



Award 3. Champion Producer/Manufacturer – Small Enterprise

Category description:

The Champion Producer/Manufacturer Award for Small Enterprise recognises the region's successful primary producers, agribusinesses and manufacturers of materials, products or technology. These businesses drive customer value through leading-edge innovation, operational efficiency, sustainable supply chain practices and high levels of employee engagement.

Who should enter:

This category is open to innovative primary producers, agribusinesses, manufacturers and primary producers of materials, products and technology.

For example: Growers and farmers, agribusinesses, all types of manufacturers, technology and software developers.

Business size:

The size of your business is based on the employee numbers that apply to your organisation for the 2019/2020 calendar year.

- Small Enterprise [under 15 FTEs or an annual charitable turnover of under \$700,000]
- Medium/Large Enterprise [15 or more FTEs or an annual charitable turnover of more than \$700,000]

Full-time contractors are also considered as full-time employees (FTEs). If you are a national or international organisation, the size you select should be based on your Canterbury staffing levels.

QUESTIONS

Question 1: THE PLAN

Success doesn't happen by accident. What strategies have you put in place to achieve consistent growth and make your business stand out in the marketplace? (Word count: Maximum 400)

Things to consider:

- How did you go about identifying your goals and designing your strategies?
- What role, if any, did your customers play in your strategic planning?
- Tell us about some of the challenges you faced before implementing any new strategies.
- Did the pandemic impact your plan? If so, how did you respond?



Question 2: THE ACTION

Ideas don't go far without action. Let us know how your business acted on the strategies. What have you done to increase productivity, optimise innovation, and improve operations? (Word count: Maximum 500)

Things to consider:

- Tell us about how you executed your strategies – including any challenges or barriers along the way.
- What part did your team play in the roll out of these strategies?
- Throughout the process, how did you show effective leadership and management?

Question 3: PERFORMANCE

Evaluating and improving on your performance is the key to ongoing success. What measurable results have you achieved in your business? (Word count: Maximum 500)

Things to consider:

- What are your measures of success, and how do you know when you've achieved them?
- Tell us about the business growth you have experienced, and market share you have gained.
- Share any feedback from clients or business partners, and rewards and recognition you've received.

Question 4: YOUR BUSINESS IMPACT

What positive social and environmental impact has your business had? (Word count: Maximum 400 words)

Things to consider:

- Staff wellbeing, sustainability, social responsibility activities and actions which demonstrate value and impact.

Question 5: SUPPORTING INFORMATION

What else would you like to share with us to support your entry? (Word count: Maximum 200 words)

SCORING

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| ▪ The Plan | 10 |
| ▪ The Action | 10 |
| ▪ Performance | 10 |
| ▪ Business Impact | 10 |
| ▪ Supporting information | 5 |