

We're so glad you are applying to be considered for a 2022 NB Export Award! Please note that the definition of an export is sales outside of the Maritime Provinces valued at \$30,000 or more.

Please fill out the following questions with as much detail as possible and reach out to your ONB Business Development or Export Development Executive should you require any support.

1. Please check off all that apply to your company and that you'd like to apply for.

	Award Category	Explanation	Yes, this award applies to my company.
1	Exporter of the Year (over \$5M)	Recognizes companies for excellence in export – with export sales over \$5 million and have demonstrated for e.g.: a significant increase in export sales over previous years, along with market diversification, new product development, innovation.	Yes No
2	Exporter of the Year (under \$5M)	Recognizes companies for excellence in export – with export sales under \$5 million and have demonstrated for e.g.: a significant increase in export sales over previous years, along with market diversification, new product development, innovation.	Yes No
3	Global Diversification Award	Recognizes companies who have penetrated and/or grown new markets outside of Canada and the US (non-traditional North American markets).	Yes No
4	Innovative Exporter of the Year (under \$10M)	Recognizes companies who have successfully employed innovative marketing and sales techniques to expand their export market, any novel approaches to overcome pandemic related barriers, new products developed specifically for the export market, and/or companies whose product/service is cutting edge in terms of innovation.	Yes No
5	Emerging Exporter of the Year	Recognizes companies who are new to export within the past 5 years (since 2018). Criteria includes volume of export sales, level of difficulty associated with entering the market, and unique approaches taken to enter new markets.	Yes No
Other Awards to be Presented			
6	Impact Award	**Selected separately – application for this award is not available** Recognizes companies who fall into category of foreign direct investment.	n/a
7	Resilience Award (new!)	**Selected separately – application for this award is not available* Recognizes companies who have shown extraordinary resilience and overcame challenges in the face of the COVID-19 pandemic.	n/a

2. Company Details:

a.	Company Name	
b.	Company Address	
c.	Primary Contact Name	
d.	Title	
e.	Phone Number	
f.	Email Address	
g.	Company Website	
h.	Number of full-time employees	
i.	Average salary of full-time employees	
j.	Short biography/overview of company (max 100 words)	
k.	Please attach company logo in high resolution (.jpeg or .png file) with your application.	

3. Sales History/ Export Data Overview:

a. What year did you begin exporting?

Before 2017	
2017	
2018	
2019	
2020	
2021	

b. What are your annual export sales (total sales outside of the Maritime Provinces) for the below 5-year time frame?

2017	2018	2019	2020	2021
Up to \$1M	Up to \$1M	Up to \$1M	Up to \$1M	Up to \$1M
\$1M to \$5M	\$1M to \$5M	\$1M to \$5M	\$1M to \$5M	\$1M to \$5M
\$5M to \$10M	\$5M to \$10M	\$5M to \$10M	\$5M to \$10M	\$5M to \$10M
\$10 to \$25M	\$10 to \$25M	\$10 to \$25M	\$10 to \$25M	\$10 to \$25M
Over \$25M	Over \$25M	Over \$25M	Over \$25M	Over \$25M
n/a	n/a	n/a	n/a	n/a

c. Of your total export sales to date, what percentage are sales in each of the following markets?

- ✓ %____ are within Canada (outside Maritime Provinces)
- ✓ %____ are exported to the United States
- ✓ %____ are exported to all other markets

4. Provide a list and description of the products or services that the company is currently exporting.

8. Briefly describe the company's approach to developing a new or niche market.

9. Briefly describe how the company has dealt with the past 2+ years in the face of the COVID-19 pandemic. Include examples of innovative ways of doing business, resiliency, and lessons learned.

Checklist: before submitting an application, please ensure you've provided all of the details needed:

- ✓ Checked off which award(s) you are eligible for and are applying for.
- ✓ Answered all questions accurately and in full.
- ✓ Provided a high-resolution company logo.

Please submit your application to Alexa Power via email at Alexa.Power@ONBcanada.ca.

The deadline to submit an application is April 8, 2022 by end of day.