



Pre-Qualification Worksheet  
 MARKET ACCESS PROGRAM (MAP) Branded  
 2009 Marketing Year

for the  
 After  
 Midwest  
 2009 Branded

You MA com or Food Export - Northeast in order to receive the application and 2009 Branded Program Manual.

**Only companies that are defined as “small” by the U.S. Small Business Administration (SBA) definition are eligible to participate in the MAP Branded Program.**

**Note: Agricultural cooperatives are considered eligible for MAP purposes.**

The applicant must identify the appropriate North American Industry Classification System (NAICS) code number associated with the company in order to determine company size status. Once the NAICS code is determined, the SBA definition is based on either the number of employees, or on annual gross revenues. **Important:** The applicant is evaluated for size based on the company itself, all its subsidiaries/affiliates, its parent company, and all of the parent company’s subsidiaries/affiliates combined. If another company owns 50% or more of the applicant company, then the parent and subsidiaries must be included in the total.

- 1) How did you hear about us? (choose one)
 

<input type="checkbox"/> Foreign Company	<input type="checkbox"/> State Agricultural Promotion Agency
<input type="checkbox"/> Media	<input type="checkbox"/> US Company
<input type="checkbox"/> Program Brochure	<input type="checkbox"/> USDA/FAS
<input type="checkbox"/> Program Newsletter	<input type="checkbox"/> Other: _____
  
- 2) Is your Company based in the United States?
 

<input type="checkbox"/> Yes	<input type="checkbox"/> No
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- 3) Please select your type of company: (choose one)
 

<input type="checkbox"/> Wholesaler/Broker
<input type="checkbox"/> Export Trade Representative
<input type="checkbox"/> Producer Cooperative
<input type="checkbox"/> Independent Grower
<input type="checkbox"/> Manufacturer/Processor
  
- 4) Select an NAICS code from the list on the attached page that most appropriately matches your company’s primary business. For more information on NAICS codes, <http://www.sba.gov/size/sizetable2002.html> \_\_\_\_\_
  
- 5) How many employees (full-time equivalent) does your company have (include the parent company and all of its subsidiaries combined)? \_\_\_\_\_
  
- 6) Average annual gross sales revenues over the last three year period (include the parent company and all of its subsidiaries combined): \_\_\_\_\_
  
- 7) Refer to the “Limit” in the right-hand column of the NAICS code list on the back of this page. Are your employees or sales numbers below the maximum allowed for your designated NAICS code?
 

<input type="checkbox"/> Yes	<input type="checkbox"/> No	<input type="checkbox"/> Company qualifies since it is an agricultural cooperative
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(If you answered No, **STOP NOW!** Your company is not eligible for MAP Branded Program funds.)
  
- 8) What year was your company founded? \_\_\_\_\_
  
- 9) Check all boxes below that are true for the applicant company:
 

<input type="checkbox"/> Company has total gross sales (domestic & export) in the previous calendar year exceeding \$100,000.
<input type="checkbox"/> Company has product in sufficient quantity to assure continued supply to foreign buyers.
<input type="checkbox"/> Company is willing and able to pay the required administrative fee upon marketing plan approval.
<input type="checkbox"/> Company is willing and able to pay for the proposed promotions in advance of claiming reimbursement.

- Company is promoting products which individually have 50% or more U.S. agricultural content by weight, exclusive of added water and packaging.
- Company is promoting branded products for which they would be the exclusive recipient of MAP Branded funds in the target country markets.
- Company is willing to provide detailed descriptions and documentation of promotional activities, expenses and export sales; and complete an end-of-year program evaluation form.
- Company has a corporate office, production facility or significant product originating from the Midwest region and is able to demonstrate a positive economic impact on the Midwest region as a result of this program.
- Company is not eligible for or is not receiving Branded Program funds through another FAS cooperator.

10) Do you have a Dun and Bradstreet Number?  Yes  No If yes, what is it? \_\_\_\_\_  
(We may verify company information by requesting a D&B Business Information Report. To check that information is up to date or to obtain your company's number you may contact Dun and Bradstreet at 1-800-234-3867, 1-800-333-0505 or [www.dnb.com](http://www.dnb.com).

11) Please briefly describe your product offerings: \_\_\_\_\_

12) Please provide us with the following contact information:

Company Name \_\_\_\_\_  
Contact Person \_\_\_\_\_  
Address \_\_\_\_\_  
City, State, Zip \_\_\_\_\_  
Telephone \_\_\_\_\_ Fax \_\_\_\_\_  
E-mail \_\_\_\_\_  
Website: \_\_\_\_\_

I hereby certify that the information on this worksheet is correct and that all the statements under #9 are true. I also certify that my company is defined as a "small business" by the SBA definition or is an Agricultural Cooperative.

