

# 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

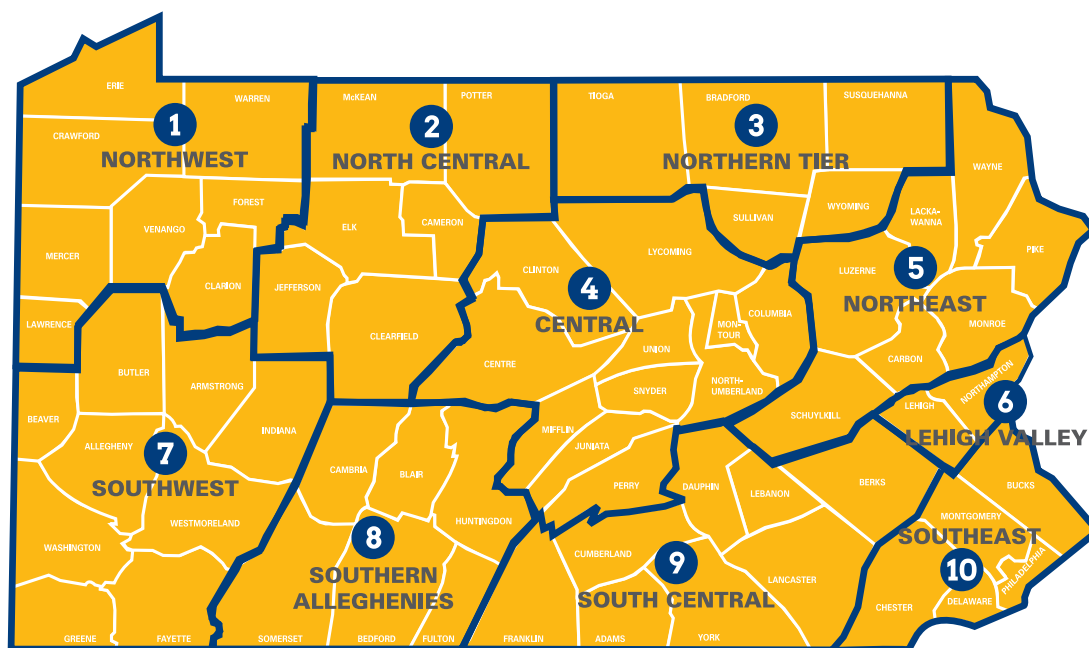
The PA Office of International Business Development (OIBD) administers GAP. Businesses interested in GAP must apply through their REN partner. Local REN contacts are available at [dced.pa.gov/REN](https://dced.pa.gov/REN).

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



U.S. Small Business  
Administration

## 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 | [ncexport@ncentral.com](mailto:ncexport@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](mailto: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](mailto: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](mailto: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](mailto:rdrozd@wtcphila.org)  
*Chester & Delaware Counties*

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