

#	Original Category	Category
1	Contact Questions	Client Type
2	Contact Questions	Client Type
3	Contact Questions	Client Type
4	Organization Questions	Client Type
5	Organization Questions	Client Type
6	Organization Questions	Client Type
7	Contact Questions	Contact Information
8	Contact Questions	Contact Information
9	Contact Questions	Contact Information
10	Contact Questions	Contact Information
11	Contact Questions	Contact Information
12	Contact Questions	Contact Information
13	Contact Questions	Contact Information
14	Contact Questions	Contact Information
15	Contact Questions	Contact Information
16	Contact Questions	Contact Information
17	Contact Questions	Contact Information
18	Contact Questions	Contact Information
19	Contact Questions	Contact Information
20	Contact Questions	Contact Information
21	Contact Questions	Contact Information
22	Contact Questions	Contact Information
23	Contact Questions	Contact Information
24	Contact Questions	Contact Information
25	Contact Questions	Contact Information
26	Contact Questions	Contact Information
27	Contact Questions	Contact Information
28	Contact Questions	Contact Information
29	Contact Questions	Contact Information
30	Advocacy Center Questions	Contact Information
31	Contact Questions	Contact Type
32	Contact Questions	Contact Type
33	Contact Questions	Contact Type
34	Contact Questions	Contact Type
35	Contact Questions	Contact Type
36	Contact Questions	Contact Type
37	Contact Questions	Contact Type
38	Contact Questions	Contact Type
39	Contact Questions	Contact Type
40	Contact Questions	Contact Type
41	Contact Questions	Contact Type
42	Contact Questions	Contact Type
43	Contact Questions	Contact Type
44	Contact Questions	Contact Type
45	Contact Questions	Contact Type

46	Contact Questions	Contact Type
47	Contact Questions	Contact Type
48	Events & Activities Questions	E-Awards
49	Events & Activities Questions	E-Awards
50	Events & Activities Questions	E-Awards
51	International Trade Specialist Cour	Educational Institution Data
52	International Trade Specialist Cour	Educational Institution Data
60	International Trade Specialist Cour	Educational Institution Data
61	International Trade Specialist Cour	Educational Institution Data
63	International Trade Specialist Cour	Educational Institution Data
64	Organization Questions	Educational Institution Data
65	Organization Questions	Educational Institution Data
66	Organization Questions	Educational Institution Data
67	Organization Questions	Educational Institution Data
68	Organization Questions	Educational Institution Data
70	International Trade Specialist Cour	Educational Institution Data
71	Educational Institution WGR Intake	Educational Institution Data
72	International Trade Specialist Cour	Educational Institution Data
75	International Trade Specialist Cour	Educational Institution Data
76	Organization Questions	Educational Institution Data
77	Organization Questions	Educational Institution Data
78	Organization Questions	Educational Institution Data
79	Organization Questions	Educational Institution Data
80	Organization Questions	Educational Institution Data
81	Organization Questions	Educational Institution Data
82	Organization Questions	Educational Institution Data
83	Organization Questions	Educational Institution Data
84	Organization Questions	Educational Institution Data
85	Events & Activities Questions	Events & Activities
86	Events & Activities Questions	Events & Activities
87	Events & Activities Questions	Events & Activities
88	Events & Activities Questions	Events & Activities
89	Events & Activities Questions	Events & Activities
90	Events & Activities Questions	Events & Activities
91	Events & Activities Questions	Events & Activities
92	Events & Activities Questions	Events & Activities

93	Events & Activities Questions	Events & Activities
94	Events & Activities Questions	Events & Activities
95	Events & Activities Questions	Events & Activities
96	Events & Activities Questions	Events & Activities
97	Events & Activities Questions	Events & Activities
98	Events & Activities Questions	Events & Activities
99	Events & Activities Questions	Events & Activities
100	Events & Activities Questions	Events & Activities
101	Events & Activities Questions	Events & Activities
102	Events & Activities Questions	Events & Activities
103	Events & Activities Questions	Events & Activities
104	Events & Activities Questions	Events & Activities
105	Events & Activities Questions	Events & Activities
106	Events & Activities Questions	Events & Activities
107	Events & Activities Questions	Events & Activities
108	Events & Activities Questions	Events & Activities
109	Events & Activities Questions	Events & Activities
110	Events & Activities Questions	Events & Activities
111	Events & Activities Questions	Events & Activities
112	Events & Activities Questions	Events & Activities
113	Events & Activities Questions	Events & Activities
114	Events & Activities Questions	Events & Activities
115	Events & Activities Questions	Events & Activities
116	Events & Activities Questions	Events & Activities
117	Organization Questions	Events & Activities
118	International Trade Specialist Cour	Export Data
119	Events & Activities Questions	Export Data
120	Events & Activities Questions	Export Data
121	Events & Activities Questions	Export Data
122	Events & Activities Questions	Export Data
123	Events & Activities Questions	Export Data
124	Events & Activities Questions	Export Data
125	Events & Activities Questions	Export Data
126	Events & Activities Questions	Export Data
127	Events & Activities Questions	Export Data
128	Events & Activities Questions	Export Data
129	Events & Activities Questions	Export Data
130	Events & Activities Questions	Export Data
131	Events & Activities Questions	Export Data
132	Events & Activities Questions	Export Data
133	Events & Activities Questions	Export Data
134	Events & Activities Questions	Export Data
135	Organization Questions	Export Data

136	Organization Questions	Export Data
137	Organization Questions	Export Data
138	Organization Questions	Export Data
139	Organization Questions	Export Data
140	Organization Questions	Export Data
141	Organization Questions	Export Data
142	Organization Questions	Export Data
143	Organization Questions	Export Data
144	Organization Questions	Export Data
145	Organization Questions	Export Data
146	Organization Questions	Export Data
147	Organization Questions	Export Data
148	Organization Questions	Export Data
149	Organization Questions	Export Data
150	Organization Questions	Export Data
151	Organization Questions	Export Data
152	Organization Questions	Export Data
153	Organization Questions	Export Data
154	Organization Questions	Export Data
155	Organization Questions	Export Data
156	Organization Questions	Export Data
157	Organization Questions	Export Data
158	Organization Questions	Export Data
159	Organization Questions	Export Data
160	Organization Questions	Export Data
161	Organization Questions	Export Data
162	Organization Questions	Export Data
163	Organization Questions	Export Data
164	Organization Questions	Export Data
165	Organization Questions	Export Data
166	Organization Questions	Export Data
167	Organization Questions	Export Data
168	Organization Questions	Export Data
169	Organization Questions	Export Data
170	Organization Questions	Export Data
171	Organization Questions	Export Data
172	Organization Questions	Export Data
173	Organization Questions	Export Data
174	Organization Questions	Export Data
175	Organization Questions	Export Data
176	Events & Activities Questions	Export Data
177	Events & Activities Questions	Export Data
178	Events & Activities Questions	Export Data
179	Events & Activities Questions	Export Data
180	Advocacy Center Questions	Export Data

181	Organization Questions	Export Data
182	Organization Questions	Export Data
183	Organization Questions	Export Data
184	Organization Questions	Export Data
185	Organization Questions	Export Data
186	Organization Questions	Export Data
187	Organization Questions	Export Data
188	Events & Activities Questions	Export Data
189	Events & Activities Questions	Export Data
190	Events & Activities Questions	Export Data
191	Contact Questions	Export Data
192	Organization Questions	Export Data
193	Organization Questions	Export Data
194	Organization Questions	Export Data
195	Organization Questions	Export Data
196	Organization Questions	Export Data
197	Organization Questions	Finance Data
198	Organization Questions	Finance Data
199	Organization Questions	Finance Data
200	Events & Activities Questions	Finance Data
201	Events & Activities Questions	Finance Data
202	Trade Leads Intake Form	Finance Data
203	Contact Questions	Finance Data
204	Advocacy Center Questions	Finance Data
205	SPD-15/Minority Data	Gender Data
206	Events & Activities Questions	General Information
207	Events & Activities Questions	General Information
208	Events & Activities Questions	General Information
209	Events & Activities Questions	General Information
210	Events & Activities Questions	General Information
211	Events & Activities Questions	General Information
212	Events & Activities Questions	General Information
213	Events & Activities Questions	General Information
214	Events & Activities Questions	General Information
215	Events & Activities Questions	General Information
216	Events & Activities Questions	General Information
217	Events & Activities Questions	General Information
218	Events & Activities Questions	General Information
219	Events & Activities Questions	General Information
220	Events & Activities Questions	General Information
221	Events & Activities Questions	General Information
222	Events & Activities Questions	General Information

