



ECONOMIC
DEVELOPMENT
PARTNERSHIP of
NORTH CAROLINA



Funded in part through a Grant
with the US Small Business
Administration (SBA)



LET US INVEST IN YOUR EXPORTING AMBITIONS

The State Trade Expansion Program (STEP) is specifically designed to help small businesses in North Carolina fund costs associated with international trade. As a qualifying participant in STEP, you can be reimbursed for thousands of dollars of expenses that your business would normally have to pay out-of-pocket. Because it's grant money, you are under no obligation to repay any amount. In other words, the cost of doing business internationally becomes much less costly.

QUALIFYING EXPORTERS ARE ELIGIBLE FOR UP TO \$12,000 IN REIMBURSEMENTS FOR BUSINESS-BUILDING ACTIVITIES SUCH AS:

Up to
\$3,000

for eligible travel associated with
coexhibiting in an EDPNC booth at
a tradeshow

Up to
\$8,000

for booth costs for exhibiting at a qualifying trade show

for qualifying export services and marketing media which aid
in reaching foreign markets

for qualifying website translation and e-commerce fees

for qualifying EXIM credit insurance fees

for qualifying international marketing lead subscriptions

for qualifying US Commercial Service Export Services



This is a competitive grant for new and past STEP users. We look at a company's past results (completed evaluations and follow up surveys) using the grant and plans to succeed in the future. Once approved, there is a set amount put aside for exporter reimbursement (available only until September 29, 2026). Make sure you receive what the SBA and State of North Carolina want to give you. Remember, this is money given to you that you never have to give back! Confirm your eligibility today. Visit edpnc.com/STEP



Over the past 20+ years, our company has been committed to bridging the global gap in access to U.S. FDA-approved medicines. Today, we export to more than 60 countries, working with healthcare systems in underserved regions to provide critical, life-saving therapies. While we are proud of the impact we've made globally, the challenges of entering new markets as a small business are significant—from regulatory hurdles and logistics to marketing and international compliance. The STEP grant has been a vital resource in helping us overcome those barriers. It has enabled us to: Participate in international trade shows that connect us with trusted foreign buyers; translate and tailor regulatory and marketing materials for overseas markets; and expand our digital strategy to effectively reach customers across multiple territories, time zones, and languages.

Unlike large multinational corporations, small businesses like NDS operate with lean teams and limited resources. Programs like STEP level the playing field, allowing companies like ours to expand American influence abroad, create jobs here at home, and support U.S. economic competitiveness in strategic sectors like healthcare."

—Ethel Torres ,
National Drug Source



*The EDPNC has proved to be an invaluable resource as we set our sites for expanding our brand globally. **The STEP program in particular helped us** to network, analyse the market and launch a supporting European based business that serves as the hub for our EU- focused exports."*

—David Thomas, Director of Marketing,
Industry Nine Componentry and 2022 Governor's Export Award winner for Top Small Business Exporter

Contact

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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.