



## Washington County Business Plan Challenge Application

Name of Applicant: \_\_\_\_\_ Business Name: \_\_\_\_\_

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

City/Town: \_\_\_\_\_ State: \_\_\_\_\_ Zip code: \_\_\_\_\_

Home phone: \_\_\_\_\_ Cell phone: \_\_\_\_\_

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

Challenge Applicant Contact: \_\_\_\_\_

### Suggested eligible category most closely describes your for-profit business?

(Mark all that apply)

- Arts and Culture – emphasis on products or offerings that value handmade, authentic and distinctive characteristics of the Southwest Virginia culture
- Outdoor Recreation – emphasis on products or offerings that promote, showcase, or make use of natural assets and outdoor opportunities
- Value Added Agriculture/Agritourism – emphasis on products or offerings that use raw indigenous materials, and through production, create a product offering that has a substantially higher value, including agritourism offerings
- Restaurant and Hospitality – emphasis on services that provide meals, lodging, or other guest services that enhance the visitor and/or tourist experience
- Technology/Advanced Manufacturing/ Research and Development – emphasis on industries that use advanced technology to improve their products or services or for research and development.
- Retail and Support Services – emphasis on retail services and activities that support any of the above categories
- Light Manufacturing – emphasis on businesses employing 25 or less processing, fabricating, assembly, or disassembly of items takes places wholly within an enclosed building.
- I am interested in attending the business workshops only (space limited, priority given to challenge applicants)

### Business Ideal Abstract:

<b>Product or Service Description:</b>	
<b>Customer/Market Description:</b>	



<b>Size &amp; Sales Strategy:</b>	
<b>#Jobs to Create &amp; Types of Jobs</b>	

**Location of Proposed Business:** \_\_\_\_\_

**Have you or business partner entered previous Washington County Business Plan Challenge Contests?** \_\_\_\_\_ **If so, who and when?** \_\_\_\_\_

**Have you reviewed the Challenge rules/guidelines?** \_\_\_\_\_

**If so and you agree to the guidelines, please sign below:**

\_\_\_\_\_  
**Signature**

\_\_\_\_\_  
**Print**

**Business Plans must include:**

Completed business plans must be submitted in person or postmarked not later than March 1, 2018 after successful completion of Business Plan Challenge to the Washington County Chamber of Commerce. Business plans should not exceed 20 pages and include company overview; product or service description; market description; size and sales strategy; competition; management team; financials (Capital Start-up Needs, Cash-Flow Projection for 2 years minimum).; and capital needs. You are required to write something under each section and submit at least 3 copies of your completed plan. Entries are judged a scale from 1-10, with 10 being the highest in various categories.

Applications must be submitted or postmarked no later than 5:00 p.m. on **January 8, 2018** and received at the **Washington County Chamber of Commerce at 1 Government Center Place, Suite D, Abingdon, VA 24210** or email at [washctybiz@gmail.com](mailto:washctybiz@gmail.com) or fax at 276-628-3984.