The New Jersey Family Business Awards 2010

The most prestigious acknowledgement of power of family business in the State of New Jersey

Winners are eligible for the National Family Business of the Year Competition and will be featured in New Jersey Monthly Magazine.

“Our family was proud to be honored with the NJ Family Business of the Year Award in 2002. We have been citing this award in our advertising and easel displays in all four of our stores ever since and cannot help but think that it builds confidence in our customers.” Max Lebersfeld, President, Capitol Lighting, NJ Family Business of the Year 2002 (Over $10 million)

“The Family Business Award definitely gave Gateway an opportunity to showcase our talent and expertise within the service industry.” Lou Dell’Ermo, Chairman, Gateway Security Inc., NJ Family Business of the Year 2004 (Over $10 million)

“One of the most exciting and rewarding experiences in our lives was winning the NJ Family Business of the Year Award. We are very proud of this award and cherish it deeply. The strong work ethic that my father instilled in my brother and I really paid off; my dad would have been really proud of us and the award. With my son Vincent Jr. now in the business, I know the legacy will continue.” Vincent Losavio, President, John’s Meat Market, NJ Family Business of the Year 2006 (Under $10 million)
Sponsors

NEW JERSEY MONTHLY is published by New Jersey Monthly L.L.C., a family owned company. New Jersey Monthly addresses the needs and the interests of an active, well-educated and affluent readership in the Garden State. Its editorial coverage represents an exciting mix of topics from political and business trends to interior design, fine dining, entertainment and weekend getaways. If it’s in New Jersey it’s in New Jersey Monthly.

The PNC FINANCIAL SERVICES GROUP, INC. (www.pnc.com) is one of the nation’s largest diversified financial services organizations providing retail and business banking; specialized services for corporations and government entities, including corporate banking, real estate finance and asset-based lending; wealth management; asset management and global fund services.

THE ROTHMAN INSTITUTE OF ENTREPRENEURIAL STUDIES has been serving the academic and business communities in support of entrepreneurship and innovation since 1989. Part of the Silberman College of Business, the Institute’s mission is to foster entrepreneurship through a variety of innovative academic and outreach programs. Outreach programs include the Family Business Forum, executive training programs, the Female Entrepreneur’s Alliance, Innovation Conferences and the Business Plan Development program that partners teams of MBA students with regional businesses, start-ups and non-profits.

Co-Sponsors

CAMARÈS triages, accelerates and invents e-businesses. We improve the bottom lines of companies that sell products and services to consumers and businesses online. We do this by systematically reviewing specific markets, determining differentiators, designing highly optimized web sites and delivering the most efficient online marketing programs available, anywhere. Simply put: we make our clients money.

THE CRYSTAL PLAZA is a magnificent turn-of-the-century mansion located in Livingston, NJ, and designed by renowned architect, Stanford White, and restored to its original grace and splendor by the Janoff family. Renowned for its cuisine, butler service, sparkling chandeliers, cozy fireplaces and breathtaking Renaissance styled ballroom - the Crystal Plaza creates an atmosphere of refined elegance and sophistication.

PUBLIC SERVICE ELECTRIC AND GAS COMPANY (PSE&G) has been meeting the needs of New Jersey’s residential and business consumers for more than 100 years. It is the state’s oldest and largest public utility, serving nearly three quarters of the state’s population. PSE&G is dedicated to making New Jersey a better place to live and do business.
Co-Sponsors

**J.H. COHN LLP** One of the top 20 accounting and consulting firms in the United States and the largest independent accounting firm headquartered in the Northeast, J.H. Cohn LLP specializes in audit, accounting, tax and business consulting services for public and private, middle-market and entrepreneurial companies, individuals and not-for-profit groups. J.H. Cohn specializes in helping closely held middle market companies, including family-owned businesses, to address the distinct challenges that impact their businesses.

