

Submit Applications by email to: [stepmap@sasktrade.sk.ca](mailto:stepmap@sasktrade.sk.ca)

### Company Profile

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

(include operating name if different from legal name)

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

Telephone: \_\_\_\_\_ E-Mail: \_\_\_\_\_

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

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

Is the business incorporated? Yes  No  Years in business in Saskatchewan: \_\_\_\_\_

*\*Applicants may be asked to produce a copy of certificate of incorporation or other supporting documentation*

List any related companies: \_\_\_\_\_

Number of Saskatchewan based employees: Full time: \_\_\_\_\_ Part time: \_\_\_\_\_ Seasonal: \_\_\_\_\_

### Market Profile

Are you currently exporting, if yes to what markets (geographic locations)?

Within Canada: Yes  No  If so, what provinces: \_\_\_\_\_

Outside of Canada: Yes  No  If so, what states/countries: \_\_\_\_\_

Do you have a formal market plan strategy? Yes  No  (you may be asked to provide a copy of this strategy)

### Financial Profile

	Current Year	Previous Year
Annual Saskatchewan Sales		
Annual Export Sales (outside Sask.)		
Total Annual Sales		
Percentage of sales generated by Saskatchewan facilities		

Products/Services Profile:

**Project Description** (that the funding would be used for)

Name of Activity \_\_\_\_\_

MAP funding being sought:  50% funding (initial visit to new market)  30% funding (return visit to new market)

Are you participating on a STEP trade mission? Yes  No  Are you exhibiting at this event? Yes  No

Have you ever attended/ exhibited at this event before? Yes  No  If so, which year(s)? \_\_\_\_\_

Have you made sales into this market in the past 24 months? Yes  No  If yes, amount of sales: \_\_\_\_\_

Where is the Activity? \_\_\_\_\_ When is the Activity? \_\_\_\_\_

Website of Activity (if applicable): \_\_\_\_\_

Who from your company will attend? \_\_\_\_\_

Are these representatives full time employees? Yes  No

Explain in specific detail how this activity represents a new market or new market segment for your firm.

Explain in detail how this activity will fit into your export business plan/objectives.

**Business Development Objectives for Activity - Seeking:**

Direct Sales  Dealers  Distributors/Wholesalers  Agents/Brokers  Joint Venture

Other: \_\_\_\_\_

**Anticipated Results:**

Sales (\$) within the next 12 months: \_\_\_\_\_ # of Contacts: \_\_\_\_\_ # of Sales Leads: \_\_\_\_\_

Departure date: \_\_\_\_\_ Return date: \_\_\_\_\_

**Estimated Budget:** Detail your costs associated with this event: (In Canadian dollars)

\*List all costs (estimates) which you expect to incur in order to participate. **Please note not all costs are eligible for reimbursement.**

\*Return airfare for flights that originate in destinations other than Saskatchewan will not be reimbursed.

Flights or Mileage		Trade Show Space	
Accommodations		Trade Show Booth Furnishings	
Meals		Freight, Rentals & Services	
Other		Material Translation	
Specify Other			
			Total

