

APPLICATION FORM

Award Category: New Exporter Champion of the Year

Presented to a business that is new to exporting and has made a successful initial entry into a new market outside of Nova Scotia within the past (2) years.

To complete the form, DOWNLOAD and SAVE it to your computer, then type in the requested information in the fields below. For additional information, please refer to the **Nova Scotia Export Achievement Awards FAQ**. All questions must be answered. If the response is not applicable, please write “n/a”.

The deadline to submit an Application Form is Friday, April 12, 2019 at 5:00pm ADT.

GENERAL INFORMATION:

Company Name:	
Address:	
Contact Name:	
Contact Title:	
Telephone: (xxx) xxx-xxxx	
Mobile: (xxx) xxx-xxxx	
Email:	
Website:	
Year company was established (YYYY):	
Business Registration No.: (Nova Scotia Registry of Joint Stocks):	

Please Note: Each question has been assigned a score point value which combined, add up to 100 points. The score point value is listed next to each question.



1. COMPANY SNAPSHOT: (15 POINTS)

Please provide a brief overview of your business including what products or services your company exports, a description of your export activities and the markets you serve. (250 words or less)

2. ECONOMIC IMPACT: (20 POINTS)

	2016	2017	2018
Number of employees			
Number of employees in Nova Scotia			
Net change in number of employees in Nova Scotia operations over the last three years:			



Please describe how exporting has permitted you to increase employment or to expand your company. (100 words or less)

Do you have staff assigned specifically to export sales? <i>If so, describe the functions of this / these individual(s).</i>	Yes	No

3. EXPORT MARKET INFORMATION: (15 POINTS)

Did your company enter a NEW export market (anywhere outside of Nova Scotia) in 2016-17 OR 2017-18? <i>If yes, please list all NEW export market (s) and entry year:</i>	Yes	No
Export Market	Year Entered	

4. EXPORT SALES & TOTAL SALES GROWTH: (20 POINTS)

Please provide your total sales figures in Canadian currency (\$CAD).	2016	2017	2018
Export Sales (\$)			
Total Sales (\$)			
Percentage % of Export Sales			
Percentage % Sales Growth			

NOTE: Sales information will be kept confidential and used for award selection purposes only. Export sales are those made outside of Nova Scotia.



5. BUSINESS STRATEGY: (15 POINTS)

Explain your company's export /business strategy. *Please outline how your company entered export markets and provide an overview of your exporting strategy. Include export growth strategies, milestones, challenges you have faced and how you overcame them and other achievements. (500 words or less)*



6. NICHE MARKETS: (10 POINTS)

Have you developed any niche export markets? <i>If so, please explain what lead you to this niche market and how you went about developing it. Describe how your company's entrance into this niche market contributed to your company's export success and how this contributes to Nova Scotia's economy. (300 words or less)</i>	Yes	No

7. LEGAL IMPLICATIONS: (5 POINTS)

Are there any pending litigation claims against the company or any of its principals? <i>If yes, please provide details (100 words or less)</i>	Yes	No

In an effort to help us to understand your products/service, we encourage you to include any relevant supporting materials such as brochures and location of online information.



DISCLAIMER:

I certify that the information provided is accurate and I agree to have my business considered for the Nova Scotia Export Achievement Awards.

Applicant's Name:	
Applicant's Signature:	
Date (DD/MM/YYYY):	

Information collected in connection with the EAA is subject to, and will be treated in accordance with, the [Nova Scotia Freedom of Information and Protection of Privacy Act](#).

Applicants and nominated businesses must consent to:

- Participate in any public announcement or public ceremony related to the EAA at a mutually agreeable time; and
- The release of information (business name, business contact name, sector, region, and type or types of awards received) to the media and general public.

Submit your completed Application Form to: exportawardapplication@nsbi.ca