



2019 GovCon FAQs

Application Period: March 18 – June 7

CONTRACTOR OF THE YEAR

This award is presented to a government contractor in the Greater Washington area for distinguished financial and operational accomplishments. The awardee is selected in recognition of outstanding contributions during the past year to employees, the government contracting industry and the U.S. Government. Four awards will be presented in this category, stratified by gross annual revenue using the most recent fiscal year-end revenues.

- Contractor of the Year (up to \$25 million)
- Contractor of the Year (\$25 to \$75 million)
- Contractor of the Year (\$75 to \$300 million)
- Contractor of the Year (greater than \$300 million)

Applicants must meet ONE of the following criteria:

- Be headquartered in the Greater Washington, DC region defined as south of Baltimore, north of Richmond, from the Chesapeake to the Shenandoah
- Have more than 50 percent of employees in the Greater Washington, DC region
- Have at least 1,000 or more employees in the Greater Washington, DC region

EXECUTIVE OF THE YEAR

This award is presented to a Greater Washington area government contracting C-level executive who made outstanding contributions to his/her company, the community, and the government contracting industry during the past year. Three awards will be presented in this category, stratified by gross annual revenue using the most recent fiscal year-end revenues.

- Executive of the Year (up to \$75 million)
- Executive of the Year (\$75 to \$300 million)
- Executive of the Year (greater than \$300 million)

Applicants must meet ONE of the following criteria:

- Be a C-level executive of a government contracting company
- Have more than 50 percent of employees in the Greater Washington, DC region
- Have at least 1,000 or more employees in the Greater Washington, DC region





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PUBLIC SECTOR PARTNER OF THE YEAR

This award recognizes outstanding procurement professionals for demonstrated leadership and vision in building a spirit of partnership with the private sector and leading change in the procurement community. The Public Sector Partner of the Year is nominated and chosen by the Selection Committee. Applications are not accepted.

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Can I apply for Contractor and Executive of the year?

- Yes! You can apply for Contractor of the Year in one revenue category and Executive of the Year in one revenue category.
- If you apply for both you **MUST** fill out an application for each.

Can I apply for the GovCon Awards and be a sponsor?

- No, it is a conflict of interest.

What information is disclosed publicly?

- Only company bio for Contractor of the Year.
- Only executive bio for Executive of the Year.

Who selects finalists and winners?

The Nominations Committee, comprised of industry experts and observers, carefully reviews and assesses each application. A select number then advance to the Selection Committee, which makes the determination of the finalists, and ultimately the winners.

Selection Committee Members include:

- **Anne Altman**, Chairman of the Board, Siemens Government Technologies Inc.
- **Tim Keenan**, Former CEO, High Performance Technologies, Inc.
- **Charles Rossotti**, Senior Advisor, The Carlyle Group, and former Commissioner of Internal Revenue Service
- **Peggy Styer**, Blackbird Technologies, Inc.
- **Stan Soloway**, President & CEO, Celero Strategies
- **Phil Nolan**, Chairman, President & CEO, Stanley Inc
- **Jean Stack**, Managing Director, Baird *

*This judge's seat will be a yearly rotation between 5 companies

Can I mail in a hard copy of my application?

- No. Applications will be accepted through our online portal ONLY.





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Do I have to be a member to apply?

- No. Anyone can apply as long as you qualify.

Is there an application fee?

- No. This is a free application process.

Can I submit an application for myself and/or company?

- Yes. We encourage you to submit an application for yourself and/or company and encourage your deserving clients, co-workers, and business partners to apply.

Can I complete an application for someone else?

- Yes. If you do so, we ask that you notify the person or company and provide contact information for that person or company. There will be space in the application to do so.

When and how are finalists announced?

- Finalists will be announced live at the Finalists Reception.

When and how are winners announced?

- Winners are announced live at the Greater Washington Government Contractor Awards TM on November 6.

Is this based on the government's fiscal year, the company's fiscal year or the calendar year?

- Applications will be evaluated based on the company's fiscal year.

How do we characterize F/O contract contribution?

- F/O would be revenue contribution that excludes any and all types of preference programs (small business, HubZone, 8(a), SDVO, etc.) irrespective of whether there was a competition or not.





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Application Tips from Past Nominations Committee Chair

1. Focus on differentiation. Pulling template information from your website and/ or using industry jargon will likely fall short.
2. Use quantitative and/or qualitative data when possible to support claims. Winning applications can quantify (qualitative or quantitative) impact.
3. When applying for executive of the year, company accomplishments trump individuals, unless the individual accomplishments are enabled (e.g., a corporate contribution time/money). "Enablement" and "Encouragement" are not the same.
4. Be clear and concise. "Fluff" will suffocate substance.
5. Ask questions. Nominations Committee members are here to help.

Contact Information

Application Questions: Danielle Smith at dsmith@novachamber.org

Sponsorship & Ad Sales Questions: Jennifer Williamson at jwilliamson@novachamber.org

Visit our website to learn more: <https://www.novachamber.org/gov-con-awards.html>

