#### Judge Number Contestant Number

**Technical Scoring Rubric**

|  |  |  |
| --- | --- | --- |
| Contestant Violated the Copyright and/or Fair Use Guidelines | Yes  (*Disqualification*) | No |
| If yes, please stop scoring and provide a brief reason for the *disqualification* below: | | |
| Contestant followed topic | Yes | No  (*Disqualification*) |

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| **Written Business Plan Evaluation** | **Below**  **Average** | **Average** | **Good** | **Excellent** | **Points Awarded** |
| Contestant submitted the correct information and in the correct format.   * [[Individual Entry Form](http://www.bpa.org/sdownload/2018-19_IND_ENTRY_FORM.pdf)](http://www.bpa.org/sdownload/2017-18_SPS_Team_Entry_Form.pdf) - PDF format (must be keyed but does *not* have to be signed for pre-submission) * Business Plan - PDF format * Works Cited   ***All points or none are awarded by the technical judge.*** | | | | 10 |  |
| Executive summary for business | 1-5 | 6-10 | 11-15 | 16-20 |  |
| Description of proposed business | 1-5 | 6-10 | 11-15 | 16-20 |  |
| 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 and ownership of the business | 1-5 | 6-10 | 11-15 | 16-20 |  |
| Marketing analysis | 1-5 | 6-10 | 11-15 | 16-20 |  |
| Financial Analysis  Included 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 POINTS (190 points maximum)** | | | | |  |

**ANY BUSINESS PLAN SUBMITTED BEYOND THE MAXIMUM NUMBER OF PAGES (15) EXCLUDING TITLE PAGE, TABLE OF CONTENTS, SUPPORTING DOCUMENTATION, AND WORKS CITED, WILL BE *DISQUALIFIED***