_____

NOMINATION REFERRAL INFORMATION

If applicable, provide contact information for the person who nominated you or suggested that you submit this nomination form.

Company Name _____ **Contact Name** _____
Contact Phone _____ **Contact Email** _____

SERVICE PROVIDERS' INFORMATION

Primary Bank _____ **Contact Name** _____
Contact Phone _____ **Contact Email** _____

Accounting Firm _____ **Contact Name** _____
Contact Phone _____ **Contact Email** _____

Law Firm _____ **Contact Name** _____
Contact Phone _____ **Contact Email** _____

Primary Insurance _____ **Contact Name** _____
Contact Phone _____ **Contact Email** _____

PR/Advertising Firm _____ **Contact Name** _____
Contact Phone _____ **Contact Email** _____

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SUBMIT YOUR COMPLETED FORM Mail or fax to:

Crain's Leading EDGE Award
6801 Brecksville Road, Suite 160
Independence, OH, 44131-5065
Fax 216.520.3669
www.edgef.org

CRAIN'S LEADING EDGE AWARDS CEREMONY Individual winners will be notified prior to the Leading EDGE Awards Recognition Dinner to be scheduled in Spring 2010 in Cleveland, Ohio. *Date and location to be announced soon!*

QUESTIONS Contact LEA@edgef.org

Heidi Eisaman, Program Assistant - 216.337.2088 - heisaman@edgef.org.
Elizabeth Littman, Program Consultant - 216.235.1767 - elittman@edgef.org



The Entrepreneurs EDGE

Economic Development Through Growth & Entrepreneurship

EDGE is a 501(c)(3) non-profit organization created to enhance economic development in Northeast Ohio by helping middle-market companies grow in value through education, innovation and relationships.

D Kirk Neiswander, President - kirk@edgef.org