

*\*\*Applicants must be a Regular or Premium STEP Member*

Full Legal Name of Company: \_\_\_\_\_

Operating Name(s) of Company: \_\_\_\_\_

Contact Name: \_\_\_\_\_ Title: \_\_\_\_\_

Tel: \_\_\_\_\_ Email: \_\_\_\_\_

The STEP Export Award is presented to member applicants on a biennial basis. As such, the 2024 Export Award will be based on the previous two fiscal years.

Please attach additional information and documents, if required, to complete your responses.

### EXPORT STRATEGIES

I am applying for this award based on (please check one):

- Existing products/services entering new markets
- New products/services entering existing markets
- New products/services entering new markets

Please describe your products/services with a focus on their benefits:



Please identify the target markets for these products/services:

Please identify the potential target markets for these products/services over the next two years:

## EXPORT SALES

*(Please note that upon request, you must be able to demonstrate the accuracy of the following numbers.)*

1. How many years has your company been exporting? \_\_\_\_\_
2. Over your previous two fiscal years, what is the per cent increase in your export sales? \_\_\_\_\_
3. What per cent of your company's total sales were export sales before April 2022? \_\_\_\_\_
4. What per cent of your company's total sales are currently export sales? \_\_\_\_\_

If needed, please feel free to provide context to your answers above:



### IMPACT ON COMMUNITY AND JOB CREATION

How many permanent employees does your company currently have? \_\_\_\_\_

How many fulltime equivalent employees have been hired over the past two years? \_\_\_\_\_

What percentage of these new employees can be attributed to your export activities? \_\_\_\_\_

Is your company involved in community activities (mentoring, community events, promotion etc.)?  
If so, please outline the activities:

### SUMMARY

In 100 words or less, please summarize why you think your company should be awarded the 2024 STEP Export Award:



### FORWARDING YOUR APPLICATION

Information provided in this application is considered confidential. None of the information contained in this application will be released without the company's prior consent.

*I hereby certify that the information contained in this application is correct and may be verified by STEP.*

Name & Title of Senior Officer  
certifying this application: \_\_\_\_\_

Name & Title of Contact concerning  
the application (if other than noted above) \_\_\_\_\_

\_\_\_\_\_  
*Signature of Senior Officer*

\_\_\_\_\_  
*Date*

### HOW TO SUBMIT

**Submissions for the 2024 STEP Export Award are due by May 20, 2024.**

Please forward submissions to:

**Angela Krauss**  
Senior Vice President, Marketing & Membership Development  
[akrauss@sasktrade.sk.ca](mailto:akrauss@sasktrade.sk.ca)