223	Events & Activities Questions	General Information
224	Events & Activities Questions	General Information
225	Events & Activities Questions	General Information
226	Events & Activities Questions	General Information
227	Events & Activities Questions	General Information
228	Advocacy Center Questions	General Information
229	Events & Activities Questions	General Information
230	Events & Activities Questions	General Information
231	Events & Activities Questions	General Information
232	Contact Questions	General Information
233	Contact Questions	General Information
234		General Information
235	Contact Questions	General Information
236	Contact Questions	General Information
237	Organization Questions	General Information
238	Organization Questions	General Information
239	Organization Questions	General Information
240	Organization Questions	General Information
241	Organization Questions	General Information
242	Organization Questions	General Information
243	Organization Questions	General Information
244	Organization Questions	General Information
245	Organization Questions	General Information
246	Organization Questions	General Information
247	Organization Questions	General Information
248	Organization Questions	General Information
249	Organization Questions	General Information
250	Organization Questions	General Information
251	Organization Questions	General Information
252	Organization Questions	General Information
253	Organization Questions	General Information
254	Organization Questions	General Information
255	Organization Questions	General Information
256	Organization Questions	General Information
257	Organization Questions	General Information
258	Trade Leads Intake Form	General Information
259	Trade Leads Intake Form	General Information
260	Trade Leads Intake Form	General Information
261	Trade Leads Intake Form	General Information
262	Trade Leads Intake Form	General Information
263	Trade Leads Intake Form	General Information
264	Trade Leads Intake Form	General Information
265	Trade Leads Intake Form	General Information
266	Trade Leads Intake Form	General Information
267	Trade Leads Intake Form	General Information



268	Advocacy Center Questions	General Information
269	Advocacy Center Questions	General Information
270	Advocacy Center Questions	General Information
271	Advocacy Center Questions	General Information
272	Advocacy Center Questions	General Information
273	ITAC Application	General Information
274	ITAC Application	General Information
275	ITAC Application	General Information
276	Trade Leads Intake Form	General Information
277	Organization Questions	General Information
278	Organization Questions	General Information
279	Organization Questions	General Information
280	Organization Questions	General Information
281	Organization Questions	General Information
282	Organization Questions	General Information
283	Organization Questions	General Information
284	Organization Questions	General Information
285	Organization Questions	General Information
286	Organization Questions	General Information
287	Organization Questions	General Information
288	Organization Questions	General Information
289	Organization Questions	General Information
290	Organization Questions	General Information
291	Organization Questions	General Information
292	Organization Questions	General Information
293	Organization Questions	General Information
294	Organization Questions	General Information
295	Organization Questions	General Information
296	Organization Questions	General Information
297	Organization Questions	General Information
298	Organization Questions	General Information
299	Organization Questions	General Information
300	Organization Questions	General Information
301	Organization Questions	General Information
302	Organization Questions	General Information
303	Organization Questions	General Information
304	Organization Questions	General Information
305	Organization Questions	Import Data
306	Organization Questions	Import Data
307	Organization Questions	Import Data

308	Organization Questions	Import Data
309	Organization Questions	Import Data
310	Organization Questions	Import Data
311	Organization Questions	Import Data
312	Organization Questions	Import Data
313	Organization Questions	Import Data
314	Organization Questions	Import Data
315	Organization Questions	Marketing Data
316	Organization Questions	Marketing Data
317	Events & Activities Questions	Marketing Data
318	Organization Questions	Marketing Data
319	Organization Questions	Marketing Data
320	Organization Questions	Marketing Data
321	Events & Activities Questions	Marketing Data
322	Organization Questions	Marketing Data
323	Organization Questions	Marketing Data
324	Organization Questions	Marketing Data
325	Events & Activities Questions	Minority Data
326	Trade Leads Intake Form	Minority Data
327	Trade Leads Intake Form	Minority Data
328	Trade Leads Intake Form	Minority Data
329	Trade Leads Intake Form	Minority Data
330	Trade Leads Intake Form	Minority Data
331	Trade Leads Intake Form	Minority Data
332	Trade Leads Intake Form	Minority Data
333	Trade Leads Intake Form	Minority Data



334	Trade Leads Intake Form	Minority Data
335	SPD-15/Minority Data	Minority Data
337	International Trade Specialist Cour	Organization Information
338	Contact Questions	Organization Information
339	Contact Questions	Organization Information
340	Contact Questions	Organization Information
341	Contact Questions	Organization Information
342	Contact Questions	Organization Information
343	Contact Questions	Organization Information
344	Organization Questions	Organization Information
345	Organization Questions	Organization Information
346	Organization Questions	Organization Information
347	Organization Questions	Organization Information
348	Organization Questions	Organization Information
349	Organization Questions	Organization Information
350	Organization Questions	Organization Information
351	Organization Questions	Organization Information
352	Organization Questions	Organization Information
353	Organization Questions	Organization Information
354	Organization Questions	Organization Information
355	Organization Questions	Organization Information
356	Organization Questions	Organization Information
357	Organization Questions	Organization Information
358	Organization Questions	Organization Information
359	Organization Questions	Organization Information
360	Organization Questions	Organization Information

361	Organization Questions	Organization Information
362	Organization Questions	Organization Information
363	Organization Questions	Organization Information
364	Contact Questions	Organization Type
365	Contact Questions	Organization Type
366	Contact Questions	Organization Type
367	Events & Activities Questions	Organization Type
368	Contact Questions	Organization Type
369	Contact Questions	Organization Type
370	Contact Questions	Organization Type
371	Contact Questions	Organization Type
372	Contact Questions	Organization Type
373	Contact Questions	Organization Type
374	Contact Questions	Organization Type
375	Contact Questions	Organization Type
376	Contact Questions	Organization Type
377	Contact Questions	Organization Type
378	Contact Questions	Organization Type
379	Organization Questions	Organization Type
380	Contact Questions	Organization Type
381	Advocacy Center Questions	Organizational Information
382	Advocacy Center Questions	Organizational Information
383	Advocacy Center Questions	Organizational Information
384	Advocacy Center Questions	Organizational Information
385	ITAC Application	Organizational Information
386	Organization Questions	Organizational Information
387	Organization Questions	Organizational Information
388	Organization Questions	Organizational Information
389	Organization Questions	Organizational Information
390	Organization Questions	Organizational Information
391	Organization Questions	Organizational Information
392	Organization Questions	Organizational Information
393	Organization Questions	Organizational Information
394	Events & Activities Questions	Organizational Information
395	Organization Questions	Product/Service Data
396	Trade Leads Intake Form	Product/Service Data
397	Trade Leads Intake Form	Product/Service Data
398	Trade Leads Intake Form	Product/Service Data
399	Trade Leads Intake Form	Product/Service Data
400	Trade Leads Intake Form	Product/Service Data
401	ITAC Application	Product/Service Data

402	Organization Questions	Product/Service Data
403	Contact Questions	Product/Service Data
404	Organization Questions	Product/Service Data
405	Organization Questions	Product/Service Data
406	Organization Questions	Product/Service Data
407	Organization Questions	Product/Service Data
408	Organization Questions	Product/Service Data
409	Organization Questions	Product/Service Data
410	Organization Questions	Product/Service Data
411	Organization Questions	Product/Service Data
412	Organization Questions	Product/Service Data
413	Organization Questions	Product/Service Data
414	Organization Questions	Product/Service Data
415	Organization Questions	Product/Service Data
416	Organization Questions	Product/Service Data
417	Events & Activities Questions	Product/Service Data
418	Organization Questions	Product/Service Data
419	Organization Questions	Product/Service Data
420	Organization Questions	Product/Service Data
421	Organization Questions	Product/Service Data
422	Organization Questions	Product/Service Data
423	Organization Questions	Product/Service Data
424	Organization Questions	Product/Service Data
425	Trade Leads Intake Form	Product/Service Data
426	Trade Leads Intake Form	Product/Service Data
427	Organization Questions	Project Data
428	Advocacy Center Questions	Project Data
429	Advocacy Center Questions	Project Data
430	Advocacy Center Questions	Project Data
431	Events & Activities Questions	Project Data
432	Events & Activities Questions	Project Data
433	Organization Questions	Project Data
434	Advocacy Center Questions	Project Data
435	Advocacy Center Questions	Project Data
436	Advocacy Center Questions	Project Data
437	Advocacy Center Questions	Project Data
438	Advocacy Center Questions	Project Data

