**What is “SPQA”?** “SPQA” is the acronym for the United States Senate Productivity and Quality Award. Organizations in Virginia and the District of Columbia which receive the United States Senate Productivity and Quality Award Medallion are believed to be the best in their class when compared to the nation’s standard for excellence – the Baldrige Excellence Framework and its Criteria for Performance Excellence.

**What is “Ones to Watch”?** A program that assists Virginia small businesses poised for revenue growth and job creation to develop and implement improvement strategies for their businesses.

**Why should you participate?** The program offers many benefits to you and your business, including:

* Free training on how to conduct a SPQA Discovery self-evaluation of your business processes.
* Specific feedback on your company strengths and opportunities for improvement.
* 12 months of one-on-one mentor support to help you navigate and complete the program.
* Access to a network of professional service and resource providers.
* Press recognition for program participation.

**Please submit your completed application by March 17 2017 to**  OnestoWatch@spqa-va.org

**Business information:**

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

Highest Ranking Official: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

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

Point of Contact (POC): \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

POC Phone/Cell: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

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

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

City, State, zip: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Website: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Main product/service: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Number of employees: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Annual Revenue: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Number of Years in Business: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

**Please check each box that applies:**

* -A company that could benefit from participation in the program.
* -51% independently owned and controlled by one or more individuals who are US citizens or legal resident aliens.
* -Fewer than 250 employees and less than $10M gross receipts over previous 3 years.
* -One or more individual owners control both management and daily business operations.
* -Company headquarters and principle operations are primarily located in the Commonwealth of Virginia.
* -Has not filed for bankruptcy or foreclosure within last 24 months while in operation/incorporated.
* -Company or its owners are not subject of investigations and not named subject of any current criminal investigations or criminal proceedings.
* -Program is open to any business from any sector that’s not otherwise restricted from participating in business and economic development programs offered by the Commonwealth.
* -Agree to SPQA Discovery training, self-assessment, mentor assignment and one year commitment.

Other Factors for Consideration (not required):

* -Minority, woman, and/or veteran-owned small business.

Ones to Watch Application 2017