

Exporter of the Year

What are the evaluation/selection criteria for the Exporter of the Year award?

In evaluating the nomination packages for the Exporter of the Year award, the judges will use the following criteria:

- 1) Increased sales, profits and/or growth of employment because of exporting for calendar years 2015, 2016 and 2017.
- 2) Creative overseas marketing strategies.
- 3) Effective solutions to export-related problems, including trade financing, payment, and currency issues; market-entry and logistical challenges; cultural differences, etc.
- 4) Demonstrated encouragement of other small businesses to export.
- 5) Volunteer assistance to other small businesses entering the export market.
- 6) Cooperation with other businesses in the creation of export trading companies and/or introduction of unique trading relationships, products or services.

What is the deadline for nominations and where should they be sent?

All nominations physically submitted to the MWBC must be postmarked or hand delivered to the MWBC Office at 51 Monroe Street, PE-20, Rockville, MD 20850 no later than 3:00pm ET, September 5, 2018. All nominations submitted via email must also be submitted no later than 3:00pm ET, September 5, 2018 to admin@marylandwbc.org.

What information must the nomination package contain?

Nominations must contain the information required below. Incomplete nomination packages will not be considered. All evaluation/selection criteria must be specifically addressed and include:

- 1) A completed nomination form which is available on the MWBC website at www.marylandwbc.org
- 2) An original 8" x 10" or 5" x 7" photo of the nominee or a digital photo – at least 300 dpi is required; photocopies are not acceptable.
- 3) Additional supporting documentation deemed significant by the nominator, including news clips, letters of recommendation, nomination letter (if not self-nominated) and other evidence of the appropriateness of the nomination (supporting documentation must not exceed 10 pages). Videos will not be considered.