439	Advocacy Center Questions	Project Data
440	Advocacy Center Questions	Project Data
441	Advocacy Center Questions	Project Data
442	Advocacy Center Questions	Project Data
443	Advocacy Center Questions	Project Data
444	SPD-15/Minority Data	Race and Ethnicity Data

445	SPD-15/Minority Data	Race and Ethnicity Data
446	SPD-15/Minority Data	Race and Ethnicity Data
53	International Trade Specialist Cour	Website/Digital Data
54	International Trade Specialist Cour	Website/Digital Data
55	International Trade Specialist Cour	Website/Digital Data
56	International Trade Specialist Cour	Website/Digital Data
57	International Trade Specialist Cour	Website/Digital Data
58	International Trade Specialist Cour	Website/Digital Data
59	International Trade Specialist Cour	Website/Digital Data
62	International Trade Specialist Cour	Website/Digital Data
69	International Trade Specialist Cour	Website/Digital Data
73	International Trade Specialist Cour	Website/Digital Data
74	International Trade Specialist Cour	Website/Digital Data
447	International Trade Specialist Cour	Website/Digital Data
448	Educational Institution WGR Intake	Website/Digital Data
449	Educational Institution WGR Intake	Website/Digital Data
450	Educational Institution WGR Intake	Website/Digital Data
451	Educational Institution WGR Intake	Website/Digital Data
452	Events & Activities Questions	Website/Digital Data
453	Organization Questions	Website/Digital Data
454		
455		

456
457
458
459
460
461
462
463
464
465
466
467
468
469
470
471
472
473
474
475
476
477
478
479
480
481
482
483
484
485
486
487
488
489
490
491
492
493
494
495
496
497
498
499
500
501
502



503
504
505
506
507
508
509
510
511
512
513
514
515
516
517
518
519
520
521
522
523
524
525
526
527
528
529
530
531
532
533
534
535
536
537
538
539
540
541
542
543
544
545
546
547
548
549

550
551
552
553
554
555
556
557
558
559
560
561
562
563
564
565
566
567
568
569
570
571
572
573
574
575
576
577
578
579
580
581
582
583
584
585
586
587
588
589
590
591
592
593
594
595
596

597
598
599

Content
U.S. organization
Foreign organization
Other
Researcher
Student
General population
Alternate Contact Title
Alternate Contact Email
Alternate Contact Tel
Salutation
First Name
Last Name
Contact First Name
Contact Last Name
Title
Telephone
Daytime Phone Number
Fax
Office Phone
Cell/Mobile Number
Affiliation
Email
User ID and Password
Address 1
Address 2
City
State
Zip Code
Website
Contact Person: (Designated point of contact for the Applicant, which may be an independent third-party representative, if applicable)
Primary
Administrative
Purchaser
Recipient/End User
Requestor
Decision Maker
President/CEO
Auditors
Shareholders
Board of Directors
International Marketing
Manager
Banker
In-country Representative
Mission Sponsor

Principal U.S. Subcontractors
Alternate Contact
Application Information: Type of Application Choices: E Award for Exports; E Award for Export Service; E Star Award for Exports; E Star Award for I
E Star Applicants: Year of previous E Award receipt
E Award for Exports or E Star Award for Exports Applicants: U.S. Export Statistics: Provide figures for plus your most recent quarterly data. Data should include shipments to Canada and Mexico, but not P licensing agreements in sales figures; list licensing income separately
Additional Organization Information: Educational Institution: (Please select all that apply) Four-Year Co School/Boarding School, English Language Program, Public/Private/Non-Profit, Private/For-Project, Oth Primary NAICs Code(1): Only complete if a Private/For-Profit Institution Average Annual Revenues(2): Only complete is a Private/For-Profit Institution
Accrediting type and body:
Do you have recruitment partners selling your courses online?
When your educational institution is assessing potential partners, including recruitment agents in targ promotion and/or recruitment a primary qualifier?
Does your educational institution understand online transaction options and patterns for your courses behavior in the education sector)
Type of educational institution:
Total number of undergraduate/graduate students:
Accrediting body:
List degrees offered:
Please list any specific educational institutions, associations, agents, etc., that we should not contact:
Does your educational institution have cross-border sales channels for online courses for credit or offe own website, marketplace, social media or in-country partner?
Please provide 2-3 keywords that visitors would use to search for your school in a search engine:
Does your educational institution employ in-house talent to manage your online presence? If so, in w webmaster, or do you use a contracted 3rd party service provider?
Do your in-country agents have an established online recruitment reputation and robust online recrui
Number of international students on campus:
Number of international students from the country of interest:
Brief description of your educational institution:
Describe the programs/degrees and any unique programs or characteristics:
Do you have the following available for international students (check all that apply)?:
Minimum TOFEL score required:
Do you accept IELTS?
If setting up an overseas campus, please describe the financial benefits to the US.
If academia, please check which best describes you: Faculty/Business; Faculty/Education; Faculty/Oth
Describe the event in which the USG official is to participate (e.g., site visit, announcement, ribbon-cu
What is your latest information on the status of this event?
What additional actions must occur before the event can materialize (e.g., financing needs to be secu
A draft press release from your company announcing the event.
Specific points you would like the U.S. government official to highlight regarding the event.
List any specific organizations, from the private and public sectors, with whom you know you, wish to
Outline of promotional campaign to be conducted in recruiting mission (e.g., mailing, fax campaign, b specific as possible and include target dates, when available.
Deadline for accepting applications from participants.

Proof, such as a copy of letter of invitation, that your mission has a host organization in countries that
Specify any need for special space and/or equipment for audiovisual presentations or technical progra
How is the event financed (state whether financed wholly by event operator or if supported or underw
organizations and financial obligation of each, including chambers of commerce, associations, busines
Contact titles and names at show:
What are your business objectives for attending [name of trade show]?
Please identify decision makers for this event [name, title, organization].
If you are an exhibitor at [event name], with is your booth number?
Basic history or description of show.
Specify product categories within this fair.
Number of exhibitors/participants (U.S. and others) expected:
Number of visitors expected:
Please provide a description of your event.
Please rank organization's top three objectives in participating in this trade mission (1=highest, 3=low
finding joint venture partners, exposure to new business prospects, product testing/market research,
Event name and date:
Event location:
Booth number at show:
Name of building and street address:
Name of fair grounds or other location which event will occupy:
Attach authority to occupy event site:
Attach license or permit to operate the event:
Date event opens:
Date event closes:
If no license or permit is required, please indicate this.
Person(s) attending show:
How did you find out about this event: e-mail, media; printed press; website; other
Annual exports (as % of total sales): Less than 25%, More than 25%
Total number of countries currently exporting to:
Top three countries of export for the previous four years:
What government and private sector export promotion events do you participate in?
Describe any instances in which you had to retrofit or redesign products or services to sell them in an
How do you overcome language obstacles with your international customers?
Describe any trade barriers your organization has faced and how they were overcome.
If applicable, describe how you have developed a market abroad for products not previously exported
If applicable, describe how you have opened a new market previously closed or extremely limited to A
Describe any other strategies you employ for increasing international sales.
Describe how increased exports have affected employment for your organization.
How have you notified exporters of trade opportunities?
What documentation assistance have you provided to exporters?
Describe any overseas trade missions that you have sponsored.
Describe any programs you provided for international businesses.
Describe any other export services that you provide.
Provide three cases studies describing exporters that have increased exports as a result of your help,
alternately, describe how the organization's activities have resulted in community-wide export expan
Percent of revenue generated through exports:



Countries in which sales are made in order of importance:
Not counting your profit margin, what percent of the cost to your foreign buyer derives from U.S. sources?
Export Control Classification Code
Is your company willing to modify its product to meet foreign standards?
Can the company promptly fill any new export orders from its present inventory?
How is your product typically distributed and marketed in the US and other countries?
Product/service wishing to export:
Does U.S. content represent at least 51% of the value of the finished product?
How would you describe your firm's top management commitment to supporting export activities?
What are the company's international sales objectives for the next 3 years (as % of total sales)?
What prompted your company to export?
Number of employees whose jobs are attributable to exporting:
Export stats: Year, total sales, export sales, percent exports to total sales, income from licensing agreements
Name key exporting problems
Name factors that could inhibit international sales of your company or company's products/services.
New-to-exporting
New-to-market
Increase-to-market
Exporting Experience/Information
Number of years exporting
Products exported
Annual exports (% of total sales)
Novice, Intermediate, Successful
Countries exporting to (please provide the names of the countries to which you exported and the approximate dollar value of exports)
Are you currently selling your product or service online to consumers in overseas countries?
Countries of interest
Does the product/service to be exported require any special technical support or after-sales service?
Have you inquired about IP requirements in foreign markets?
Which international distribution channels does your company currently use?
Are there specific export issues that you would like to discuss?
Not counting your profit margin, what percent of the cost to your foreign buyer derives from US sources?
Do you have access to capital and can that money be dedicated to developing market share in one or more foreign countries?
Do you have enough excess capacity to handle foreign sales orders?
Do you have the resources in your company to learn about and comply with US export controls, foreign government import controls?
Have you exported in the past two years and, if so, was it based on a deliberate plan or strategy?
Company Export Profile
US exporters
What type(s) of information were you looking for when visiting Export.gov?
How would you rate the overall usability of Export.gov?
Did you know that you could sign-up for e-mail updates from Export.gov?
What is your organization's objective to export?
Type of export counseling desired.
How interested are you in establishing a business connection with (name of organization) for export sales to (location)?
What exporting-related training have you conducted for your employees and/or international customers?
b) If yes, please list the license and /or application number(s) and status: License/Application Number(s):      Status of Application(s):

How is your product typically distributed and marketed in other countries?
Is your company willing to modify its product to meet foreign standards?
Will patent/trademark/copyright protection abroad be necessary?
Name factors that could inhibit international sales of your company
What specific innovations can you offer to (foreign enterprise)?
Value and detailed description of all projected US export content
States from which the projected US export content will be sources
Description of product or service exported
What is your international sales model? (E.g. direct sales, distributors/agents)
Do you currently sell online to overseas consumers?
Name and contact info for company official in charge of international sales/marketing
Will patent/trademark/copyright protection abroad be necessary
What specific innovations can you offer to foreign enterprise?
Trade references (name/product, country, year, volume)
If export rights are limited to a number of countries, please list countries.
question?
Annual Sales
Financial data information
Capital structure
Credit Card Information: Cardholder name, Credit card type (Visa, Master card, etc), Expiration date, (
Check Payment: Account holder name, ACH/Routing number, Account number, Check number
Sales Frequency: Longer Term Suppliers, Short Term Supplier, Irregular Purchases, Single Purchases
Name and contact information for company official in charge of financing
Annual Sales (\$)
Gender: (Select all that apply) (Optional)
<ul style="list-style-type: none"> <li>• Female</li> <li>• Male</li> <li>• Transgender, non-binary, or another gender</li> <li>• Prefer not to answer</li> </ul>
Potential services: Market Research, Gold Key Service, International Company Profile, Advocacy, etc.
Are there any specific companies, or types of companies, you would like us to contact? If so, please name them.
Business Service Provider categories
Additional Business Service Provider listings authorization of international posts to disclose name of client to the target compa
International business in which your company is interested.
Would you like a free subscription to Commercial News USA?
Desired dates for services
Alternate Dates
Desired locations
Additional services (needed/requested)
Explain advantages you can provide
Describe role of foreign business partner (s) (i. e. JV, etc) Provide name (s) address(es) and CEOs of foreign business partner o
List all signatories for any agreements to be witness (name, title, organization)
Please describe the legal nature and impact of any document that will be signed.
Are you a member of the Industry Business Association/Club or Chamber of Commerce?
Services/assistance requested from the post if status in approved (e.g., one-on-one business appoints, plant visits, translators
Target date of advance trip, name of advance officer.

Please provide a brief description of how organization's participation is consistent with the goals and objectives of this mission
If government, please check which best describes you: federal, state, local
Outline your goals and objectives.
Indicate names of VIP leaders, if appropriate.
Proposed itinerary. Please give as much detail as possible.
Please highlight the competitiveness of the applicant's bid or proposal in terms of technology, price, full lifecycle cost, best value
Division or subsidiary of
What seminars, workshops, or conferences has your organization conducted?
Describe any preference, technical qualification, servicing capabilities, requirements, or pre-qualifications that ideal prospects
If this company is a subsidiary, the parent company(ies) and any controlling individual(s)
Are you currently working with a US Export Assistance Center (USEAC), Dept of Commerce, US Embassy or other government
If working with USEAC, please provide City and Trade Specialist Name:
Share Information with other TPCC Agencies
Delegation
Securities Exchange Commission Affiliation/Reporting
NAICs Code/Category
HS Code
ISO 9000 Registered
TQM/Six Sigma Certified
Working towards Certification
Anticipated Year to Complete Certification
Agreement concerning bribery and corporate policy prohibiting bribery
Certification
Referral OIO, ODO, IBP, Trade Missions, Partner, CS Event
Under which state's laws is your organization organized
Provide relevant industrial economic sector(s)
Have you ever participated in any of the following CS services (check all that apply)?
What type of contacts are you seeking (check all that apply)?
Describe any preferences, qualifications, servicing capabilities, requirements, or pre-qualifications that
Please List any specific educational institutions, associations, agents, etc., that you would like us to co
Is your institution seeking representation on an exclusive basis in this market?
Do you have an exclusive arrangement with your current partner?
Is your representative aware that you are seeking additional representation?
Desired Locations/Cities
Additional Services (please note any other assistance that would be required)
U.S. Embassy/Consulate Commercial Specialist Responsible for Lead:
U.S. Embassy/Consulate Post:
Companies You Currently Represent:
For Tenders Trade Leads - Companies That are Already Pre-Qualified:
Is There a Sovereign or Corporate Guarantee for This Project? (Yes/No) *Imperative to Know this For E
Can Bid be Submitted in English? (Yes/No)
What Type of Business Contacts You Are Seeking:* Manufacturer, Joint Venture Partner or Licensee, A
Should Responding Firms Write in English or Another Language: English, Other/Please Specify:
Do You Want Responses from U.S. Manufacturers Only or Are Agents and Distributors Acceptable?: U.
Is a Service Contract Required? (Yes/No)

Place of Domicile
Bidder of Record:
a) Is the applicant the bidder of record? (Please check one.) (Yes/No)
b) If no, please provide the name and nationality of the bidder of record: Name: Nationality:
Is the applicant bidding as part of a partnership, consortium, joint venture, or other form of association?
a) If yes, please list below: (If needed, list any additional partners in a separate attachment.)
Partner 1 - Company Name, Contact Name, Title, Nationality, Telephone, Email address
Partner 2 - Company Name, Contact Name, Title, Nationality, Telephone, Email address
Partner 3 - Company Name, Contact Name, Title, Nationality, Telephone, Email address
Advocacy Type: a) Is this a request for (please check only one): Commercial (non-Defense) Advocacy?
b) If this is for Defense Advocacy, is this a (please check only one): Foreign Military Sale (FMS)?, Direct
Reason for Requested Assistance:
ITAC(s) of Interest
blank
entity.
What Specific Information Do You Want U.S. Suppliers to Provide to You When They Respond?
How did you learn about this program?
How would you change or improve the site?
What enhancements would make it more useful?
Have you signed-up for any of our e-mail updates?
How would you rate the overall usefulness of our e-mail updates?
How could we make our e-mail updates more useful to you?
Do you have (foreign language)-speaking staff members with applicable qualifications that could work
Other services or activities
Associated Companies/Division or Subsidiaries
BSP categories
Additional BSP listings
Authorization of overseas post to disclose name of client to the target company/individual
What type of business contacts are you seeking?
Is your firm seeking representation on an exclusive basis in this market?
Describe any preference, technical qualifications, servicing capabilities, requirements, or pre-qualifica
Is your representative/partner aware you are seeking additional representation?
What is the outcome or result you expect to accomplish by working with CS?
List priority countries of most importance to you.
For each market you have selected, please specify questions/topics you would like to discuss with the
The U.S Commercial Service has offices at US Embassies/Consulates in 82 countries. Can we be of ass
Are there any specific companies, or types of companies, you would like us to contact? If so, please n
Are there specific companies you would not like us to contact? If so, please name them.
If applicable, please provide the necessary contact information of your current representative/partner
Short Business Service Provider Description
Complete Business Service Provider Description
Description of company/products/services/objectives
Challenged, Mixed effective, effective
Are you looking for representation in <country>?
If import rights are limited to a number of countries, please list countries
Product/service wishing to import
Firms' objective to import: (Choose all that apply)

