



Michigan Agriculture Exporter of the Year 2025 Information

The Michigan Department of Agriculture and Rural Development (MDARD) is proud to recognize Michigan's leading exporters in the category of food, agriculture, and forest products each year. MDARD does this by awarding a Michigan Ag Exporter of the Year award to a deserving Michigan company.

The goal of the Ag Exporter of the Year award is to recognize a Michigan food, agriculture, or forest products company that has worked diligently to increase company exports by entering new markets and cultivating existing ones, therefore creating new jobs and prospering Michigan's economy.

The winning company will receive recognition throughout 2025 and will have the opportunity to participate in interviews and seminars during the year to recognize the company and promote the importance of exports.

Who is eligible?

- Michigan forest products, agriculture, or food producers
- Manufacturers or shippers of good reputation and standing in the business community
- Must be actively pursuing international markets and increasing export sales
- Past recipients are eligible to apply five years after their previous award if they have increased their exports or expanded into new markets.
- Products must be over 50 percent grown, processed, or manufactured in Michigan. Companies headquartered in other states with production facilities in Michigan are invited to apply on the basis of their Michigan-made exports.

Application Requirements

Please complete and sign the company profile form on the next page and send it along with the written response by email to: gaffneyh@michigan.gov.

The written response should include, in two pages or less, the following topics:

1. List and explain the products currently being exported.
2. List active export markets. Describe how the company identified these markets and executed its exporting plan in these markets.
3. Explain how the company dealt with the rules and regulations encountered in exporting.
4. Describe how the company has expanded its export sales and added new markets.
5. Explain any unique characteristics or approach to product branding the company uses to compete in the export market.
6. Describe any alliances the company has built to be successful in exporting (Please include any state, federal, and/or commodity organization programs utilized to expand exports).
7. Any other information that is important to the company's success not already explained.

Letters of recommendation are accepted but not required.

Application Deadline: 5:00 P.M., March 31st, 2025

Questions? Contact Holly Gaffney at 517-449-8482 or gaffneyh@michigan.gov





Michigan Agriculture Exporter of the Year 2025 Application

Include this form along with the written response and submit by 5:00 pm on March 31, 2025.

Company Information

Company name: _____ Tax ID #: _____

Contact name: _____ Title: _____

Full Address: _____

Phone Number: _____ E-mail: _____

Year company was established: _____ Year company first exported: _____

Products covered in this application are over 50 per cent grown, processed, or manufactured in Michigan: Yes No

Please provide percentage of ingredients grown in Michigan: _____

Please provide percentage of ingredients grown in the U.S.: _____

Company Export Activity:

Export Sales (dollars or % growth): 2022: _____ or _____

2023: _____ or _____

2024: _____ or _____

Exported Volume (unit of measure or % growth): 2022: _____ or _____

2023: _____ or _____

2024: _____ or _____

What percentage of your company's annual sales is attributed to export sales? _____

Company Employment Information:

Did your export sales create new Michigan jobs in 2024? Yes No

If yes, how many new jobs created in Michigan? _____

Total number of employees located in Michigan: _____

How many people does your company employ because of your company's exports? _____

I attest to the truthfulness, accuracy and completeness of the information contained in this application.

Signature _____

Date _____

