

STEP

STATE TRADE EXPANSION PROGRAM

2016-2017



PROGRAM PARAMETERS

The U.S. Small Business Administration (SBA) and the Economic Development Partnership of North Carolina (EDPNC) are offering funds through the State Trade Expansion Program (STEP) Passport to Export Program to qualifying businesses.

Special consideration will be offered to companies that are woman-owned, veteran-owned, minority-owned, and rurally based, as well as companies that are in select sectors in the National Export Initiative including: Textiles, Life Sciences, and Clean/Green Technology.

Program Period: September 30, 2016 through September 29, 2017

Experienced exporters as well as companies with limited or no export experience are encouraged to apply.

This program seeks to increase the number of small businesses that begin to export and increase the value of exports for small businesses that currently export.

PROGRAM OFFERINGS

A qualifying company can receive up to \$5,500 total in reimbursement funds from the STEP Program and can take advantage of several other special export initiatives planned for the 2016-2017 Program Period.

Export Education & Other Initiatives:

- Several statewide export education seminars have been planned to assist companies navigating vital export regulations. Session topics include ITAR, NAFTA, Export Compliance, as well as International Document Training. In addition, funds have been secured to support eligible businesses interested in market expansion throughout the Latin American Market and European Union. More information about these opportunities can be found online or by contacting Liz Isley, STEP Director.

Reimbursement Program:

- **Up to \$3,500 in Travel Reimbursements** can be paid for 1 or 2 company employees to attend an approved trade show or trade mission.
- **Up to \$2,000 toward(s) U.S. Commercial Service Export Services or Marketing/Translation Services** can be reimbursed for the purpose of assisting a small business in entering new foreign markets.
- More information about these opportunities can be found online or by contacting Jen Vogelsberg, STEP Program Manager.

ELIGIBILITY

Companies must meet the following primary eligibility requirements to apply for N.C. Passport to Export STEP Program funding.

- Have 500 or fewer employees globally, or otherwise be in accordance with SBA guidelines
- Be registered to do business in the state of North Carolina
- Have been in business for no less than 1-year on the date of application
- Have at least 51% of their content made in the United States
- Have not been debarred and can conduct business with Federal government

Liz Isley

STEP Program Director
liz.isley@edpnc.com
919.447.7751

Jen Vogelsberg

STEP Program Manager
jen.vogelsberg@edpnc.com
919.447.7778

ITD STEP funded Trade Show Schedule*

EVENT	LOCATION	EVENT START	EVENT END
Waste and Recycling Expo Canada	Toronto, Ontario	11/9/2016	11/10/2016
METS	Amsterdam, The Netherlands	11/15/2016	11/17/2016
Export Compliance Seminar	Asheville, NC	11/29/2016	11/29/2016
SEMICON Japan	Tokyo, Japan	12/14/2016	12/16/2016
NAFTA Seminar	Charlotte, NC	1/12/2017	1/12/2017
Intersec	Dubai, UAE	1/22/2017	1/24/2017
ColombiaTex	Medellin, Colombia	1/24/2017	1/26/2017
ArabHealth	Dubai, UAE, Middle East	1/30/2017	2/2/2017
Miami Boat Show	Miami, FL	2/16/2017	2/20/2017
World Smart Energy Week	Tokyo, Japan	3/1/2017	3/3/2017
Interstoff Asia Textile	Hong Kong	3/19/2017	3/21/2017
Aircraft Interiors Expo	Hamburg, Germany	4/4/2017	4/6/2017
Waste Expo	Las Vegas, NV	5/8/2017	5/11/2017
ITAR Training Seminar	Fayetteville, NC	5/18/2017	5/18/2017
Sanctuary Boat Show	Gold Coast, Australia	5/25/2017	5/28/2017
Global Petroleum Show	Calgary, Alberta	6/13/2017	6/15/2017
MEDIX	Tokyo, Japan	6/21/2017	6/23/2017
International Document Training Seminar	Greenville, NC	8/29/2017	8/29/2017
Expo Hospital	Santiago, Chile	8/30/2017	9/1/2017
The Hotel Show	Dubai, UAE	9/18/2017	9/20/2017
MRO Asia Pacific	Singapore	9/27/2017	9/29/2017

*Companies seeking STEP assistance are not limited to this list of events.



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