

PENNSYLVANIA JOINT VENTURE (JV) PARTNERSHIP PROGRAM

FORGING INTERNATIONAL PARTNERSHIPS



BENEFITS OF A JV PARTNERSHIP:

- ✓ **BUSINESS EXPANSION**
- ✓ **DEVELOPMENT OF NEW PRODUCTS**
- ✓ **ACCESS TO NEW MARKETS
AND DISTRIBUTION NETWORKS**

ABOUT THE JOINT VENTURE PROGRAM

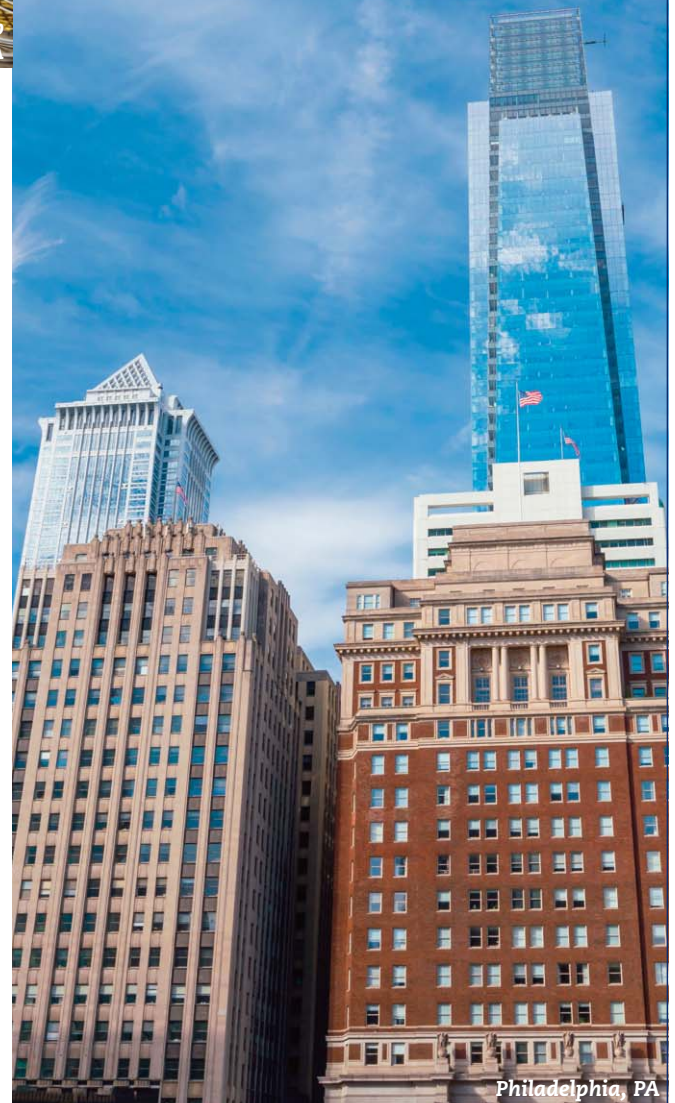
The Pennsylvania Office of International Business Development (OIBD) regularly receives business leads from its authorized international representatives from companies that are interested in joint ventures for investing in, trading with, or partnering with Pennsylvania-based businesses.

