

Oregon's Export Advantage

Join the 5,000 Oregon companies exporting their goods outside the state. Oregon sells more than \$17.5 billion in goods globally, growing businesses and bringing new revenue to the state.

For more information on export programs and other business assistance available through Business Oregon:

www.oregon4biz.com
503-986-0123

Business Oregon is an agency of the state of Oregon.

Successful Oregon Exporter: Benchmade Knives



U.S. Small Business Administration



Your Small Business Resource

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

EXPORT ASSISTANCE: EXPORT PROMOTION PROGRAM

Oregon's Export Promotion Program has funds available to assist Oregon small businesses seeking to begin or grow international sales. Funded in part by the U.S. Small Business Administration, this popular program helped more than 75 Oregon small businesses attend trade shows and receive export training within the past year.

Who is Eligible?

Export Promotion Grants are awarded to eligible small businesses that meet the U.S. SBA's definition and can self-certify their eligibility. Small businesses are generally defined as those with 500 or fewer employees. Candidates must evaluate and certify their eligibility by printing and signing the following two SBA forms available at www.oregon4biz.com/Export/:

- Self-Representation as an Eligible Small Business Concern
- Debarment Certification Form

Other qualifying criteria:

- Candidates must fit reasonably within Business Oregon's five traded-sector Growth Industry categories or other categories identified for export promotion assistance.
- As least 75% of the company's total employees must be employed in Oregon.
- Goods or services to be exported must be Oregon manufactured, processed or value-added.
- Company representatives participating in Export Promotion Grant-funded activities must be full-time, U.S.-based employees.

What is the Maximum Dollar Value?

Export Promotion Grants reimburse up to 50 percent of a company's eligible expenses up to \$5,000. Eligible applicants may apply for two events from per fiscal year. Companies who have received a STEP grant should speak with their [Global Trade Specialist](#) to see if they are eligible for a second grant.



Successful Oregon Exporter: SAM Medical

What Activities are Supported?

Most export training and development activities are supported by the Export Promotion Program, though specific program activities must be developed in consultation with a [Global Trade Specialist](#).

Examples of supported activities include:

- Exhibition at an international trade show or participation in a trade mission. Eligible travel expenses include hotel, per diem and other expenses associated with travel to and from an international trade show, except for airfare. Airfare is not an eligible expense, though the U.S. SBA requires all air travel to be by U.S. carrier.
- Production and translation of Web sites and marketing materials for distribution at trade shows or on missions.
- Counseling, match-making, Gold Key or subscription to other services provided by the U.S. Commercial Service.
- Attendance at export seminars or training provided by the U.S. Commercial Service in U.S. locations.
- Additional research, lead generation, Web development or other counseling services provided by Oregon representatives in Europe, China and Korea.

When Can I Apply?

Applications are processed and awarded on a rolling basis until all funds are expended. Applications should be completed and submitted at least 2 months in advance of the start of any intended activity.

How Do I Apply?

1. **Download, print and sign** the following SBA forms (available at www.oregon4biz.com/Export/):
 - Self Representation as an Eligible Small Business Concern form
 - Debarment Certification form
2. **Email** electronic copies of the certification forms to: malcolm.strand@oregon.gov
3. **Mail original** signed hard copies of the forms to:
Malcolm Strand
Business Oregon
121 SW Salmon Street, Suite 205
Portland, OR 97204
4. **Obtain an Export Readiness score** by completing export.gov's online export questionnaire.
5. **Complete an [online Oregon Export Promotion Program application](#).**

A member of the Global Trade Team will follow up with you to help develop an Export Plan and estimate the value of a potential grant.

Eugene Recycling Equipment Manufacturer Reaches Global Markets

Bulk Handling Systems, located in Eugene, manufactures sophisticated processing systems for the solid waste and recycling industry. The company was able to introduce itself to new customers overseas thanks in part to the assistance of Business Oregon's Global Strategies Team.

In 2011, Business Oregon's global trade specialists assisted the company with a \$2,500 grant helping it defray some of the costs associated with appearing at a Moscow, Russia, industry trade show. As a result of that appearance, the company estimates it may garner as much as \$15 million in new sales to customers.

