



## **Export Accelerator Grant Program** Wichita-South Central Region, Kansas

*Presented by* JPMORGAN CHASE & CO.

### **Program description:**

\$100,000 grant program

\$5,000 grant funds limit per company per request

**\*Companies can request funds more than once if funds are available and all other needs have been met.**

### **Time frame:**

One-time grant fund; available until funds depleted

January 2015-December 2019

### **Who is Eligible:**

New exporters, under-exporters and active exporters who manufacture, export from or reside in Wichita-South Central Kansas, defined in the Wichita-South Central Kansas regional export plan as: Butler, Cowley, Harper, Harvey, Kingman, Marion, McPherson, Reno, Sedgwick and Sumner. Services companies are also eligible.

Preference will be given to small and mid-sized enterprises (SMEs) with less than 500 employees and in the following targeted industries:

- **Food manufacturing**
- **Transportation equipment & parts**
- **Machinery**
- **Fabricated Metal**
- **Computers & electronics**
- **Medical Services**
- **Professional, scientific & technical services**
- **Support services for transportation equipment & mining**

### **What Grant Covers:**

Grant awards up to \$5,000 supporting the company's next steps to going global. Companies may include multiple services and activities in their applications.

***Awards can be used for services including, but not limited to:***

- **Research & consultation for global market expansion**
- **Trade Show/Trade Mission attendance**
- **Foreign Product Certification**
- **Export Finance including international credit reports**
- **Export sales development including Gold Key Service**
- **International Training & Education**
- **Translation services**
- **Export Plan Development**
- **Trade Compliance**



**Company Responsibility:**

- Company responsible for **57.5% of total budget for each export project applied for**
  - Example 1: Company applies to attend trade show in Brazil
 

**Total Cost:** \$60,000 includes show booth fee, booth shipping fee, marketing materials, and travel & logistics for 2 staff members

**57.5% required company contribution:** \$34,500

**Grant amount:** \$5,000
  - Example 2: Company applies to use USDOC’s Gold Key Service (GKS) in 2 countries
 

**Total Cost:** \$9,000 includes GKS fees for SME, and travel & logistics for 2 staff members

**57.5% required company contribution:** \$5,175

**Grant amount:** \$3,825
- Companies must submit progress reports noting the value of the program to their bottom line, including the value of export sales made possible through this grant.

**Background:**

The Wichita region was selected to participate in the Global Cities Initiative, a joint project of Brookings & JPMorgan Chase (GCI) in November 2013. Metros participating in the GCI develop export plans to enhance their economic ecosystems to improve global competitiveness.

To build the regional export plan, a full market assessment was performed, during which companies were asked about issues preventing them from exporting more. Key issues identified including access to finance, assistance with regulations and paperwork, help with identifying foreign buyers, assistance obtaining foreign certification, and trade education.

The need for foreign product certification, trade mission, trade show, trade, education, finding foreign customers, and other technical trade assistance identified through the market assessment provided the motivation to identify a funding mechanism to help companies export faster.

**Where Businesses Can Apply:**

Program information and applications are available at [www.kansasglobal.org](http://www.kansasglobal.org)  
Questions can be directed to John Schott – [schott@kansasglobal.org](mailto:schott@kansasglobal.org)

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