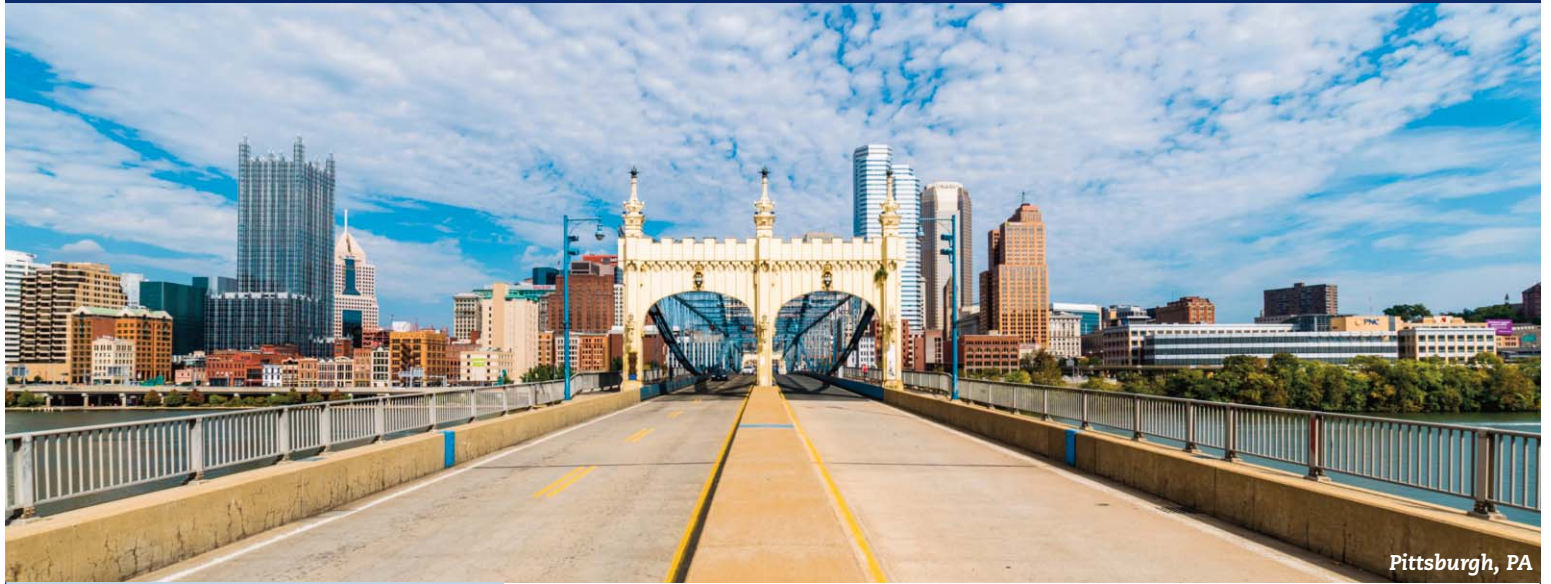
These Pennsylvania Joint Venture Partnership (JV) opportunities are available to businesses of any size or for a company looking to expand, open a new enterprise or division, returning from offshore or relocating to Pennsylvania from another state. The available opportunities are shared via an email distribution list every five weeks, with new companies being added each time. On average, OIBD has 10-15 available partnership opportunities monthly.

FOREIGN-OWNED BUSINESSES IN PENNSYLVANIA

Not only is Pennsylvania home to more than 6,400 foreign-owned businesses employing more than 275,000 people, it is also one of the nation's fastest growing exporters.

Our advanced infrastructure, educated and reliable workforce, wide-ranging initiatives and critical mass of academic and research institutions make Pennsylvania an ideal business location on multiple levels. With the largest network of overseas offices of any state in the U.S., Pennsylvania's Office of International Business Development (OIBD) is committed to supporting Pennsylvania companies by working with them to increase their export sales and encouraging foreign companies to invest in Pennsylvania.





Pittsburgh, PA

CONTACT

For information about the program, available opportunities, and/or to be added to the email list, please contact:

Cindy Hostetler

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Business Development
Commonwealth Keystone Building
400 North Street, 4th Floor
Harrisburg, PA 17120-0225

HOW TO GET STARTED

For potential JV leads, please use the following process before submitting inquiries to OIBD for consideration:

1. Contact your local company to confirm they are interested in initiating the conversation.
2. Once confirmed, provide Cindy Hostetler at OIBD with the proper company/contact information.
3. OIBD will then confirm with the international client that they are interested in initiating the conversation and will schedule the introductory conference call, including the local Economic Development Partner (EDP) when possible.
4. OIBD will make every effort to include the local EDP and/or referring contact in any and/or all forward movement with the potential prospect(s).

All information received should be sent to Cindy Hostetler for consideration and will remain confidential. Please submit any potential partner information as follows:

- Company Name, Address
- Phone, Fax, Email
- Website URL
- Principal Contact Name, Title
- Principal Contact Office Phone, Cell Phone, Email
- Project ID: JV####



03/23/2017