



FDB National SME Award Eligibility and Judging Criteria

Category 1- Developing SMEs

1. Best Agri-Business SME of the Year

Eligibility Criteria

- Business ownership must be of legal age.
- Any enterprise that has a turnover or total asset between \$50,000 and \$1,250,000.
- The enterprise should focus on enhancing local agricultural production, processing, and value addition.
- Has a turnover or total asset between \$50,000 and \$1,250,000.
- Be 100% owned by Fijian citizen(s); customers and non-customers of FDB.
- Operate in one or more of the following sectors: agriculture, wholesale/retail, tourism, professional business services, or manufacturing.
- Must be in operation for more than 2 years.
- The business must demonstrate a tangible positive impact on local farmers, such as improving incomes, access to markets, or agricultural practices including a sustainable agri-business model.

Judging Criteria

- Adoption of innovative practices or technologies tailored to local agricultural challenges and conditions.
- The measurable economic benefits provided to the local farming community, such as job creation, increased productivity, or improved livelihoods.
- Use of environmentally sustainable and climate-resilient farming practices that promote long-term agricultural productivity.
- Show business growth, understand their market and have a vision to grow their business with a socially, environmentally, technically and environmentally sustainable business model.

Category 2 – Impact Awareness SMEs

1. Best Sustainable SME of the Year

Eligibility Criteria

- Business ownership must be of legal age.
- Any enterprise that has a turnover or total asset between \$50,000 and \$1,250,000.
- Be 100% owned by Fijian citizen(s); customers and non-customers of FDB.
- Operate in one or more of the following sectors: agriculture, wholesale/retail, tourism, professional business services, or manufacturing.
- Must be in operation for more than 2 years.
- Demonstrates Integration of eco-friendly initiatives into daily operations, such as waste reduction, energy efficiency, and conservation efforts.

- Demonstrate commitment to producing minimum waste or adopt waste management initiatives that are environmentally friendly,
- Implementation of eco-friendly practices in production processes and supply chain management or business processes.
- Evidence of efficient energy use and promotion of use of renewable energy,
- demonstrates commitment to reduce, recycle, re-use practices, and
- exhibits business potential for long-term success.

Judging Criteria

- Evidence of use of eco-friendly management activities.
- Evidence of producing minimum waste or adopting waste management initiatives that are environmentally friendly.
- Evidence of efficient energy use and promotion of use of renewable energy
- Evidence of reduce, recycle, re-use practices, and
- Evidence of strong financial performance and business growth within the competitive marketplace in which they operate.
- Show business growth, understand their market and have a vision to grow their business with a socially, environmentally, technically and environmentally sustainable business model.

Category 3-Empowerment Awards

1 Women's Entrepreneur of the Year

Eligibility Criteria

- Business ownership must be of legal age.
- Any enterprise that has a turnover or total asset between \$50,000 and \$1,250,000.
- Be 100% owned by Fijian citizen(s); customers and non-customers of FDB.
- Operate in one or more of the following sectors: agriculture, wholesale/retail, tourism, professional business services, or manufacturing.
- Must be in operation for more than 2 years
- Any woman who owns and operates or who bears principal responsibility for operating the business and for the recent performance of the business.
- Demonstrates innovative traits or business methods.
- Demonstrates outstanding qualities in developing and growing business,
- Demonstrates commitment in empowering others in the community and environmental awareness, and
- Exhibits business potential for long-term success.

Judging Criteria

- Evidence of a unique approach, product, or service resulting in a strategic advantage in the marketplace,
- The business type can be a sole trader, partnership, company, cooperative or trust.
- Evidence of strong financial performance and business growth within the competitive marketplace in which they operate.
- Environmental awareness and effort towards a commitment to empowering members of the community and

- Show business growth, understand their market and have a vision to grow their business with a socially, environmentally, technically and environmentally sustainable business model.

2. Youth Entrepreneur of the Year

Eligibility Criteria

- Entrepreneurs are between 18-35 years of age.
- Any enterprise that has a turnover or total asset between \$50,000 and \$1,250,000
- Be 100% owned by Fijian citizen(s); customers and non-customers of FDB.
- Operate in one or more of the following sectors: agriculture, wholesale/retail, tourism, professional business services, or manufacturing.
- Must be in operation for more than 2 years.
- Demonstrates innovative traits or business methods.
- Shows evidence of success as measured by sales and profits.
- Exhibits business potential for long-term success, and
- Makes a significant impact on their local community and the environment.