Import Control Classification Code
Can the company promptly fill any new import orders from its present inventory?
Number of years importing
Have you previously tried to import from the U.S.?
Are there specific import issues that you would like to discuss?
How would you describe your firm's top management commitment to supporting import activities?
What prompted your company to import?
Do you have an international marketing plan?
What international marketing and promotional methods have you used?
Where are you most interested in marketing your product?
How is your company planning to develop sales in target markets?
What new markets are you targeting to expand future sales?
What promotional methods does your company use domestically?
What market research do you conduct?
If no, does your company need help developing a US marketing plan?
Does your firm have a US marketing plan?
What promotional methods does your company use domestically?
Organization may provide any information that it considers relevant to the purpose of the trade mission regarding diversity and inclusion
Is your company (check all that apply): Woman-owned (Organization is at least 51% owned, operated, and controlled by a minority woman)
Is your company (check all that apply): Veteran-owned (Organization is at least 51% owned, operated, and controlled by a minority veteran or active member of the U.S. Armed Forces)
Is your company (check all that apply): Minority-owned (Organization is at least 51% owned, operated, and controlled by a minority person who is Asian-Pacific, Black, Hispanic, or Native American)
Is your company (check all that apply): Disabled-owned (Organization is at least 51% owned, operated, and controlled by a minority person with a physical or mental disability as defined by the Americans with Disabilities Act)
Is your company (check all that apply): Religious Minority-owned (Organization is at least 51% owned, operated, and controlled by a minority person who is a member of a religious group within the United States)
Is your company (check all that apply): LGBTQ+ owned (Organization is at least 51% owned, operated, and controlled by a minority person who is a member of the LGBTQ+ community)
Is your company (check all that apply): Minority Serving Institutions (an accredited academic institution whose enrollment of at least 25% of its students is from a minority group, including graduate and undergraduate and full- and part-time students.)
Is your company (check all that apply): None of the above / Don't know

If respondent selects Minority-owned, ask the following question: What is your race and/or ethnicity? Select all that apply.

- American Indian or Alaska Native

*For example, Navajo Nation, Blackfeet Tribe of the Blackfeet Indian Reservation of Montana, Native Village of Barrow Inupiat*

- Asian

*For example, Chinese, Asian Indian, Filipino, Vietnamese, Korean, Japanese, etc.*

- Black or African American

*For example, African American, Jamaican, Haitian, Nigerian, Ethiopian, Somali, etc.*

- Hispanic

*For example, Mexican, Puerto Rican, Salvadoran, Cuban, Dominican, Guatemalan, etc.*

- Native Hawaiian or Other Pacific Islander

*For example, Native Hawaiian, Samoan, Chamorro, Tongan, Fijian, Marshellese, etc.*

- White

*For example, English, German, Irish, Italian, Polish, Scottish, etc.*

Do you identify with any of the following groups that the federal government, in Executive Order 13988

- Members of religious minorities
- Lesbian, gay, bisexual, transgender, and queer (LGBTQ+) persons
- Persons with disabilities
- Persons who live in rural areas
- Persons otherwise adversely affected by persistent poverty or inequality.
- No, I do not identify with any of these groups.

Institution website address

Organization Name

Organization Address 1:

Organization Address 2:

Organization City:

Organization Country:

Organization Web Site:

Number of Employees

Ownership Percentage

Organization Description

Year Organization Established

Federal Tax ID Number or EIN

Trade License Number

IRS Waiver Form

Preferred business language

Foreign-language speaking staff

Staff with applicable qualifications to work on foreign enterprise projects

Chamber registration number

Safety record

Under which state's law is your organization organized

Is your company register with the state or Commonwealth and provide name

Duns and Bradstreet number

Who are your major competitors

List name and location of other companies



What is your organization's primary function the XXX industry
What domestic channels of distribution does you company employ?
What markets/product categories does your organization represent or plan to represent in the (industry name) industry? Consumer Electronics; Entertainment/Content; Computer Hardware & Software; Connected Home; Lifestyle Electronics, Content Distribution; Telecommunications; Wireless & Wireless Devices; Electronic Gaming; Other (Industry category names and subcategories selected via radio buttons)
Agent/Rep/Distributor
Importer
Area Developer
Business or organization type (Manufacturer, Distributor, Trade Association, etc.)
Manufacturer
Service Provider
Educational Institution
Franchisor (Master, Unit)
Client Organization
Associate Organizations
Division or Subsidiaries
Ownership/Parent Organization
Corporate
Headquarters
Sponsoring Organization
Bank
Organization Type:* Distributor/Representative, National Government, Export Management Company, Service Company, Franchise
Full Corporate Name
Headquarters Address - Street, City, State/Province, Postal Code, Country
Ownership (Identify any parent companies and the percentage of ownership of each parent.)
Number of Employees - In U.S.A., Outside U.S.A.
Size (number of employees?): blank, 0-50, 51-100, 100-250, 250-500, 500+
What is your organization's primary function in the (industry name) industry? Consumer Electronics; Entertainment/Content; Computer Hardware & Software; Connected Home; Lifestyle Electronics, Content Distribution; Telecommunications; Wireless & Wireless Devices; Electronic Gaming; Other (Industry category names and subcategories selected via radio buttons)
Trade license number
Organization's objective
Describe any special features of your company's operations, interests or objectives in the target market
Is your company represented in the country/region? If yes, is this arrangement exclusive?
Who are your major competitors?
Provide additional information that CS should be aware of to fully understand your company and its relationship with the U.S. entity
How effective is your company with the following activities: Conducting market research; developing partnerships; protecting intellectual property; ensuring compliance with US or foreign laws; managing payables; maintaining sufficient production capacity.
Would you be able to establish a reliable supply chain to (organization)?
Please list the ecommerce sales channels in which you sell your products/services online:
Is there a Local Content Requirement? If So, How Much? Yes/If Yes, How Much?/No
Describe the product/service(s) you are looking for. Please be as specific as possible.*
If You Already Have a U.S. Supplier(s) in Mind, Please Indicate the Company of Interest Below.
Quantity Needed: Price Range/Dollar (\$) Value:
Quantity Needed: Purchase Needed By/Submission Deadline:*
General description of trade activities and products and services of the U.S. entity to be represented.

