



STATE OF ILLINOIS GOVERNOR'S EXPORT AWARDS

COMPANY APPLICATION

Thank you for your interest in the 2016 Governor's Export Awards

The Governor's Export Awards are the State's highest recognition of export achievement.

These awards recognize Illinois companies that have achieved excellence in exporting and organizations that have provided substantial export assistance to Illinois companies.

AWARD DEFINITIONS

- **New Exporter:** Award to Illinois companies that *have begun exporting products or services within the last three years.*
- **Exporter of the Year:** Award to Illinois companies that *have grown exports and made exporting a cornerstone of their business.*
- **Agricultural Business Exporter:** Award for outstanding export achievement in the field of agricultural products, services and technology.
- **Service Exporter:** Award to Illinois companies that are successfully exporting services.
- **Export Awareness and Development:** Award to Illinois-based not-for-profit organizations involved in promoting Illinois exports and raising general exporting awareness.

AWARD CATEGORIES *(Please select the award(s) that you are applying for)*

COMPANY

Emerging/Small-Sized Illinois Companies (500 or fewer employees)

New Exporter Exporter of the Year

Large-Sized Illinois Companies (over 500 employees)

New Exporter Exporter of the Year

Agricultural Business Exporter

Service Exporter

ORGANIZATION

Export Awareness and Development

SUBMISSION DEADLINE: October 15, 2016 4:00 p.m.

Application and supporting documentation should be sent via email to: Godfrey.angara@illinois.gov



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JUDGING CRITERIA

- Export sales as a ratio of total sales (*export sales compared to total sales*)
- Export sales growth (*increase in exports*)
- Number of jobs created and retained by exports
- Factors indicating progressive international marketing strategies (*price, promotion, distribution, product, amount of money spent, number of employees involved*)
- Multi-lingual and cultural efforts (*ability to communicate and understand cultural differences in the markets served*)
- Progression in ratio of export sales to total sales (*year-to-year increase in export sales to total sales*)
- Number of suppliers based in Illinois

COMPANY PROFILE

Name: _____

Contact: _____ Position: _____

Address: _____

Phone: _____ Fax: _____ Email: _____

Website address: _____

Has your company previously applied for a Governor's Export Award?

Yes Year _____ No

Has your company ever won a Governor's Export Award?

Yes Year _____ No

Has your company ever won any other export award?

Yes Year _____ No



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SECTION I – GENERAL INFORMATION

Each question in the applicable section(s) should be completed carefully. Whenever possible, specific examples, supporting statistics, and/or supplementary documentation should be included, such as samples of promotional literature, press reports, or other supporting material.

1. **Type of Company** (*manufacturer, service provider, etc.*)

2. **Year Established:** _____

3. **Main Products/Services:**

4. **Employment/Company Size:**

	2016	2015	2014
# of Illinois employees			
# of employees supported by exports			

5. **Major Illinois Products and/or Services Exported and Their Foreign Destination (*country*):**

Illinois Products	Foreign Destination (Country)

SECTION II – COMMITMENT TO EXPORTING

Export Marketing/Business Strategy (*please describe briefly*)

1. How has your company identified new exporting opportunities? How are your products and/or services successfully marketed in new markets? (*500 words or less*)



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2. Please briefly highlight one or two of the most significant challenges/obstacles your company encountered when entering foreign market(s). For instance: market research; product design and adaptations; foreign language requirements; foreign specifications; cultural adaptations; distribution; corporate organization; foreign production; financial issues such as financing and currency; packaging; trade laws such as tariff, non-tariff and quota.

Please provide details and specific examples of solutions and innovations developed by the company in response to the obstacle(s). (500 words or less)

SECTION III – STATISTICS

Export Statistics: Please indicate Illinois sales figures for each year the company has exported. If you are unable to provide actual dollar amounts, please provide percentages.

Year company began exporting: _____

	Total Sales (Domestic and Export)	Total Export Sales	Export Sales as % of Total Sales	% Increase in Export Sales from Previous Year
2013				
2014				
2015				
Total				

Export Statistics by Foreign Destinations: Please indicate export sales figures of the company by international regions for each year. If you are unable to provide actual dollar amounts, please provide percentages.

	Asia and Asia Pacific	Africa and Middle East	Canada	Europe	Latin America and Caribbean	Total
2013						
2014						
2015						
Total						

*For additional consideration please provide samples of foreign language advertising, catalogs, photographs of special promotions, annual reports, or other items of interest. (Not to Exceed 10 Pages)



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The information submitted on the application for the Governor's Export Award accurately represents the facts.

Name: _____

Title: _____

Signature: _____ Date: _____

NOTICE OF CONFIDENTIALITY

Information submitted and accompanying this application will be kept confidential. A brief summary of the company and its products will be shared with the public.