**SCHENCK, PRICE, SMITH & KING LLP ATTORNEYS-AT-LAW** Celebrating its 97th year, Schenck, Price, Smith & King, LLP is one of New Jersey’s oldest and most prestigious law firms. Opened in 1912 under the name of King and Vogt, today Schenck Price has approximately 70 attorneys and offices in historic Morristown, New Jersey, as well as Paramus, New Jersey and New York, New York. Schenck Price is a full service law firm, with expertise in all areas of the law and a genuine, established commitment to client service throughout the State of New Jersey.

NJ Family Business of the Year Awards Application

The NJ Family Business of the Year Awards recognizes family firms that best exemplify strong businesses acumen, active family engagement, innovation and community involvement. Please help us honor the Family Businesses whose innovative strategies and business practices have had a positive impact on the New Jersey business community and society. Winners are eligible for the National Family Business of the Year Competition and are featured in New Jersey Monthly Magazine.

**Who is Eligible?** Eligibility: Any New Jersey-based family-owned business that now includes, or has included, more than one generation, and whose policies and business practices have had a positive impact on business and the community.

**Who can Nominate?** Nominations may be submitted by anyone. You may nominate your own company.

**Categories:** Category One: Businesses with annual sales/revenues up to $10 million.

Category Two: Businesses with annual sales/revenues of more than $10 million.

**Deadline:** All nominating forms and any accompanying materials must be postmarked by **April 16, 2010**, to be considered for the Family Business of the Year Award.

1. Nominees: Provide your name, title, company name, address, business phone, fax, company web site and email address.
2. Nominators: Provide your name, title, company name, address, business phone, fax, company web site and email address.
3. Type of Business: Manufacturing, Retailing, Sales, Distribution, Service, Technology, Other (please specify):
4. Financial Category (please check one) [ ] Up to $10 Million in annual sales [ ] Over $10 Million in annual sales
5. Provide total sales numbers for each of the past three years.
6. How long has the nominator known the nominee and in what capacity?

Continued
7. Company Description: Please include the following information:
Year the company was founded, number of employees, number of family members involved, number of generations involved, generation currently in charge, oldest active family member, youngest active family member. Has the company been involved in any controversy that should be considered when submitting a nomination? If yes, please feel free to explain (PLEASE NOTE: A “YES” ANSWER WILL NOT NECESSARILY DISQUALIFY THE CONSIDERATION OF YOUR COMPANY).

8. Describe or draw a “family tree” showing the generations of family members working in the business (past, present.) Begin with the founder, and include the names and ages of all current family members.

9. Provide a brief history of the nominee’s business. Please consider such factors as how the family’s values are incorporated into the values of the business and how the family balances work life and home life. (250-650 words)

10. What element of the company sets it apart from other New Jersey Family Businesses, such as policy, human resources, marketing techniques, special employee benefits, financial success and longevity, innovation? (100-300 words)

11. Describe community involvement. Family businesses often have a multi-generational effect on the community. This extended memory of community events and involvement in both the economic and basic well being of the community make family businesses uniquely powerful corporate citizens. This is true of younger as well as older family businesses. In consideration of this, reflect on what your company and family have stood for. Describe what you see as your primary responsibilities towards family, company and community. Tell us about how the company’s leadership, service and financial support to civic, philanthropic and industry organizations have propelled these values forward. (250-650 words)

12. It is relatively easy to do business in good times, but great businesses are proven in the tough times. Tell us about a tough time in your business history and how your business and your family got through it. What were the challenges? How did you solve them? (250-650 words)

13. Describe future plans and expectations: Where do you want to take your family business? What is your vision for the future? Each generation involved in the business is encouraged to respond to this question. (250-650 words)

14. How did you hear about the Family Business of the Year Awards?
   [ ] Radio   [ ] New Jersey Monthly   [ ] Word of mouth   [ ] Mailing   [ ] Other

15. Please provide us with any brochures, photos, news clips, web site addresses, advertisements that would give us a more complete picture of your company. Please print out and photocopy onto 8.5 x 11 paper that can be three-hole punched.

NJ Family Business of the Year Award  
Rothman Institute of Entrepreneurial Studies  
Fairleigh Dickinson University, Madison, NJ 07940

For further information, please contact the Institute at (973) 443-8842  
Fax: (973) 443-8847

Additional forms are available to download at  
www.fdu.edu/rothman