

GLOBAL ACCESS PROGRAM (GAP) 11

Helping PA Companies Increase Export Sales



The Global Access Program (GAP) 11 helps small to mid-sized PA businesses increase export sales. Businesses can receive a maximum award of \$10,000 per award period, and up to two awards per award period. The funding reimburses businesses up to 75% of qualifying expenses for specific export promotion activities.

ELIGIBLE APPLICANTS

Businesses applying for GAP funding must meet all the following criteria:

- Be a Pennsylvania business licensed to manufacture, assemble, and/or distribute a product, or provide an exportable service
- Identify one or more qualifying, achievable export initiatives requiring financial support (see Eligible Activities)
- Are in good standing with the Pennsylvania Department of Revenue and the IRS
- Be a Small and Medium-Sized Enterprise (SME). The SBA defines an SME as a business that is:
 1. Organized or incorporated in the United States;
 2. Operating in the United States;
 3. Meets:
 - The applicable industry-based small business size standard established under section 3 of the Small Business Act; or
 - The alternate size standard applicable to the program under section 7(a) of the Small Business Act and the loan programs under title V of the Small Business Investment Act of 1958 (15 U.S.C. 695 et seq.);
 4. Has been in business for not less than 1 year, as of the date on which assistance using a grant under this subsection commences; and,
 5. Has access to sufficient resources to bear the costs associated with trade, including the costs of packing, shipping, freight forwarding, and customs brokers.
- Are an export-ready U.S. Company seeking to export goods or services of U.S. origin or have at least 51% U.S. content.

ELIGIBLE ACTIVITIES

GAP encourages businesses to be creative in their use of funds. Eligible activities include:

- **Compliance testing** – including CE, CEE, GDPR, UL Canada, ATEX Testing / Certification, Japan Haz/Loc Certification, IECex Testing / Certification, and ISO
- **Website internationalization** – including design & development of website, with an international focus; translation of website into foreign languages; maintenance and monitoring fees for search engine optimization (SEO)
- **E-Commerce** – including e-commerce platform fees, including hosting and/or maintenance fees; online market listing fees; setting up website to accept international payments
- **Digital & Marketing Media** – including design & translation of any digital advertising or marketing media, (including for audio/video and social media)
- **Federal service fees** – including subscription fees for U.S. Department of Commerce or other federal agency export-related services
- **Tradeshow registration fees** – in person or virtual
- **International Travel** – including participation fees for overseas trade missions, overseas tradeshow exhibition, and foreign market sales trips
- **Other** – Export Credit Insurance Policy fees & Intellectual Property protection

REPORTING

Businesses must provide OIBD with receipts for expenses to get reimbursement. They must also report any export sales resulting from GAP-funded activities to their REN partner.

