

2016 Exporter of the Year Award

Governor's Conference on Economic Development



The Exporter of the Year Award is presented to a Missouri small or medium size manufacturing or service firm that is: New-to-Export or New-to-Market, demonstrates outstanding export performance, and has utilized the services of the Missouri International Trade and Investment Office to do so.

Criteria:

- *Export growth performance
- *Global integration of business and services
- *Innovative approaches to international trade
- *Involvement in international trade development

Please complete this form and submit your nomination per the instructions at the bottom of the form. Nominations are open to everyone. Entities may nominate themselves. Additional materials and pages of information (copies only) may be submitted with this form if needed.

Nominee Company:		
Address:		
City:	State:	Zip:
Contact Person and Title:	Phone Number:	
E-mail Address:	Web Address:	
Product or Service Exported:		
Reason for Nomination:		
Nominating Entity:		
Contact Person and Title:		
Address:		
City:	State:	Zip:
Phone:	E-mail Address:	
If selected as this year's winner, will you or a representative of your company attend the conference and receive the award at the Governor's Awards Luncheon on Thursday, September 8, 2016?		
YES <input type="checkbox"/> NO <input type="checkbox"/>		
If you answered yes to the question listed above, who will represent your company (full name and title)?		

PART A. GLOBAL INTEGRATION OF BUSINESS & SERVICE (20%)

A1. Describe the products or services offered and exported by nominee.

A2. Describe your export marketing and distribution strategy.

A3. List the countries to which you are exporting your products and services.

PART B. EXPORT GROWTH (30%)

B1. What are the nominee's total export sales, annual export growth, total sales (combined domestic and export sales) and export sales as percentage of total sales for the past three years?

YEAR	EXPORT SALES	ANNUAL EXPORT GROWTH	TOTAL SALES	EXPORT SALES AS PERCENTAGE OF TOTAL SALES

B2. List your short term goals/actions for continued export growth.

PART C. INNOVATIVE APPROACH (25%)

C1. Describe any original or special efforts the nominee has taken over the last three years to meet and overcome international challenges to succeed in export markets.

C2. Describe any use of State or Federal resources in entering or expanding your export activity.

C3. List your participation in trade shows and/or international travel to develop your exports.

PART D. INVOLVEMENT BENEFICIAL TO INTERNATIONAL TRADE DEVELOPMENT IN MISSOURI (25%)

D1. How have your activities enhanced employment, utilized other Missouri produced components or contributed to Missouri's economy?

D2. How has your company participated in volunteer, mentor or networking programs for the benefit of other Missouri new-to-export or current exporting companies?

D3. Describe the efforts of your company to educate domestic and/or overseas employees on the importance of international trade to their jobs and the company's overall success.

NOMINATIONS ARE DUE BY FRIDAY, MAY 20, 2016.

Please submit form electronically or print and mail form to:
Department of Economic Development
Attention: Ann Pardalos
P.O. Box 1157
Jefferson City, MO 65102
Ann: 573-751-6605 (phone), 573-751-7384 (fax), ann.pardalos@ded.mo.gov

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