

# **PENNSYLVANIA JOINT VENTURE (JV) PARTNERSHIP PROGRAM**

## **FORGING INTERNATIONAL PARTNERSHIPS**



### **ABOUT THE JOINT VENTURE PROGRAM**

The Joint Venture Partnership (JV) Program is a service offered by the Pennsylvania Office of International Business Development (OIBD). OIBD is a part of the Department of Community and Economic Development, whose mission is to both help Pennsylvania companies sell their goods and services abroad, and to attract foreign direct investment to Pennsylvania.

The JV Program is a unique opportunity for international companies to expand into Pennsylvania by partnering with a Pennsylvania-based company. This partnership can take many forms, including contract manufacturing, joint product development, after-sales equipment service and maintenance agreements, or other mutually beneficial business arrangements.

### **FOREIGN-OWNED BUSINESSES IN PENNSYLVANIA**

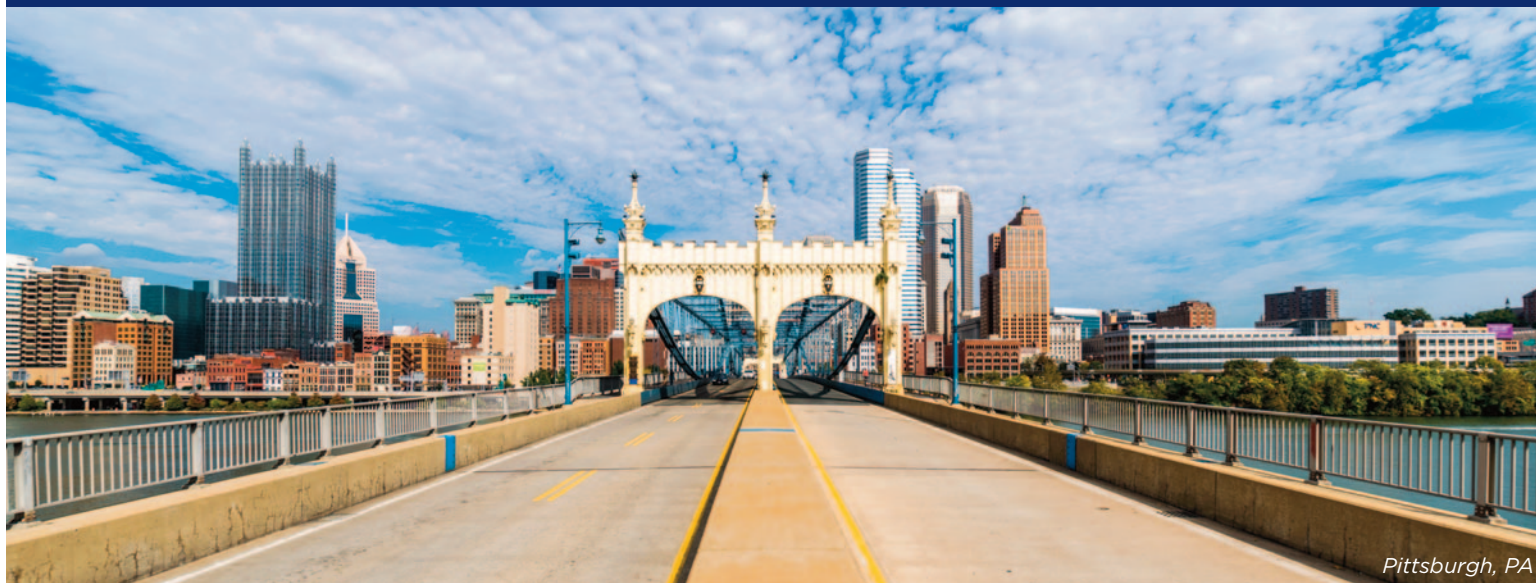
Pennsylvania has a long history of international connections. Pennsylvania is home to more than 5,100 foreign-owned businesses employing more than 321,000 people, and we are also one of the fastest growing exporting states in the US.

Our advanced infrastructure, educated and reliable workforce, wide-ranging initiatives and critical mass of academic and research institutions make Pennsylvania an ideal business location. 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.

### **BENEFITS OF A JV PARTNERSHIP:**

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





## 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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## HOW TO PARTICIPATE IN THE JV PROGRAM

### **International companies:**

The JV program is driven by international companies of any size who are looking for a Pennsylvania partner. An international company should reach out to [Pennsylvania's Authorized Investment Representative](#) in their home market to begin the conversation. If there is no representative in your country, please contact [Cindy Hostetler](#) at OIBD.

After that conversation, opportunities are anonymized and presented on the [JV program website](#). Currently, there are three categories of opportunities: manufacturing, food processing, and technology.

### **Pennsylvania companies:**

The JV program can only be successful if Pennsylvania companies find interesting opportunities through it. Pennsylvania companies, economic development organizations, and local governments are invited to [review the opportunities listed on the JV program website](#) to see if any might be of interest to their company, or a company in their community.

Once a Pennsylvania company has identified an opportunity that is of interest, the company should [email Cindy Hostetler](#) at OIBD with the JV reference number and some background on their company, its capabilities, and its interests in the JV opportunity. OIBD will then pass the background information to the international company. If the international company believes the Pennsylvania company would be a good match, OIBD will facilitate an introductory conversation.



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