

(505) Entrepreneurship

Description

Develop an operating plan and organizational structure to initiate a small business. Competitors are to assume they are presenting/pitching their business plan to potential investors with the objective of securing financing for their business venture.

Eligibility

Any student member may enter this event. This business plan must reflect a new business, *not* an expansion of a current business, subsidiary business, or franchise. If a contestant repeats this event, he/she may *not* submit any previously used business plan. Contestants participating in national level competition must be registered for the event prior to submission deadline for technical judging. Contestants must participate in both parts of the competition in order to be ranked.

Contestant must supply

Contestant may use a computer, projection equipment, product displays and props (product samples and promotional items), prepared posters, flip charts, easel or graphs in their presentation

Carry-in and set-up of equipment must be done solely by the contestants and take place within the time allotted

No Internet access will be provided on-site at the NLC; however, contestants may provide their own access to be used only for their presentation to the judges

Contestant must bring all supporting devices (e.g., extension cords, power supply, etc.)

Business Professionals of America assumes no responsibility for hardware/software provided by the contestant. No equipment, supplies, or materials other than those specified for an event will be allowed in the testing area. No previous Business Professionals of America tests and/or sample tests or facsimiles thereof (handwritten, photocopied, or keyed) may be taken into the testing area. Violation of this rule will result in disqualification.

Competencies

- Demonstrate knowledge and understanding of entrepreneurship
- Communicate research in a clear and concise manner both orally and in writing
- Demonstrate effective persuasive and informative communication and presentation skills
- Identify and utilize internal and external resources
- Develop a written business plan for a start-up business
- Identify customer base including consumer and organizational markets and demographics
- Identify customer relations or markets
- Demonstrate successful price selection including the reasoning and methods used in determining the price
- Competitors will provide the reasoning and justification for the loan amount being requested to establish their business
- In addition, an analysis of the necessary financial data required to establish their business

Specifications

- This is a pre-submitted event. See instructions for submissions.
- The contestant will develop a business plan for a start-up (*not* existing or expanded) business in his/her community or local area.
- Information in the business plan must be authentic; however, contestants may choose to use a fictitious address and telephone number.
- The contestant will demonstrate oral communication skills.

- Entries outlining the purchase of a franchise or existing business do *not* satisfy the topic and are subject to *disqualification*.
- The business plan must *not* exceed fifteen (15) pages, single-sided (excluding the Title page, Table of Contents, and supporting documentation) and must follow the Business Plan format in the [Style & Reference Manual](#).
- Any business plan submitted beyond the maximum number of pages will be *disqualified*.

The completed plan must include, but is *not* limited to, the following:

- | | |
|---|--|
| <ul style="list-style-type: none"> ○ Title Page and Table of Contents
(excluded from 15 page maximum) ○ Executive Summary ○ Description of proposed business ○ Objectives of the business ○ Proposed business strategies ○ Product(s) and/or service(s) to be provided ○ Management and ownership of the business ○ Marketing analysis | <ul style="list-style-type: none"> ○ Financial analysis ○ Supporting documentation (excluded from 15 page maximum) <ul style="list-style-type: none"> ○ Financial analysis (include requested loan amount, income statement, balance sheet, cash flow statement, and other analyses) ○ Supporting documents (research, charts, brochures, résumés, etc.) |
|---|--|
- Only the completed plan (do *not* submit supporting documentation as listed above) and [Individual Entry Form](#), as a PDF file, must be submitted to the National Center at <http://www.bpa.org/submit> no later than 11:59 p.m. Eastern Time on April 1, 2018.
 - Contestants will receive an automated response confirmation at the time of submission.
 - Individual confirmation of receipt *cannot* be provided by the National Center.
 - Note: Member ID will be required for all submissions.
 - No fax or mailed copies will be accepted.
 - No exceptions can be made for missed deadlines due to incorrect submission or technical difficulties.
 - Multiple submissions *cannot* be accepted.
 - The limit for file size is five (5) MB.
 - Materials from non-registered contestants and/or those missing contestant numbers *cannot* be accepted.
 - No changes can be made to the project after the date of submission.
 - One (1) copy of the plan, the [Individual Entry Form](#), including signatures, must be provided at the time of the presentation at NLC at both the Preliminary and Final Competition.
 - The length of the presentation will be no less than five (5) minutes and no more than seven (7) minutes, followed by no more than five (5) minutes of judges' questions.
 - No materials (props, displays, samples, gifts, etc.), other than the required submission, may be left with judges.
 - It is the policy of Business Professionals of America to comply with state and federal copyright law. Federal law pertaining to copyright, as contained within the United States Code, is available at <http://www.copyright.gov/title17/circ92.pdf>. The [Style & Reference Manual](#) contains guidelines for Copyright and Fair Use. Participant(s) will be *disqualified* for violations of the guidelines.
 - National Business Professionals of America grants permission for the use of the copyrighted logo and tagline.

