



## State Trade & Expansion Program (STEP) (801) 538-8778 2016-2017 Grants

More than 70-percent of the world's purchasing power is located outside of the United States making the export of Utah's high-quality, innovative goods and services very profitable for Utah businesses. On average, businesses that export experience faster sales, increased job creation, and higher employee wages over non-exporting businesses. Additionally, businesses that export are generally more stable and able to weather economic downturns more successfully due to their diverse portfolio of global markets.

Our 2016-2017 matching grants can help your business enter dynamic global markets that will make your business even more successful. Activities have been designed to assist small businesses at every stage of export development.

### Foreign Market Trade Events



Matching grants up to \$3,600 are available to qualifying small businesses. For foreign market sales trips, trade missions, and trade shows to take your business global. Recipients are required to make a 25% cash match up to \$1,200. Awards may reimburse qualifying travel expenses; participation in international trade training workshops; business-to-business meetings; and related services.

## Funds Available!

Utah Eligible Small Businesses may use funds for the following activities:

- International Trade Missions
- International Trade Shows
- Independent Sales Trips to Foreign Markets
- Export / International Business Education

### International Trade Shows



Small businesses with prior trade show experience (domestic or international) may take advantage of this opportunity to receive a matching grant up to \$8,000 requiring a 50% cash match. Funds may be used to exhibit at an international trade show where the business is establishing a new international market.





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## Utah Booth Exhibitor



The State of Utah will have Utah Booths at selected international trade shows. Opportunities are available for small businesses to exhibit their products in the Utah Booth at each trade show.



Governor Herbert with companies in the Utah booth at the Paris Air Show 2015

## Certificate of Global Business Management

Learn how to take your business global with the Certificate of Global Business Management course. Grants of \$500 are available to qualifying small businesses.



These funds may also be used towards registration costs at ITA Discover Global Markets.

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STEP Company Qualifications For All Funding Activities Include:

- Meet SBA size standards
- Is not barred from federal funds
- Has been in business for more than one year
- Is operating profitably in the U.S.
- Is headquartered in Utah
- Is a for-profit company
- Has 3 or more full-time employees
- Has a finished product /qualifying service with at least 51% U.S. content

For more information contact:

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