Judging Criteria

- Evidence of age.
- Evidence of a unique approach, product, or service resulting in strategic advantage in the marketplace.
- Evidence of strong financial performance and business growth within the competitive marketplace in which they operate.
- Environmental awareness and commitment to the community, and or any impact of business on the community in which the youth/ youth business serves.
- Show business growth, understand their market and have a vision to grow their business with a socially, environmentally, technically and environmentally sustainable business model.

3. Emerging Entrepreneur of the Year

Eligibility Criteria

- Business ownership must be of legal age.
- Any enterprise that has a turnover or total asset between \$50,000 and \$1,250,000
- Be 100% owned by Fijian citizen(s); customers and non-customers of FDB.
- Operate in one or more of the following sectors: agriculture, wholesale/retail, tourism, professional business services, or manufacturing.
- Must be in operation for more than 1 year.
- Business ideas are unique which can potentially expand.
- Established target market
- Customer base for anticipated demand for consistent product turnover.
- Past financial performance, sales trends and bookkeeping
- Demonstrates outstanding qualities in potentially developing and growing the business.
- Growth potential for long-term success.

Judging Criteria

- Shows uniqueness of business ideas
- Evidence of bookkeeping and banking habits.
- Shows evidence of consistent product turnover.
- Exhibits business potential for long-term success.
- Demonstrates outstanding qualities in developing.
- Show business growth, understand their market and have a vision to grow their business with a socially, environmentally, technically and environmentally sustainable business model.

4. Best Businessperson of the Year

Eligibility Criteria

- Business ownership must be of legal age.
- The business type can be a sole trader, partnership, company, cooperative or trust.
- Any enterprise that has a turnover or total asset between \$50,000 and \$1,250,000.
- Be 100% owned by Fijian citizen(s); customers and non-customers of FDB.
- Operate in one or more of the following sectors: agriculture, wholesale/retail, tourism, professional business services, or manufacturing.
- Must be in operation for more than 2 years.
- Should operate a business that offers unique services/products that address a gap in the market.
- Engages in teamwork through business operations.
- Business operation supports commitment to the community, technology, and the environment.
- Evidence of past sales trends and efficient bookkeeping.
- Shows business growth, understanding of a business structure and shows commitment to growth and future expansion.

Judging Criteria

- Shows strong leadership qualities in leading the business.
- Operation is sustainable in considering the community and environment.
- Marketing practices in business promotion.
- Evidence of financial performance and growth in being competitive in the market.
- Show business growth, understand their market and have a vision to grow their business with a socially, environmentally, technically and environmentally sustainable business model.

5. Best Maritime SME of the Year

Eligibility Criteria

- The SME must be legally registered and operating within the maritime sector in Fiji's outer islands.
- Any enterprise that has a turnover or total asset between \$50,000 and \$1,250,000
- Be 100% owned by Fijian citizen(s); customers and non-customers of FDB.

- Operate in one or more of the following sectors: agriculture, wholesale/retail, tourism, professional business services, or manufacturing.
- Must be in operation for more than 2 years.
- Should operate a business that offers unique services/products that address a gap in the market.
- Evidence of sales trend and growth.
- Supports their local community and the environment.

Judging Criteria

- Shows evidence of success as measured by sales and profits.
- Marketing practices in business promotion
- The quality, reliability, and relevance of the SME's products or services to the maritime sector.
- Show business growth, understand their market and have a vision to grow their business with a socially, environmentally, technically and environmentally sustainable business model.

6. Best cooperative SME of the Year

Eligibility Criteria

- A registered cooperative in Fiji.
- Business ownership must be of legal age.
- Any enterprise that has a turnover or total asset between \$50,000 and \$1,250,000
- Be 100% owned by Fijian citizen(s); customers and non-customers of FDB.
- Operate in one or more of the following sectors: agriculture, wholesale/retail, tourism, professional business services, or manufacturing.
- Must be in operation for more than 2 years.
- Demonstrate sustainable working processes.
- Shows positive sales trends and accounts.
- Good record keeping and acceptable banking habits.
- Shows evidence of long-term plans for the business
- Shows innovative solutions in business ideas or processes.

Judging Criteria

- Show evidence of a certificate of registration of co-operatives from Ministry of Trade Co-operatives, Small & Medium Enterprises and by laws (MTCSME).
- Shows records of banking and bookkeeping activities.
- Evidence of positive efficient sales trends and accounts.
- Supports their local community and the environment.
- Show business growth, understand their market and have a vision to grow their business with a socially, environmentally, technically and environmentally sustainable business model.

National SME of the Year

1. National SME of the Year (overall Winner from the 3 Categories)