Method of evaluation

Technical Scoring Rubric

Presentation Scoring Rubric

Length of event

No more than three (3) minutes set-up

No less than five (5) and no more than seven (7) minutes oral presentation, including the pitch to the investors

No more than five (5) minutes judges' questions

Finals may be included at state and national levels

Entries

Each state is allowed three (3) entries

Contestants in all judged events who wish to receive judges' comments must submit a self-addressed, stamped envelope to the event judges before judging takes place.

Materials submitted for technical judging *cannot* be returned and will *not* be available at NLC.

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Judge Number _____

Contestant Number _____

Technical Scoring Rubric

Contestant Violated the Copyright and/or Fair Use Guidelines	<input type="checkbox"/> Yes <i>(Disqualification)</i>	<input type="checkbox"/> No
If yes, please stop scoring and provide a brief reason for the <i>disqualification</i> below:		
Contestant followed topic	<input type="checkbox"/> Yes	<input type="checkbox"/> No <i>(Disqualification)</i>

Written Business Plan Evaluation	Below Average	Average	Good	Excellent	Points Awarded
Contestant submitted the correct information and in the correct format. <ul style="list-style-type: none"> Individual Entry Form - PDF format (must be keyed but does <i>not</i> have to be signed for pre-submission) Business Plan - PDF format <p style="text-align: center;"><i>All points or none are awarded by the technical judge.</i></p>				10	
Executive summary for business	1-5	6-10	11-15	16-20	
Description of proposed business	1-5	6-10	11-15	16-20	
Objectives of business	1-5	6-10	11-15	16-20	
Proposed business strategies	1-5	6-10	11-15	16-20	
Product(s) and/or service(s) description	1-5	6-10	11-15	16-20	
Management and ownership of the business	1-5	6-10	11-15	16-20	
Marketing analysis	1-5	6-10	11-15	16-20	
Financial Analysis Included requested loan amount, income statement, balance sheet, cash flow statement, and other analyses	1-5	6-10	11-15	16-20	
Overall appearance, conciseness, and completeness	1-5	6-10	11-15	16-20	
TOTAL TECHNICAL POINTS (190 points maximum)					

ANY BUSINESS PLAN SUBMITTED BEYOND THE MAXIMUM NUMBER OF PAGES (15) WILL BE *DISQUALIFIED*

Business Professionals of America Workplace Skills Assessment Program

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Judge Number _____

Contestant Number _____

Presentation Scoring Rubric

Oral Presentation Evaluation	Below Average	Average	Good	Excellent	Points Awarded
Opening and summary	1-5	6-10	11-15	16-20	
Content of presentation	1-5	6-10	11-15	16-20	
Effectiveness of presentation	1-5	6-10	11-15	16-20	
Supporting documentation	1-5	6-10	11-15	16-20	
Answers to judges' questions	1-5	6-10	11-15	16-20	
TOTAL PRESENTATION POINTS (100 points maximum)					

Props and/or additional items shall not be used as a basis for scoring.

Specification Scoring Rubric

SPECIFICATION POINTS: All points or none per item are awarded by the proctor per contestant, <i>not</i> per judge.	Points Awarded
Set-up lasted no longer than three (3) minutes - 5 points Presentation lasted no less than five (5) minutes or no more than seven (7) minutes - 5 points	10
Plan used the correct format for Title Page, Table of Contents, and Business Plan according to the Style & Reference Manual	10
Documentation submitted at time of check-in: keyed and signed Individual Entry Form (1 copy) and Business Plan including Title Page and Table of Contents (1 copy) <i>Must have copies for preliminaries and finals</i>	10
TOTAL SPECIFICATION POINTS (30 points maximum)	

TOTAL MAXIMUM POINTS = 320

PRESENTATION WILL BE STOPPED AT TEN MINUTES