



2019 NC STEP PROGRAM FOR EXPORTERS

SEPTEMBER 30, 2019 – SEPTEMBER 29, 2020

The Economic Development Partnership of North Carolina (EDPNC), in conjunction with the U.S. Small Business Administration (SBA), provides funding to qualifying small businesses to offset costs associated with exporting. STEP funds are used to assist companies with participating in foreign trade shows and trade missions, translating marketing materials and websites to attract foreign buyers; obtaining services to support foreign market entry; attending select export education courses throughout the state; and participating in the Southeastern Asia Initiative.

QUALIFYING COMPANIES CAN RECEIVE UP TO \$11,000 IN REIMBURSEMENT FUNDS THROUGH THE NC STEP PROGRAM

\$5,000

Booth: Qualifying companies can receive up to \$5,000 in reimbursement toward booth costs associated with exhibiting on their own at an international trade show.

Booth and Travel funds cannot be used on the same event

\$3,000

Travel: Qualifying companies can receive up to \$3,000 in reimbursement toward eligible flight and lodging costs for 1 or 2 company employees combined for travel associated with exhibiting at an international trade show or select trade missions. Companies can exhibit on their own at a show of their choosing, or with EDPNC (see show list on reverse side). Flights must adhere to the Fly America Act, and lodging is limited to the federal per diem rate.

\$3,000

Export Services: Qualifying companies can receive up to \$3,000 in reimbursement toward services which aid them in reaching foreign markets. Eligible services include website localization for foreign markets, the translation of marketing materials and websites, and services offered by the U.S. Commercial Service office such as Gold Key Service, Initial Market Checks, International Company Profiles, and International Partner Searches.

Eligible companies must: be organized or incorporated in the US; operate in the state of North Carolina; meet the SBA's size standards for a Small Business Concern (typically 500 employees or less); have been in business for no less than 1 year; be in good standing with the federal government (have not been debarred); be an export-ready US company seeking to export goods or services of US origin or have at least 51% US content; and have access to sufficient resources to bear the costs associated with trade.

CONTACT:

Contact Jen Vogelsberg, STEP Program Manager, for more information or to receive an application.

Jen Vogelsberg

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E: Jen.Vogelsberg@edpnc.com

O: 919.447.7778

M: 919.695.2032



Funded in part through a Grant with the U.S. Small Business Administration

EDPNC TRADE SHOWS 2019-2020

Companies can apply to the NC STEP Program to exhibit with EDPNC and receive up to \$3,000 toward flights and lodging at the following trade events:

EUROPEAN UTILITY WEEK	November 12-14, 2019 in Paris, France - Energy (Blake Jackman)
DUBAI AIR SHOW	November 17-21, 2019 in Dubai, UAE – Aero (Blake Jackman)
METS	November 19-21, 2019 in Amsterdam, The Netherlands – Marine (Glenn Jackman)
HEIMTEXTIL	January 7-10, 2020 in Frankfurt, Germany – Textiles (Glenn Jackman)
INTERSEC DUBAI	January 19-21, 2020 in Dubai, UAE – Security/Safety (Kuldip Wasson)
ARAB HEALTH	January 27-30, 2020 in Dubai, UAE – Healthcare (Michael Cole)
SINGAPORE AIRSHOW	February 11-16, 2020 in Singapore – Aero/Defense (Blake Jackman)
DUBAI INTERNATIONAL BOAT SHOW	March 10-14, 2020 in Dubai, UAE – Boating/Marine (Glenn Jackman)
DUBAI WOOD SHOW	March 16-18, 2020 in Dubai, UAE – Lumber/Machinery (Liz Isley)
INDEX '20	March 31 – April 3, 2020 in Geneva, Switzerland – Nonwovens (Glenn Jackman)
TRADE WINDS	April 20-27, 2020 in Hong Kong – Various
INTERZOO 2020	May 19-22, 2020 in Nuremberg, Germany – Pet Products (Michael Cole)
SANCTUARY COVE INTL. BOAT SHOW	May 21-24, 2020 in Gold Coast, Australia – Boating/Marine (Glenn Jackman)

EXPORT EDUCATION TRAINING SEMINARS 2019-2020

Companies can apply to the NC STEP Program for free attendance at the following seminars:

EXPORT CONTROLS	November 14, 2019, Jacksonville, NC – Various
INCOTERMS 2020	February 25, 2020, Conover, NC – Various
EXPORT COMPLIANCE	May 12, 2020, Asheville, NC – Various
HTS/SCHEDULE B CLASSIFICATIONS	August 4, 2020, Greensboro, NC – Various

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