

Dear Friends,

On behalf of the Illinois Department of Commerce, I am pleased to announce that applications are currently being accepted for the 2016 Governor's Export Awards program.

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.

Exports are a vital component of the Illinois economy and an important factor for continued economic growth. The State of Illinois takes great pride in its export successes and encourages all Illinois companies and organizations that work to promote Illinois products and services abroad to participate in this awards program.

Illinois companies and organizations may submit an application in the following categories:

- New Exporter
- Exporter of the Year
- Agricultural Business Exporter
- Service Exporter
- Export Awareness and Development

For your convenience, information about the Governor's Export Awards and links to our applications can also be found on our website and the hyperlinks below: [exports.illinois.gov](http://exports.illinois.gov)  
[Company Application](#)

[Organization Application](#)

**Please note, the deadline for submitting applications is 4:00 p.m., October 15, 2016.**

Award winners will be notified in writing and officially recognized at a reception in Chicago later this year.

For more information, please contact Godfrey Angara at 312.814.6993 or at [Godfrey.Angara@illinois.gov](mailto:Godfrey.Angara@illinois.gov)

Sincerely,

Margo Markopoulos

Director, Office of Trade and Investment

Illinois Department of Commerce and Economic Opportunity



# 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](mailto:Godfrey.angara@illinois.gov)



# STATE OF ILLINOIS GOVERNOR'S EXPORT AWARDS

## 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



# STATE OF ILLINOIS GOVERNOR'S EXPORT AWARDS

## 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.*)

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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*)



# STATE OF ILLINOIS GOVERNOR'S EXPORT AWARDS

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				
<b>Total</b>				

**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						
<b>Total</b>						

\*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)



# STATE OF ILLINOIS GOVERNOR'S EXPORT AWARDS

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

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.



# STATE OF ILLINOIS GOVERNOR'S EXPORT AWARDS

## ORGANIZATION APPLICATION

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

#### COMPANY

**Small or Medium-sized Illinois Companies** (*500 or fewer employees*)

New Exporter       Exporter of the Year

**Large-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.**

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# STATE OF ILLINOIS GOVERNOR'S EXPORT AWARDS

## JUDGING CRITERIA

- Number of companies assisted
- Number of programs and services provided
- Number of companies that exported as a result of their assistance
- Program effectiveness, as determined by outreach activities, that progress to actual export sales

## ORGANIZATION PROFILE

Name: \_\_\_\_\_

Contact: \_\_\_\_\_ Position: \_\_\_\_\_

Address: \_\_\_\_\_

Phone: \_\_\_\_\_ Fax: \_\_\_\_\_ Email: \_\_\_\_\_

Website address: \_\_\_\_\_

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

Yes Year \_\_\_\_\_  No

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

Yes Year \_\_\_\_\_  No

Has your organization ever won any other export award?

Yes Year \_\_\_\_\_  No





# STATE OF ILLINOIS GOVERNOR'S EXPORT AWARDS

## 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. **Organization Mission Statement:**

2. **Year Established:** \_\_\_\_\_

## SECTION II – COMMITMENT TO EXPORTING

*Please check all services that your organization provides.*

- One-on-one consultation with current or potential exporters
- Promotional trade shows
- Trade fairs
- Trade missions (*foreign or domestic*)
- Market information (*database access, foreign buyer lists, trade leads, profiles*)
- Forums which bring together exporters and foreign business representatives
- Special programs for minority and female-owned businesses
- Overseas affiliates or offices
- Market research
- Market development
- Language programs, translations
- Technical assistance
- Trade negotiation
- Other \_\_\_\_\_

Please include a narrative, including specific examples and statistical evidence of the effectiveness of one or more of the programs/services that you provide. (500 Words or Less)



# STATE OF ILLINOIS GOVERNOR'S EXPORT AWARDS

## SECTION III – STATISTICS

1. Please provide total number of clients assisted:

2013	
2014	
2015	

2. Please provide total number of companies that exported as a result of your assistance:

2013	
2014	
2015	

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