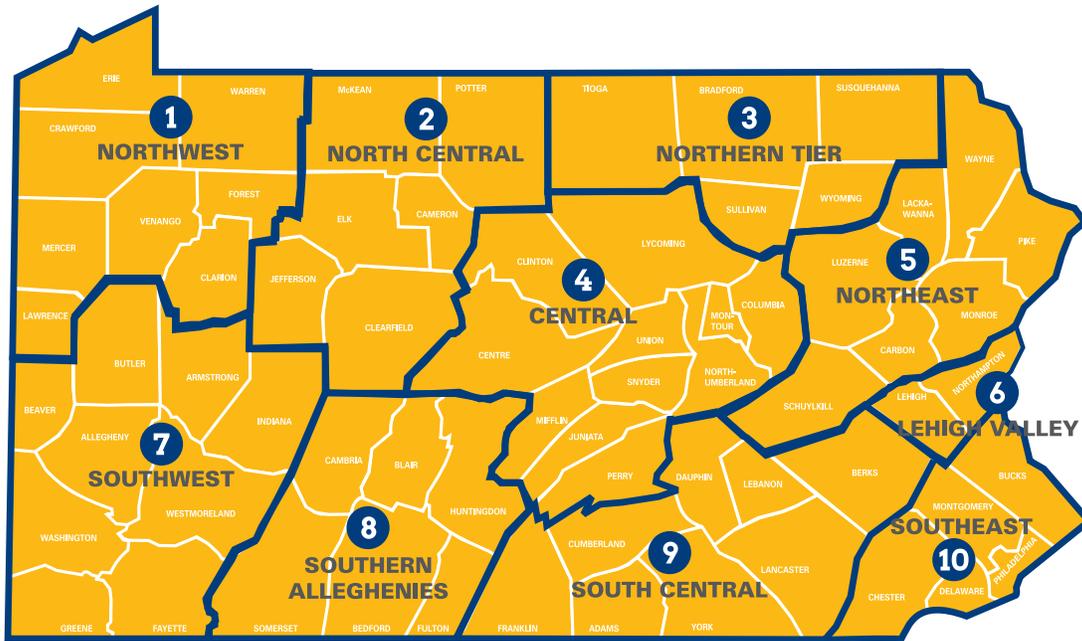
HOW TO APPLY

The PA Office of International Business Development (OIBD) administers GAP. Businesses interested in GAP must apply through their REN partner. Local REN contacts are available at dced.pa.gov/REN.

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REGIONAL EXPORT NETWORK PARTNERS



1. Northwest Pennsylvania Regional Planning & Development Commission

Dorte Heffernan, International Trade Manager
814.677.4800 x110 | dorte@northwestpa.org
Clarion, Crawford, Erie, Forest, Lawrence, Mercer, Venango & Warren Counties

2. North Central Pennsylvania Regional Planning & Development Commission

Christine Perneski, Director, Enterprise Development
814.773.3162 ext. 3051 | nceexport@ncentral.com
Cameron, Clearfield, Elk, Jefferson, McKean & Potter Counties

3. Northern Tier Regional Planning & Development Commission

Cynthia Traore, International Trade Program Manager
570.265.1534 | traore@northerntier.org
Bradford, Sullivan, Susquehanna, Tioga & Wyoming Counties

4. SEDA – Council of Governments

Noelle Long, Director, Export Development Program
570.524.4491 x7330 | nlong@seda-cog.org
Centre, Clinton, Columbia, Juniata, Lycoming, Mifflin, Montour, Northumberland, Perry, Snyder & Union Counties

5. Northeastern Pennsylvania Alliance

Debbie Langan, Senior Int'l Business Development Manager
570.655.5581 x233 | dlangan@nepa-alliance.org
Carbon, Lackawanna, Luzerne, Monroe, Pike, Schuylkill & Wayne Counties

6. Lehigh Export Network

Andrea Hampton, Business Coordinator
610.758.2938 | avh318@lehigh.edu
Lehigh & Northampton Counties

7. Southwestern Pennsylvania Commission

Rena Liu-Belshe, Manager, International Trade
412.391.5590 x320 | renabelshe@spcregion.org
Allegheny, Armstrong, Beaver, Butler, Fayette, Greene, Indiana, Washington & Westmoreland Counties

8. Southern Alleghenies Planning & Development Commission

Joyce Hoffman, International Trade Specialist
814.949.6527 | jhoffman@sapdc.org
Bedford, Blair, Cambria, Fulton, Huntingdon & Somerset Counties

9. World Trade Center Harrisburg

Tina Weyant, Executive Director
717.843.1090 x246 | tina@wtccentralpa.org
Adams, Berks, Cumberland, Dauphin, Franklin, Lancaster, Lebanon & York Counties

10. World Trade Center of Greater Philadelphia

Ron Drozd, Director, Export Programs & Services
215.586.4248 | rdrozd@wtcphila.org
Chester & Delaware Counties

Dale Foote, International Trade Specialist
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Bucks, Montgomery & Philadelphia Counties