



Office of International Business Development

Global Access Program (GAP)

The Pennsylvania Global Access Program (GAP) enhances the capability of small to mid-sized Pennsylvania companies to increase export sales. GAP is administered by the Pennsylvania Office of International Business Development (OIBD) and provides up to \$3,500 per year to eligible Pennsylvania companies to reimburse for 100% of qualifying expenses associated with specific export promotion activities. This program is funded in part through a cooperative agreement with the U.S. Small Business Administration.

Qualification

Assistance is limited to Pennsylvania companies that meet the following criteria:

- ▶ Operate a licensed business in Pennsylvania 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 Activities)
- ▶ Agree to provide their Regional Export Network Partner (REN) with export sales resulting from the GAP-funded initiative and provide these results as soon as they become available
- ▶ Provide OIBD with receipts for all qualifying expenditures associated with the activity, as noted in the "Application Filing Procedures" below
- ▶ Are in good standing with the Pennsylvania Department of Revenue and the IRS
- ▶ Meet the U.S. Small Business Administration's (SBA) definition of a Small and Medium-Sized Enterprise (SME). SBA defines an SME as an entity that:
 1. Complies with SBA's size standards as defined in 13 C.F.R. Part 121 (www.sba.gov/content/part-121-small-business-size-regulations-1)
 2. Has been in business for at least one (1) year
 3. Is operating profitably, based on its operations in the U.S.
 4. Has demonstrated understanding of costs associated with exporting and doing business with foreign purchasers, including the costs of freight forwarding, customs brokers, packing and shipping
 5. Has a strategic plan for exporting in effect

Activities

GAP provides flexibility and encourages the innovative use of funds to meet the specific international needs of the Pennsylvania company. Qualifying activities include:

- ▶ Overseas Trade Mission Participation
- ▶ Overseas Trade Show Participation
- ▶ Foreign Market Sales Trip
- ▶ Subscription to USDOC services

Application Filing Procedures

- ▶ All GAP applications must be obtained from and submitted through a Regional Export Network (REN) Partner at least three (3) weeks prior to the activity for which funding is sought
- ▶ No more than two (2) applications per company
- ▶ Applicants may receive no more than \$3,500 per fiscal year

For more information or to obtain an application, please contact the Regional Export Network (REN) Partner (www.newPA.com/REN) in your area.

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Pennsylvania Department of Community and Economic Development
Commonwealth Keystone Building | 400 North St., 4th FL | Harrisburg, PA 17120-0225

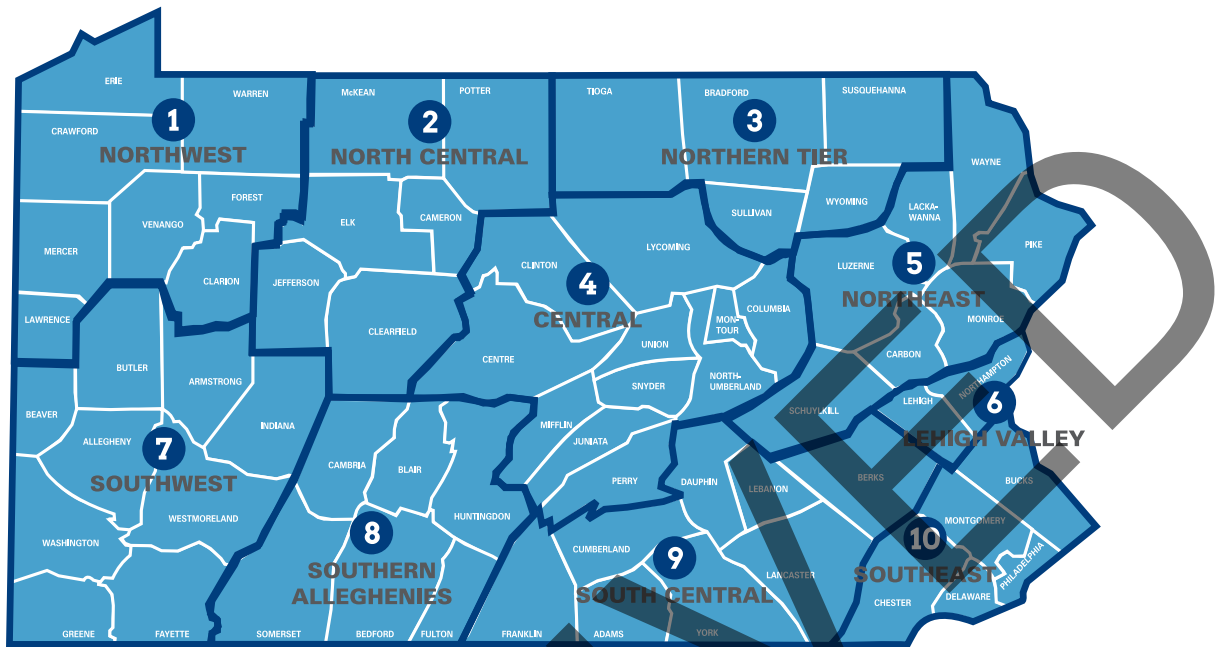
866.466.3972 | newPA.com/intl



Tom Wolf, Governor



Regional Export Network Partners



1. Northwest Pennsylvania Regional Planning & Development Commission

Dorte Heffernan, Manager, International Trade
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, Export Marketing Director
814.773.3162 ext. 3051 | nlexport@ncentral.com
Cameron, Clearfield, Elk, Jefferson, McKean & Potter Counties

3. Northern Tier Regional Planning & Development Commission

Cynthia Traore, Export Development Program Director
570.265.9103 x534 | traore@northerntier.org
Bradford, Sullivan, Susquehanna, Tioga, Wyoming Counties

4. SEDA – Council of Governments

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

5. Northeastern Pennsylvania Alliance

Michael Horvath, Director, International Development
570.655.5581 x247 | mhorvath@nepa-alliance.org
Carbon, Lackawanna, Luzerne, Monroe, Pike, Schuylkill & Wayne Counties

6. Lehigh Export Network

Cora Landis, International Trade Program Director
610.758.4350 | cll4@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

Tina Taylor, International Trade Program Manager
814.949.6517 | ttaylor@sapdc.org
Bedford, Blair, Cambria, Fulton, Huntingdon & Somerset Counties

9. World Trade Center of Central PA

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, Manager Export Services
215.586.4248 | rdroz@wtcphila.org
Bucks, Chester, Delaware, Montgomery & Philadelphia Counties

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