Signature: \_\_\_\_\_ Date: \_\_\_\_\_

<b>NAICS Code</b>	<b>Sector 11 – Agriculture, Forestry, Fishing and Hunting</b>	<b>Limit **</b>
	<b>Subsector 111 - Crop Production</b>	<b>(\$ mil)</b>
111110-111998	Wheat, rice, corn, soybeans, oilseed & grain, sugarcane & sugar beets, cotton, hay, peanut, potatoes, field crops, vegetables & melons, berry crops, grapes, apples, vegetables, tree nuts, citrus fruits & non citrus, tree fruits, ornamental nursery products, food crops grown under cover, general farms	\$0.75
	<b>Subsector 112 - Animal Production</b>	<b>(\$ mil)</b>
112111-112990	Beef cattle, hogs, sheep & goats, horse, general livestock, dairy farms, poultry & eggs, turkeys & eggs, animal aquaculture, apiculture, animal specialties-N.E.C.	\$0.75
	<b>Subsector 114 - Fishing, Hunting, and Trapping</b>	<b>(\$ mil)</b>
114111-114210	Finfish, shellfish, miscellaneous marine products	\$3.5
	<b>Sector 31-33 - Manufacturing</b>	<b>(Number of employees)</b>
	<b>Subsector 311 - Food Manufacturing</b>	
311111	Dog and Cat Food	500
311119	Other Animal Food	500
311211	Flour Milling	500
311212	Rice Milling	500
311213	Malt	500
311221	Wet Corn Milling	750
311222	Soybean Processing	500
311223	Other Oilseed Processing	1000
311225	Fats and Oils	1000
311230	Breakfast Cereal	1000
31130	Confections	500
311340	Non-chocolate confections	500
311411	Frozen Fruit, Juice and vegetable	500
311412	Frozen Specialty	500
311421	Fruit and Vegetable, canned	500
311422	Specialty Canned	1000
311423	Dried and Dehydrated Food	500
311511	Fluid Milk	500
311512	Creamery Butter	500
311513	Cheese	500

311514	Dry, Condensed and Evaporated Dairy	500
	<b>Manufacturing, continued</b>	<b>Limit **</b>
	<b>Major Group 20 - Food &amp; Kindred Products</b>	<b>(employees)</b>
311520	Ice cream and Frozen Dessert	500
311612	Meat processing	500
311615	Poultry Processing	500
311711	Seafood Canning	500
311712	Fresh and Frozen Seafood Processing	500
311813	Frozen Cakes, Pies, and other pastries	500
311821	Cookies and Crackers	750
311822	Flour Mixes and Dough	500
311823	Dry pasta	500
311830	Tortilla	500
311911	Roasted Nuts and Peanut Butter	500
311919	Other Snack Foods	500
311920	Coffee and Tea	500
311930	Syrups and Concentrates	500
311941	Mayonnaise, dressing, and other prepared sauces	500
311942	Spice and Extracts	500
311991	Perishable, Prepared Foods	500
311999	Other Miscellaneous Food	500
	<b>Subsector 312 - Beverage</b>	<b>(employees)</b>
312111	Soft Drinks	500
312112	Bottled Water (Flavored)	500
312120	Breweries	500
312130	Wineries	500
312140	Distilleries	500
	<b>Subsector 316 - Leather Products</b>	<b>(employees)</b>
316110	Leather and Hide Tanning and Finishing	500

\*\* Maximum sales or employees allowed within "small" definition

For more details visit the SBA internet site at <http://www.sba.gov/size/indextableofsize.html> or email: [sizestandards@sba.gov](mailto:sizestandards@sba.gov).

If you do not fall into any of the above categories, or feel that you may qualify under different guidelines, contact Food Export - Midwest for more information.

<b>NAICS Code</b>	<b>Subsector 321 – Wood Product Manufacturing</b>	<b>(Number of employees)</b>
321113	Sawmills	500
321114	Wood Preservation	500
321213	Engineered Wood Member (except truss)	500
321213	Truss	500
321219	Reconstituted Wood Products	500
321911	Wood Windows and Doors	500
321912	Cut stock, re-sawing lumber and planning	500
321918	Other Millwork (including flooring)	500
321920	Wood Container and Pallet Manufacturing	500
	<i>Ineligible Products include: Logs, wood chips and fuel wood. Lumber, veneer, flooring, siding and molding. Panel products and engineered wood products, furniture and cabinetry.</i>	
<b>NAICS Code</b>	<b>Subsector 325 – Chemical Manufacturing</b>	<b>(Number of employees)</b>
325620	Toilet Preparation Manufacturing (i.e. cosmetics)	500
<b>NAICS Code</b>	<b>Subsector 337 – Furniture and Related Products</b>	<b>(Number of employees)</b>
337110	Wood Kitchen Cabinet and Countertop Manufacturing	500
337125	Household Furniture (except wood and Metal)	500
337212	Customer Architectural Woodwork and Millwork Manufacturing	500
337215	Showcase, Partition, Shelving and Locker Manufacturing	500
<b>NAICS Code</b>	<b>Subsector 422 – Wholesale Trade, Nondurable Goods</b>	<b>(Number of employees)</b>
422210	Drug and Druggists' Sundries Merchant Wholesalers (cosmetic wholesalers)	100
<b>NAICS Code</b>	<b>Subsector 424 – Merchant Wholesalers, Nondurable Goods</b>	<b>(Number of employees)</b>
424410	General Line Grocery Merchant Wholesalers	100
424420	Packaged Frozen Food Merchant Wholesalers	100
424430	Dairy Product (except Dried or Canned) Merchant Wholesalers	100
424440	Poultry and Poultry Product Merchant Wholesalers	100

424450	Confectionery Merchant Wholesalers	100
424470	Meat and Meat Products Merchant Wholesalers	100
424480	Fresh Fruit and Vegetable Merchant Wholesalers	100
424490	Other Grocery and Related Products Merchant Wholesalers	100
424510	Grain and Field Bean Merchant Wholesalers	100
<b>NAICS Code</b>	<b>Subsector 424 – Merchant Wholesalers, Nondurable Goods</b>	<b>(Number of employees)</b>
	<b>(Continued)</b>	
424520	Livestock Merchant Wholesalers	100
424810	Beer and Ale Merchant Wholesalers	100
424820	Wine and Distilled Alcoholic Beverage Merchant Wholesalers	100
424990	Other Misc. Nondurable Goods Merchant Wholesalers	100