U.S. goods provided by your company
Product/Service contain 51 percent U.S. content?
Product/Service description
List the most important end-users or end-user industries for this product
Does the product require any special technical support or after-sales service
Does the product have patent/trademark/copyright registration
Describe product/service competitive advantages, unique selling proposition, applications, and unique
Benefits/unique features
US good provided by your company
US services provided by your company
If you don't manufacture the product, provide name and location of manufacturers' headquarters
If not manufacturer, does your firm have documented sales or distribution authorization for the produ
Please list end-users and/or industries that use this product
Is the company's product sourced/produced entirely in the US?
Is product/service currently being sold in US
Product categories/industries to be promoted.
If you do not manufacture the product, provide name and location of manufacturer's headquarters
If not the manufacturer, does your firm have documented sales or distribution authorization for the product?
Please list end users and/or industries that use this product
Describe product/services competitive advantages, unique selling proposition, applications, and unique features that differen
Does the product require any special technical support or after-sales service?
Does the product have patent/trademark/copyright registration?
Discuss Intellectual Property:
List the Most Important End-Users or End-User Industries for This Product / Service:
What Type of Licensing or Registration Does the Product You Are Seeking Require in Your Country?
Provide overall economic value of the project or transaction
<b>How will the project be financed (if known)?</b>
Is the applicant or any of its partners seeking U.S. Government financing through EXIM Bank or the Development Finance Corp
a) If yes, please name the institution(s) and status of the application(s):
b) If no, please indicate whether the Applicant or any of its partners plan to seek or would like assistance in seeking such finan
Is the project financed by any of the following Multilateral Development Banks (MDBs): World Bank (W
Bank (AfDB), European Bank for Reconstruction and Development (EBRD), or the Asian Development
a) If yes, please specify the MDB:
Identify all foreign and domestic entities involved, including ownership and control and role of each entity in the project. Enti
What if any agreements/approvals have preciously occurred in connection with this project?
How will this project/transaction affect the environment?
Project: Name of Project, Location, Country
Please provide a description of the project or procurement the applicant is pursuing ("the project").
Please list the foreign government entity or entities responsible for awarding the project and other officials who may have inf
What is the current status of the project? (Please include applicant interactions with foreign government decision- makers to
Please provide the specific timeframe for when project actions will take place and when decisions will be made (if known). Int

Please indicate the best estimate or actual values (in U.S. Dollars only) contributed to the project by the Applicant and other companies:

- a) U.S.-Sourced Goods Provided by Applicant:
- b) U.S.-Sourced Services Provided by Applicant:
- c) U.S.-Sourced Goods Provided by Other Companies:
- d) U.S.-Sourced Services Provided by Other Companies:
- e) Total U.S.-Sourced Goods and Services: (a + b + c + d)
- f) Foreign-Sourced Goods Provided by Applicant:
- g) Foreign-Sourced Services Provided by Applicant:
- h) Foreign-Sourced Goods Provided by Other Companies:
- i) Foreign-Sourced Services Provided by Other Companies:
- j) Total Foreign-Sourced Goods and Services: (f + g + h + i)
- k) Total Project Value: (e + j)
- l) Percent U.S.-Sourced Goods and Services:  $\% (e \div k) \times 100$

**proposal: (If needed, list any additional companies in a separate attachment.)** Company: Location: Company: Location:

Please identify the competitors for the project: (If needed, list any additional competitors in a separate attachment.)

- a) U.S. Competitors: Company - Company - Company - Company - Company - Company -
- b) Foreign (non-U.S.) Competitors: Company - Nationality - Company - Nationality - Company - Nationality - Company -

**Is the U.S. Trade and Development Agency (USTDA) providing support for the project? (Yes/No)**

- a) If yes, please indicate whether USTDA project support is through feasibility studies, trade missions, or other assistance.**
- b) If no, please indicate whether the Applicant or any of its partners plan to seek or would seek USTDA project support.** (Yes/No)

Is the applicant or any of its partners receiving advocacy or other assistance from a foreign government for the project? (Yes/No)

- a) If yes, please list the foreign government(s), and partner(s), if applicable:

Figure 1. Race and Ethnicity Question with Minimum Categories, Multiple Detailed Checkboxes, and Wording for INTERNAL FEDERAL GOVERNMENT USE ONLY)

What is your race and/or ethnicity? *Select all that apply and enter additional details in the spaces below.*

• **American Indian or Alaska Native** – Enter, for example, Navajo Nation, Blackfeet Tribe of the Blackfoot Confederacy, Inupiat Traditional Government, Nome Eskimo Community, Aztec, Maya, etc.

• **Asian** – Provide details below:

• Chinese • Asian Indian • Filipino • Vietnamese • Korean • Japanese

Enter, for example, Pakistani, Hmong, Afghan, etc.

• **Black or African American** – Provide details below.

• African American • Jamaican • Haitian • Nigerian • Ethiopian • Somali

Enter, for example, Trinidadian and Tobagonian, Ghanaian, Congolese, etc.

• **Hispanic or Latino** – Provide details below.

• Mexican • Puerto Rican • Salvadoran • Cuban • Dominican • Guatemalan

Enter, for example, Colombian, Honduran, Spaniard, etc.

• **Middle Eastern or North African** – Provide details below.

• Lebanese • Iranian • Egyptian • Syrian • Iraqi • Israeli

Enter, for example, Moroccan, Yemeni, Kurdish, etc.

• **Native Hawaiian or Pacific Islander** – Provide details below.

• Native Hawaiian • Samoan • Chamorro • Tongan • Fijian • Marshallese

Enter, for example, Chuukese, Palauan, Tahitian, etc.

• **White** – Provide details below.

• English • German • Irish • Italian • Polish • Scottish

Enter, for example, French, Swedish, Norwegian, etc.

Figure 2. Race and Ethnicity Question with Minimum Categories Only and Examples (DO NOT DISTRIBUTE)  
 What is your race and/or ethnicity? Select all that apply.

- **American Indian or Alaska Native** – For example, Navajo Nation, Blackfeet Tribe of the Blackfeet Indian Traditional Government, Nome Eskimo Community, Aztec, Maya, etc.
- **Asian** – For example, Chinese, Asian Indian, Filipino, Vietnamese, Korean, Japanese, etc.
- **Black or African American** – For example, African American, Jamaican, Haitian, Nigerian, Ethiopian, etc.
- **Hispanic or Latino** – For example, Mexican, Puerto Rican, Salvadoran, Cuban, Dominican, Guatemalan, etc.
- **Middle Eastern or North African** – For example, Lebanese, Iranian, Egyptian, Syrian, Iraqi, Israeli, etc.
- **Native Hawaiian or Pacific Islander** – For example, Native Hawaiian, Samoan, Chamorro, Tongan, etc.
- **White** – For example, English, German, Irish, Italian, Polish, Scottish, etc.

Figure 3. Race and Ethnicity Question with Minimum Categories Only (DO NOT DISTRIBUTE - FOR INTERNAL USE ONLY)  
 What is your race and/or ethnicity?

Select all that apply.

- American Indian or Alaska Native
- Asian
- Black or African American
- Hispanic or Latino
- Middle Eastern or North African
- Native Hawaiian or Pacific Islander
- White

Is your [organization] familiar with the international regulatory requirements that impact cross-border fees and tax such as Value Added Tax (VAT) or Digital Service Tax (DST) obligations? If so, what is your organization's approach to managing these requirements?

Has your [organization] taken General Data Protection Regulation (GDPR) into consideration?

Does your [organization] have an IT security program, and have you updated it in the last 6 months to reflect changes in the regulatory environment?

Does your [organization] have an established digital strategy that supports your ability to conduct online business?

Does your [organization] use online platforms overseas to promote the institution? If so, which platforms?

Does your [organization] website include a translation mechanism (i.e. Google translate)?

If your [organization] website is translated, have you assigned someone to reply to inquiries in that language?

Is your [organization] utilizing any 3rd party service providers to help manage your online presence in international markets?

Is your [organization] talking, thinking, or actively engaged in a cross-border digital strategy?

Is your [organization] aware of what your competition is doing online? If so, what have you learned about their digital strategy?

Does your [organization] have established Key Performance Indicators (KPIs) to track your website and digital strategy performance? If so, what are they? Please share with us to establish baseline performance benchmarks?

Is there any additional information you would like to provide about your website or digital strategy?

Please provide your top three competitor website URLs for benchmarking purposes.

- 1.
- 2.
- 3.

When was your website designed or last updated?

How is your website managed?: In-house web designer: creates content, updates site, search engine optimization, etc.

Do you track your website's analytics? If so, can you share them with us in order to establish a performance baseline?

Have you done website search engine optimization (SEO) to your online promotional content in advance of the campaign?

How would you change or improve the site? What enhancements would make it more useful?

