



Category Descriptions

Developing Ayrshire's Young Workforce Ayrshire Award sponsored by 1825 Financial Planning

This Award is open to organisations which have developed a partnership that prepares young people for the world of work. Judges in this category will be looking for evidence of how the business has established the partnership and what makes that partnership exceptional.

Ayrshire Apprentice of the Year Award sponsored by Woodward

This category is open to any business in Ayrshire, irrespective of size, that has recruited, or is training, an Apprentice. An apprentice is a member of your staff who is training while they earn, and is working towards a nationally recognised qualification. The apprentice nominated must be an active apprentice or have completed their apprenticeship in the last year. This category will showcase the dedication, commitment and high level of skills of those individual candidates who have chosen an apprenticeship route to enable them to further their career progression.

Entries should demonstrate one or more of the following:

- Proven commitment by an apprentice to continued personal development.
- An apprentice who has contributed significantly to the business and provided added value.
- An apprentice who has demonstrated a high level of skills and/or has contributed significantly to the sector within which they work.
- An apprentice who has gone above and beyond their role while working for the company, examples should be provided.

Growth Business of the Year Award sponsored by GSK

This award is open to businesses of all sizes and recognises businesses that have experienced exceptional growth in sales, profit, market share, employment or international trade.

Ayrshire Food and Drink Award sponsored by East Ayrshire Council

Food and Drink is a key sector within the Ayrshire economy. This award category both recognises and celebrates the diverse range of food and drink products, grown, produced, manufactured and promoted in Ayrshire, as well as industry-related services. It focuses on both the success of individual businesses and their contribution to the local food and drink sector. Applications from operators must be able to show evidence that at minimum 40% of the produce they use is sourced from Ayrshire.

This category celebrates our local producers and those using local produce. The judges are looking for businesses that consistently provide high quality produce and service to their customers.

The individual business or service development process will be assessed for innovation, meeting market needs, ongoing business or service potential and their overall contribution to enhancing the food and drink profile of Ayrshire.

Excellence in Customer Service Award sponsored by Seamill Hyrdo

The Excellence in Customer Service Award has been designed for businesses who can demonstrate excellence and achievement within the field of customer care and service. Entrants should demonstrate excellence through their customer service objectives and strategy, business performance, customer care activities, staff development plans and show how this has driven business growth.

Family Business Award – sponsored by North Ayrshire Council

The most successful family businesses find a good balance between the needs of the business, the owners, and the dynamics of the family. For this category judges will look for evidence of professional management and responsible ownership. Diplomacy and communication skills need to be demonstrated, while ensuring that growth, development and strategic ambitions continue to be met

Start Up Business of the Year- sponsored by Business Gateway

This award is for businesses, less than three years old, that demonstrate a high degree of entrepreneurship and vision for the future, with the potential for further growth and expansion in turnover, profit and employment levels.

Successful businesses will clearly articulate the business idea and start up process, giving evidence of a well-researched business plan and forecasts for business performance.

If possible, the business should be offering something new to the marketplace and the management style should be entrepreneurial and ambitious. Applicants should present a well-defined vision for the future showing how the business is building towards an enterprise of considerable potential, ideally through evidence of sales, profits and employment achieved to date.

Business in the Community Award – sponsored by Westfield Health

This award is open to all organisations, including Social Enterprises from all sectors. It recognises organisations that seek to enhance the social or environmental opportunities for the people who live in the local communities in which the organisation operates.

Community impact may be achieved through the organisation's mission or purpose or through wider initiatives out with the core business that promote community development, staff volunteering, on-site childcare provision, community access to its facilities or green campaigns to improve the environment. Consideration will be given to how the initiatives are co-ordinated, delivered, recorded, promoted, and the resulting impact they have on the community.

Tourism Award – sponsorship still available

This category is open to any organisation, irrespective of size, involved in the tourism, leisure, visitor attractions or hospitality sectors in Ayrshire.

Organisations must be able to demonstrate commitment to growth and success in achieving their planned objectives and have a clearly defined vision for growing their business.

Applicants should also be able to demonstrate a high degree of creativity and dynamism in providing their services to customers and in exploring ways to maximise their own tourism and leisure offering in Ayrshire.

In a sector in which people form an essential part of a business's offering, we are keen to hear from businesses that have invested in staff development and training through in-house training programmes or participation in external training schemes

Ayrshire's Best Business (0-10 employees) sponsored by West Coast Accelerator

This award is for businesses that operate with up to 10 employees, including sole traders.

Entrants should be able to present a strong performance record, demonstrate a credible plan for continued success and explain how their business differentiates itself from its competition.

Entrants will demonstrate strong proactive relationships with customers and suppliers and an ambition to optimise business performance, whether a sole trader or small team.

Ayrshire's Best Business (11-50 employees) sponsored by South Ayrshire Council

This award is for businesses that have successfully grown their organisation and now operate with 11-50 employees (or full time equivalent).

Strong leadership and clearly defined strategic objectives will have shaped the company's growth and development.

The organisation's culture will demonstrate an approach to business based on encouraging employee development. Employees will demonstrate strong proactive relationships with customers and suppliers and a shared ambition to optimise business performance.

Entrants should be able to present a strong performance record, demonstrate a credible plan for continued success and explain how their business differentiates itself from its competition

Ayrshire's Best Business (51 employees or more) sponsored by Ministry of Defence – Defence Relationship Management

This award is for businesses that have successfully grown their organisation and now operate with more than 51 employees (or full time equivalent).

Strong leadership and clearly defined strategic objectives will have shaped the company's growth and development.

The organisation's culture will demonstrate an approach to business based on encouraging employee development. Employees will demonstrate strong proactive relationships with customers and suppliers and a shared ambition to optimise business performance.

Entrants should be able to present a strong performance record, demonstrate a credible plan for continued success and explain how their business differentiates itself from its competition.

Chamber Champion Award– sponsored by Ayrshire Chamber of Commerce

This award will be presented to the Chamber member who has given the largest number of referrals within a 12 month period to the Chambers membership team. For more details on Chamber membership please contact the membership team on 01292 678 666.

**Email awards@entourageuk.com to request your application form. Closing date is
Wednesday 18th July 2018**