**CONTESTANT NUMBER \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

**RATING SHEET – COMPLETE ONE PER CONTESTANT**

**PRESENTATION SCORE**

Judge 1 (100 points) \_\_\_\_\_\_\_

Judge 2 (100 points) \_\_\_\_\_\_\_

Judge 3 (100 points) \_\_\_\_\_\_\_

Total Judges Points \_\_\_\_\_\_\_

Divided by # of judges \_\_\_\_\_\_\_

**AVERAGE OF PRESENTATION SCORES** \_\_\_\_\_\_\_ (100 maximum)

**TOTAL SPECIFICATION SCORE**  \_\_\_\_\_\_\_ (30 maximum)

**TOTAL TECHNICAL SCORE**

Judge 1 (180 points) \_\_\_\_\_\_\_

Judge 2 (180 points) \_\_\_\_\_\_\_

Judge 3 (180 points) \_\_\_\_\_\_\_

Total Judges Points \_\_\_\_\_\_\_

Divided by # of judges \_\_\_\_\_\_\_

**AVERAGE OF TECHNICAL SCORES** \_\_\_\_\_\_\_ (180 maximum)

 **TOTAL SCORE \_\_\_\_\_\_\_ (310 maximum)**

 **RANK**

#### Judge Number Contestant Number

**Technical Scoring Rubric**

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| **Written Business Plan Evaluation** | **Below****Average** | **Average** | **Good** | **Excellent** | **Points Awarded** |
| Executive summary for business | 1-5 | 6-10 | 11-15 | 16-20 |  |
| Description of business | 1-5 | 6-10 | 11-15 | 16-20 |  |
| Vision (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 structure (ownership of business) | 1-5 | 6-10 | 11-15 | 16-20 |  |
| Market analysis  | 1-5 | 6-10 | 11-15 | 16-20 |  |
| Financial Analysis ***(S only)*** Requested loan amount ***(PS only)*** Include 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 SCORES (180 maximum)** |  |

#### 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 SCORES (100 points maximum)** |  |

**Presentation will be stopped at 10 minutes.**

**Specification Points**

|  |  |
| --- | --- |
| **SPECIFICATION POINTS:** All points or none are awarded by the proctor per contestant, not per judge. | **Points Awarded** |
| Presented one copy of plan with supporting documents at presentation check-in. | 10 |  |
| Plan uses the correct format for Title Page, Table of Contents and Business Plan according to Style & Reference Manual  | 10 |  |
| Presented keyed and signed Individual Entry Form at presentation check-in  | 10 |  |
| **TOTAL SPECIFICATION POINTS (30 points maximum)** |  |  |

**JUDGE’S COMMENTS**

#### Judge Number Contestant Number\_\_\_\_\_\_\_\_\_

**COMMENTS: (to be viewed by contestant)**

(Judges: please provide positive feedback and areas of improvement in a constructive manner regarding your analysis of his/her competition.)

**REASON FOR DISQUALIFICATION: (if applicable)**