

2025 Application for the Governor's Award for Excellence in Exporting

The Awards Committee of the Oklahoma District Export Council will select one or more firms for recognition based on their export excellence. Applicants should demonstrate export management success by any variety of activities including: a) major increase in export sales; b) breakthrough in a particular competitive market; c) introduction of a new product into export trade; d) successful response to a foreign market challenge. A larger organization may well focus on a single line of products to demonstrate success rather than on total export activity while a small business can discuss its full business operations.

All information provided will be held in strict confidence. Also, although the Awards Committee appreciates detailed statistics, you may provide narrative remarks for sensitive proprietary data.

Qualifications

1. Applicant must be an Oklahoma-based manufacturer, agri-business, service or supply company engaged in exporting products or services.
2. Applicant should demonstrate a sustained initiative toward export sales with at least a three-year export history.
3. Applicant should demonstrate a unique and successful solution to export problems with admirable achievement.
4. Applicant's export activity should be associated with significant employment within Oklahoma.

Application

I. Company Profile

Company Name:

Address:

Telephone:

Fax:

E-mail:

Website:

Key Contact Name and Title:

Parent Company Name (If Subsidiary):

Year Company Established:

Number of Employees:

a) Oklahoma:

b) Worldwide:

Company Type:	Manufacturer	()	Distributor	()
	Service	()	Agri-Business	()
Annual Sales (Oklahoma Unit):	Under \$1 Million	()	\$5 to 25 Million	()
	\$1 to 5 Million	()	Over \$25 Million	()

II. Brief Overview of Company

As an attachment, provide a brief overview of the company and its products/services. An annual report or brochures may be included.

III. Export Activity

Year of First Export Sale:

Where (Country):

Date of Most Recent Market Penetration:

Where (Country):

Recent Export Sales History:

The company is to demonstrate a sustained export initiative over three or more years. Please indicate your company's or business unit's export activity. Your export activity can be explained in narrative form if the date is deemed highly sensitive.

Year	Percentage of Total Sales	Percent Change From Prior Year
2024		
2023		
2022		

Employment Growth:

Briefly describe any employment growth (or potential employment growth) as related to your company's export activity:

Products/Markets Served:

For the organization or the product line(s) accented within your application, please list principal products or service and the primary markets served.

Products (Briefly Describe Products):

Primary Markets (Countries) Served:

IV. Export Strategy and Success Behavior

The following items are frequently cited as problems firms face in developing export sales.

<input type="checkbox"/>	Dealer Relations	<input type="checkbox"/>	Selecting Export Markets	<input type="checkbox"/>
<input type="checkbox"/>	Spare Parts and Servicing	<input type="checkbox"/>	Product Modifications	<input type="checkbox"/>
<input type="checkbox"/>	Adverse Competitive Conditions	<input type="checkbox"/>	Packaging Modifications	<input type="checkbox"/>
<input type="checkbox"/>	Foreign Production	<input type="checkbox"/>	Obtaining Foreign Distribution	<input type="checkbox"/>
<input type="checkbox"/>	Corporate Organization	<input type="checkbox"/>	Pricing	<input type="checkbox"/>
<input type="checkbox"/>	Market Research	<input type="checkbox"/>	Tariff/Quota Barriers	<input type="checkbox"/>
<input type="checkbox"/>	U. S. Government Support	<input type="checkbox"/>	Non-Tariff Barriers	<input type="checkbox"/>
<input type="checkbox"/>	Other (Specify):	<input type="checkbox"/>	Financing Export Activities	<input type="checkbox"/>

Mark those items above that have most affected your firm in recent years. Then below and/or on attached pages, explain how you have successfully addressed the problems. This narrative is quite important to the Awards Committee as it indicates the initiative and creativity taken to demonstrate the merit of your export strategy.

**Please indicate if you would like this nomination application to be considered for the U.S. Commercial Service's Export Achievement Certificate. ____yes ____No

The nominee/company must:

- i. Be a United States citizen or legal resident, or a corporation, partnership, or other association created under the laws of the United States or of any State, the District of Columbia, or any commonwealth, territory or possession of the United States; the District of Columbia, or any commonwealth, territory or possession of the United States; that
- ii. Achieved one of the following export wins within the preceding 12 months:
 1. exported a U.S. good or service for the first time;
 2. exported a U.S. good or service to a new foreign market; or
 3. exported a new product line of U.S. goods or services to a foreign market to which the exporter previously has exported.

All nominations are reviewed to make sure the exporter meets the criteria specified. Certificates will be presented in ceremonies that can include U.S. Department of Commerce officials and local elected officials to highlight the importance of international trade.

Date

Signature and Title of Responsible Official