

GLOBAL ACCESS PROGRAM (GAP)

OFFICE OF INTERNATIONAL BUSINESS DEVELOPMENT

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 \$5,000 per award period to eligible Pennsylvania companies to reimburse up to 75% of qualifying expenses associated with specific export promotion activities. This program is funded in part through a grant 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)
- 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. Is organized or incorporated in the United States;
 2. Is 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.

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 Exhibition
- Domestic Trade Show Exhibition. Additional information is required by SBA, which is available through the REN.
- Foreign Market Sales Trip
- Subscription to US Department of Commerce services
- Website Internationalization

APPLICATION FILING PROCEDURES

- All GAP applications must be obtained from and submitted through a Regional Export Network (REN) Partner at least 45 days prior to the activity for which funding is sought.
- A company may submit no more than two (2) applications per award period.
- Only one (1) activity per application.
- Applicants may receive no more than \$5,000 per award period.

All applications must include a recommendation from a REN partner and a signed letter of commitment.

REPORTING REQUIREMENTS

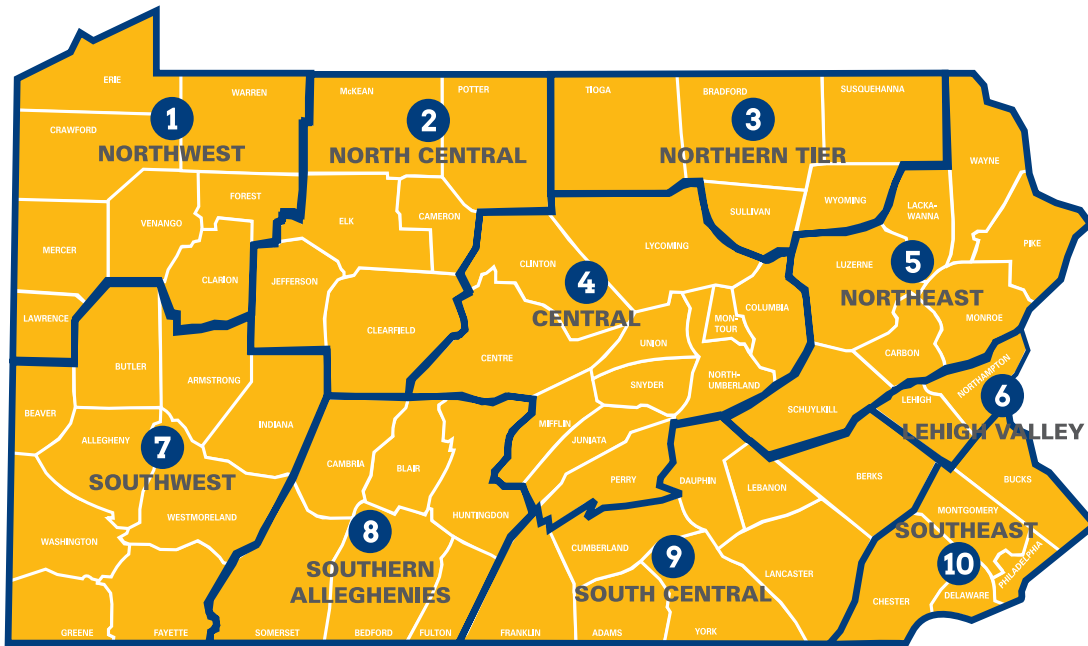
- Agree to provide their Regional Export Network Partner (REN) with export sales resulting from the GAP-funded initiative and provide these results as soon as they become available
- Provide OIBD with receipts for all qualifying expenditures associated with the activity, as noted in the "Application Filing Procedures"

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

Funded in part through a grant with the 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 | nceexport@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, Senior Int'l Business Development Manager
570.655.5581 x247 | mhorvath@nepa-alliance.org
Carbon, Lackawanna, Luzerne, Monroe, Pike, Schuylkill & Wayne Counties

6. Lehigh Export Network

Brett Smith, Assoc. Director
610.758.5878 | bds206@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 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

Joe D'Antonio, Director, International Trade Services
215.586.4248 | jdantonio@wtcphila.org
Chester & Delaware Counties

Dale Foote, International Trade Specialist
215.586.4231 | dfoote@wtcphila.org
Bucks, Montgomery & Philadelphia Counties