[illegible]

[illegible]



[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

Categories need to be changed to: American Indian or Alaska Native, Asian, Black or African American, Hispanic or Latino, Middle Eastern or North African, Native Hawaiian or Pacific Islander, White

[illegible]



[illegible]


[illegible]

[illegible]

[illegible]



<b>Categories</b>
Advocacy Questionnaire
Advocacy Questionnaire: I. PROJECT
Advocacy Questionnaire: II. PARTNERS
Advocacy Questionnaire: III. COMPETITORS
Advocacy Questionnaire: IV. LICENSING & APPLICATIONS
Advocacy Questionnaire: V. FINANCING
Advocacy Questionnaire: VI. REQUESTED ASSISTANCE
Applicant Information
Contact Type
Data
Digital Readiness Assessment (Education-Questionnaire 2.0)
Digital Regulatory Compliance (e.g. GDPR/Privacy Shield)
Digital Sales Channels
Domestic Only
E-Awards
Events & Activities
Export Data
General Information
Information
Institution Online Information
International Only
Level of Digital Engagement:Internal Client Digital Capacity
Marketing Data
Marketing
Marketing Client Types
Minority Data
Organization Type
Other Information
Payment Information
Sales Frequency
Sponsoring Entity or Orgnization Information
Trade Leads Intake Form
Project Data
Product/Service Data

<b>Stage 2</b>
Client Type
Contact Type
E-Awards
Educational Institution Data
Events & Activities
Exhibitor/Show Data
Export Data
Import Data
Finance Data
General Information
Institution Online Information
Level of Digital Engagement:Internal Client Digital Capacity
Marketing Data
Minority Data
Organization Type
Product/Service Data
Project Data
Website Data



<b>Final</b>
Client Type
Contact Information
Contact Type
E-Awards
Educational Institution Data
Events & Activities
Export Data
Finance Data
Gender Data
General Information
Import Data
Marketing Data
Minority Data
Organization Information
Organization Type
Product/Service Data
Project Data
Race and Ethnicity Data
Website Data

Category	Sub-Category
Organization	General Information
Organization	Product/Service Data
Organization	General Information
Organization	General Information
Contact Questions	Contact Information
District Export Councils	District Export Council/Committee
District Export Councils	Contact Information
District Export Councils	Contact Information
District Export Councils	Contact Information
District Export Councils	Organizational Information
District Export Councils	Export Data
District Export Councils	Export Data
District Export Councils	Export Data
Events & Activities Questions	Organizational Information
Events & Activities Questions	Organizational Information
Events & Activities Questions	Organizational Information
Events & Activities Questions	Export Data
Events & Activities Questions	Export Data
Export Management Company	General Information

Export Management Company	General Information
Export Management Company	General Information
Export Management Company	Product/Service Data
Export Management Company	General Information
Export Management Company	General Information
Export Management Company	Export Data
Export Management Company	General Information
RAISE	Contact Information
RAISE	Marketing Data
RAISE	Marketing Data
RAISE	Product/Service Data
RAISE	Organizational Information
RAISE	Organizational Information
RAISE	Organizational Information
RAISE	Marketing Data
REC (Rural Export Center)	Organizational Information
REC (Rural Export Center)	Organizational Information
REC (Rural Export Center)	Organizational Information
REC (Rural Export Center)	Organizational Information
REC (Rural Export Center)	Organizational Information
REC (Rural Export Center)	Organizational Information
REC (Rural Export Center)	Organizational Information
WGR	Website Data
WGR	Organizational Information
WGR	General Information
WGR	General Information

WGR	Website Data
WGR	General Information
WGR	General Information
EMC	Organizational Information
EMC	Finance Data
EMC	Organizational Information
EMC	Organizational Information
EMC	Organizational Information
EMC	Export Data
EMC	Export Data
EMC	Organizational Information
EMC	Organizational Information
EMC	District Export Council/Committee
EMC	General Information
Education Global Team	Minority Data
Advocacy Questionnaire	Project Data
Advocacy Questionnaire	Project Data

Advocacy Questionnaire	Project Data
Advocacy Questionnaire	Project Data
Advocacy Questionnaire	General Information
Advocacy Questionnaire	General Information
Advocacy Questionnaire	Export Data
Advocacy Questionnaire	Project Data
Advocacy Questionnaire	Project Data
Advocacy Questionnaire	Project Data

Content
CAS # (Chemical Abstract Service Number) under the Organization Questions/Data
Product description ( e.g., physical characteristics, <b>CAS #</b> , function, application, principal or end use within the critical sector, etc.)
What is the relevant supply chain sector
What is the relevant supply chain subsector (if any)
Resume/Bio
Please Select Your District Export Council/Committees
Please enter your name as you would like us to use it: Prefix, First Name, Middle Initial or Name (if used), Last name, Suffix (if used)
In one brief sentence, please describe your work.
Please provide your work contact information. You may use a personal email address if preferred. Your Position, Company/Organization Name, Business Address, City, State, Zip Code, Email, Phone Number, Compay/Organization website
Please select your industry, Please select one or more...Aerospace, Agribusiness, Automotive, Building Products and Construction, Chemicals, Consumer Goods, Defense Products, E-Commerce, Education, Energy including Renewable, Environmental Industries, Financial Services, Franchising, Government (state or local government agency), Health and Medical, Information and Telecom, Logistics, Machinery, Manufacturing, Media and Entertainment, Metals, Professional Services, Technology, Textiles and Apparel, Travel and Tourism, Transportation
Please indicate any professional expertise that might be useful for counseling exporters. Please select one or more...Accounting/Taxes, Compliance/Export Controls, Documentation, Export Readiness Counseling, Free Trade Agreements, Identifying/Qualifying International Buyers, General Legal/Intellectual Property/Partnership Agreements, Logistics/Supply Chain, Marketing/Social Media/eCommerce, Market Research/Market Entry Strategies, Methoids of Payment/Finance/Insurance, Trade Policy, Standards/Product Registration/Certification
Please indicate any regional expertise that might be useful in counseling exporters. Please select one or more...North America (Canda and Mexico), Central & South America & Caribbean, Africa & The Middle East, Europe and Eurasia, China, Asia and Oceania
Please provide a brief statement with your qualifications to be a DEC Member. You may include: Awards received or professional honors, Trade issues you are interested in, Other community work. You may include information regarding diversity or traditional under-representation in business, especially if you feel it would help connect with relevant business communities. Per the DEC Manual, you must disclose if you represent one or more foreign governments, including as Honorary Consuls, or are employed by an entity owned by or affiliated with a foreign government. This may disqualify you from appointment to a DEC. Determination of eligibility is made on an individual basis based on the individual's ability to carry out the duties of a DEC Member representing solely the interests of the U.S. exporting community without the influence of foreign government interests, as well as the potential of the foreign appointment to raise appearance issues.
Does your company file reports with the Securities and Exchange Commission?
Is this business a U.S. subsidiary of a foreign-owned company?
Number of U.S. employees
Total number of countries currently exporting to
Top three countries of export for the previous four years
Would your company like to continue to be listed in the EMC Directory? (Y/N)

What has been your experience regarding the EMC Directory?
Would you be willing to provide a public testimonial? (Y/N)
Do you take possession of the client's products? (Y/N)
Would you like to add additional industries to your listing?
Would you like to add additional specializations to your listing?
Would you like to add additional export regions to your listing?
Please provide any additional information:
Position
What are you hoping to accomplish with market research? (Find new markets, expand current markets, etc. Please add specific details when possible.)
Please list here any hyperlinks for marketing materials (e.g. links to online .pdf brochures, online videos, etc.). If you prefer, please email any materials to your local contact along with this form.
What are the unique advantages of your product or service? What is your value proposition to your customers?
What are the characteristics of your best customers?
Please provide links to 3 companies who exemplify your ideal client (even if they are US based companies)
Please provide links to top competitors
What market information will be most useful for you? What are factors that predict a good market for you?
Name of the Foreign Company
Website of the Foreign Company
Address of the Foreign Company
Contact Name(s) of the Foreign Company
Email of Contact of the Foreign Company
Phone of Contact of the Foreign Company
Would you like us to look for any specific concerns regarding the foreign company?
<p>From your website's analytics, please provide:</p> <p>Number of International site visitors last year:      this year:</p> <p>Number of International prospects (email addresses collected) last year:      this year:</p> <p>International sales revenue via website in the last year:      this year:</p> <p>How much does your company spend on digital marketing per year?</p> <p>Do you sell your product/service via your website, or do you utilize a third-party platform (e.g., Amazon, Ebay, Tmall, Flipcart, etc)? If you use a third party, what platform can your products be purchased from?</p> <p>Do you have distributors selling your product/service online?</p> <p>International Sales: last year:      this year:</p> <p>Site Session Time: last year:      this year:</p>
<p>Company Activity: (Please select all that apply)</p> <ul style="list-style-type: none"> <li>- Manufacturer</li> <li>- Distributor/Representative</li> <li>- Export Management Company</li> <li>- Service Company</li> <li>- Franchiser</li> <li>- Other (specify):</li> </ul>
Are you currently working with a U.S. Local Trade Office? (Y/N)
If yes, please provide the City and the name of the Trade Specialist:

