



Methodology 2024

Introduction

The 9th edition of the **French American Business Awards** will be held on **Thursday, May 30th, 2024, from 6:00pm to 11:30pm** in San Francisco.

During an upscale dinner celebration, the best French & American entrepreneurs and corporate executives based on the West Coast will be honored for their excellent annual results and lasting performance in management and leadership. Several **categories** of awards will be appraised by **expert jury members**.

The French American Business Awards are organized by the French American Chamber of Commerce of San Francisco.

Award categories

- 1. Start-up competition – Seed and pre-seed (separate process)**
- 2. Tech – Under \$50M in revenue or funding**
- 3. Tech – Over \$50M in revenue or funding**
- 4. Healthcare**
- 5. US companies with R&D in France**
- 6. Winery of the year**
- 7. Restaurant of the year**

Nomination methodology

A thorough process to acknowledge French and American leaders on the West Coast.

A. Selection

First, a market study is conducted by the FACCSF, gathering a long list of potential nominees. Experts are interviewed during this study and other references such as international professional guides, studies, surveys and rankings are used to enhance this selection (e.g., Crunchbase, Forbes, Deloitte Technology Fast 500 Ranking, TechCrunch...). Companies can also apply directly by sending their applications.

Then, the Advisory Board, selected by the FACCSF, settles on a final list of 4 or 5 candidates per category. Advisory board members can also make recommendations. If an advisory board member is linked to one of the pre-nominees, they will not be allowed to vote for this nominee.

Companies must either:

- Have a French or dual citizen cofounder
- Have a French representative as CEO
- Be a local subsidiary of a French company
- An American company which invested in R&D in France in the last couple of years

No officers of the FACCSF or their affiliated company can be nominated in any category (officers include President, Vice President, Treasurer, Secretary).

B. Nomination criteria

General features:

The nominees are selected by the Advisory Board members for their performance over the last year, through the following qualitative & quantitative-based criteria:

Qualitative criteria considered, in equal importance:

- Innovation
- Leadership and Management
- Quality and diversity of operations
- Social Responsibility
- Involvement in the French Community or France's influence in the Bay Area and beyond

Quantitative criteria considered, in equal importance:

- Activity and revenue growth
- Staff growth
- Net income
- Funds raised

After the Advisory board meetings, an official application form is sent to each nominee. Nominees have 3 weeks to fill it out.

C. Jury & deliberation process

For each category, jury members, selected for their market knowledge and expertise in various fields of activities, will join the jury panels to elect the best companies and personalities of the West Coast. This extremely **rigorous and confidential** judging process, based on the information provided by nominees in their application form, ensures that the **French American Business Awards** objectively reflect the market.

Composition of the jury: each jury will be composed of high-level experts in the relevant field of activity. Experts who are also board members of the FACCSF can be part of the jury but will be limited to a slim minority.

Before any deliberation, the Organizer will remind orally to the Advisory Board members and the Jury members that they must declare any conflict of interest* before the votes.

*Advisory board member or Jury member's personal financial relationship with a nominee and/or direct affiliation with a nominee.

During the Jury deliberations, for each company/personality:

1. 1st round of votes: each jury member allocates a provisional grade (from 1 to 5);
2. Each jury member explains their choices to the rest of the jury members in 2 minutes, and debate the candidates
3. 2nd round of votes: each jury member votes a second time by ranking the companies of the category

The company awarded with the highest ranking wins the Award.

Awards Ceremony

During an upscale Gala Dinner, the names of the laureates are revealed, and they are rewarded with the FABA Award.

The Organizer

The **French-American Chamber of Commerce of San Francisco (FACCSF)** is a non-profit, non-governmental, member-driven organization, created in 1978. The FACCSF is part of a network of 18 French-American Chambers in the United States, and a proud member of CCI France International, with 123 Chambers of Commerce in 94 countries.

FACCSF's mission:

- Engage and foster the French-American business community,
- Support companies in their settlement and development in the Bay Area, in Northern California

FACCSF focuses on providing the highest level of services to its members, including 200 sustaining members through:

- +100 events: networking, conferences, workshops, annual gala
- A wide range of corporate services: trade mission, recruitment, training programs, marketing support
- Functional and Sectorial Committees, where members exchange ideas with other high-level professionals in a wide variety of fields