



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