How much money/time has your company spent on website improvements since receiving the WGR?
Would you be interesting in providing a testimonial to be published on Trade.gov? (Y/N)
Please provide any additional feedback on the WGR Service:
Number of Years in Business
Average Annual Revenue: Less than \$1 Million, \$1-3M, \$3M+
Industry or Industries Served: Agriculture, Alcohol, Apparel, Automotive, Aviation, Construction, Chemicals, Children's Products, Crafting, Diverse, Education, Electronics, Fertilizer, Finance, Food Service, Food/Beverage/Groceries, Health Care, HVAC, Industrial Products, Infrastructure, Lawn and Garden, Logistics, Manufacturing Equipment, Marine, Mining/Minerals, Oil and Gas, Personal Care, Pet/Animal Care, Power and Energy, Pharmaceutical, Rail, Technology, Transportation, Water/Wastewater, Weapons
If another industry, please explain:
As an EMC, what services do you provide to your clients?
Primary Export Regions/ Countries
Secondary Export Regions/ Countries
Current Clients or References (2 or 3):
Local Trade Specialist:
Are you a member of the District Export Council/Committee? (Y/N)
Additional Information:
<p>If Minority Serving Institution, please select the category or categories with which you most closely identify. Please check all that apply.</p> <p>Asian American and Native American Pacific Islander-Serving Institution (AANAPISI)</p> <p>Alaska Native and Native Hawaiian-Serving Institution (ANNH)</p> <p>Historically Black Colleges and Universities (HBCU)</p> <p>Hispanic-Serving Institution (HSI)</p> <p>Native American-Serving Nontribal Institution (NASNTI)</p> <p>Predominantly Black Institutions (PBI)</p> <p>Tribal Colleges and Universities (TCU)</p>
<p>What is the current status of the project? Please include interactions with the U.S. embassy/consulate in-country and foreign government decision-makers, and other project particulars such as requests from the foreign government for information, proposal, or quotation.</p>
<p>Please provide the specific timeframe of any project milestones. In addition to estimated final award date, please include interim milestones and associated dates (if known) such as tender release, bid submission, or downselection.</p> <p>Interim Milestone(s) and Associated Date(s):</p> <p>Estimated Final Award Date:</p>



Please identify which of the project goods and/or services will be U.S.-sourced and from which U.S. state or territory they will be exported:

a) U.S.-Sourced Goods and/or Services Provided by the Applicant: (list of Goods or Services and their U.S. State/Territory)

b) U.S.-Sourced Goods and/or Services Provided by Other Companies: (list of Goods or Services, Company, and U.S. State/Territory)

**TO BE REMOVED** c) From which U.S. state(s) would exports be made, should the applicant be awarded the project? (If needed, list any additional states in a separate attachment.) State:

State: State: State: State: State:

**TO BE REMOVED:** d) & e)

Please identify which of the project goods and/or services are foreign-sourced:

a) Foreign-Sourced Goods and/or Services Provided by Applicant: (list of Goods or Services, Company, Country)

b) Foreign-Sourced Goods and/or Services Provided by Other Companies: (list of Goods or Services, Company, Country)

Is the Applicant bidding as part of a partnership, consortium, joint venture, or other form of association with other companies? (Yes/No)

a) If yes, please list below (If needed, list any additional partners in a separate attachment.):

Partner 1: Company Name, Company Nationality, Role of Partner, Contact Name, Contact Title, Telephone, Email Address

Partner 2: Company Name, Company Nationality, Role of Partner, Contact Name, Contact Title, Telephone, Email Address

Partner 3: Company Name, Company Nationality, Role of Partner, Contact Name, Contact Title, Telephone, Email Address

Advocacy Type: a) Is this a request for (please check only one): Commercial (non-Defense) Advocacy?, Defense Advocacy?

b) If this is for Defense Advocacy, is this a (please check only one): Foreign Military Sale (FMS)?, Direct Commercial Sale (DCS)?, **Hybrid (FMS/DCS)**, To be Determined

Export Licensing: a) Are there items or technology to be exported in connection with the project that require U.S. Government marketing or export license? (Yes/No)

b) If yes, please list the license and /or application number(s) and status: **(required)**

License/Application Number(s): Status of Application **(s)**:

How will the project be financed **(if known)**?

Is the project financed by any of the following Multilateral Development Banks (MDBs): World Bank (WB), Inter-American Development Bank (IDB), African Development Bank (AfDB), European Bank for Reconstruction and Development (EBRD), or the Asian Development Bank (ADB)? (Yes/No/**Not Sure**)

a) If yes, please specify the MDB:

Is the U.S. Trade and Development Agency (USTDA) providing support for the project? (Yes/No/Not Sure)

a) If yes, please indicate whether USTDA project support is through feasibility studies, training grants, or other assistance **(if known)**:

b) If no, please indicate whether the Applicant or any of its partners plan to seek or would like assistance in seeking support from USTDA for the project: (Yes/No)

[illegible]

[illegible]

	Carlos Ortiz
	Carlos Ortiz
	Carlos Ortiz
	Carlos Ortiz
	Carlos Ortiz
	Carlos Ortiz
	Carlos Ortiz
	Carlos Ortiz
	Carlos Ortiz
	Carlos Ortiz
	Carlos Ortiz
	Carlos Ortiz
	Carlos Ortiz
	Jason Capehart
	Jason Capehart



Sponsor/Stakeholder	Business U
Alysha Taylor	I&A
Amy Freedman	OCFAO
Blanche Ziv	I&A
Brendan Millan	CX
Cairo Jennings	OGC
Carlos Ortiz	OSE
David Nufrio	GM
David Weil	GM
Eric Johnson	GM
Ericka Ukrow	CX
Ian Garner	GM
James Bledsoe	GM
Jason Capehart	GM
Jeffrey Odum	I&A
John Seo	GM
Karen Ballard	GM
KATHRYN KRISHNAN	E&C
Laura Barmby	GM
Lauren Gramp	CX
Nakuma Wani-Kenyi	OGC
Pinki Thakker	GM
Timothy Lord	GM
Stephanie Zable	OGC

Title
(Sr. Director)
(Deputy Director of OIE)
(GM Director OSE)
Advocacy
Mindi Hertzog is contact now?
(Director of Communications & Digital Strategy)

Notes
Confirmed no changes/additions necessary. 7/29

Please feel



| free to share this request to other offices that can contribute. Response by end of Aug

just. 60day ends Sept 8.

Instrument
<b>Applications for Designation of a Fair</b>
Application Form for Philippines Presidential Trade and Investment Mission
<b>Business Service Provider (BSP) Form</b>
<b>Company Questionnaire</b>
<b>Featured U.S. Exporter (FUSE) Registration</b>
<b>Service Request Form_ICP</b>
<b>WGR Company Intake Questionnaire</b>
<b>Application for Certified Trade Mission (CTM)</b>
<b>U.S. Commercial Service Company Questionnaire for Tourism Industry</b>
<b>Educational Institutions Company Questionnaire</b>
<b>Franchisor Service Questionnaire_2020</b>
<b>Advocacy Questionnaire 2025</b>
<b>Service Request Form (SCP)</b>
<b>Service Request Form (SLP)</b>
<b>WGR Intake Form (Educational Institutions)</b>
WGR Gap Analysis Template (Educational Institutions)
E and E Star Award Application
New District Export Council Member Application
<b>2024 IA Annual Customer Feedback Survey (0275)</b>
EMC Directory Feedback Form

[illegible]



[illegible]

eMenu.