



OREGON'S EXPORT ADVANTAGE

Almost 5,000 Oregon companies export their products and services. Oregon sells more than \$17.5 billion in goods globally thanks in part to the state's export advantages:

Pacific Rim location makes Oregon an easy conduit for goods traveling to and from Asia.

Port of Portland offers easy, multi-modal international access, direct flights to Asia and Europe, and full marine and rail connections.

NEW ASSISTANCE FOR EXPORT TRAINING!

Oregon State Trade and Export Promotion

Participating in education and training, and getting expert advice, can help small businesses enter into new international markets or expand their visibility in existing markets.

Explore Opportunities and Expand into new markets

Business Oregon, through its State Trade and Export Program (STEP), and the Oregon Small Business Development Center Network have partnered to create a scholarship for new-to-export or export expansion small businesses for the International Trade Small Business Management (SBM) Program. Full scholarships are available to qualifying Oregon small businesses, an \$1800 value.

International Trade Small Business Management Program

The International Trade SBM Program at PCC's CLIMB Center is a 10-month program that includes 30 hours of classroom training and 20 hours of one-on-one confidential business advising.

Experienced trade professionals provide training and advice on

- Exporting
- Global Marketing
- Logistics, Compliance and Documentation
- Trade Finance
- Cross-Cultural Awareness

...and much more!

The next International Trade SBM program starts in February. Space is limited, so contact the Small Business Development Center today to get started: sbdc@pcc.edu.



U.S. Small Business Administration



Your Small Business Resource

The STEP program is funded in part through a grant award with the U. S. Small Business Administration.

www.oregon4biz.com

www.bizcenter.org



International Trade Small Business Management
graduate and exporter
Singing Dog Vanilla

Eligibility Requirements

To be eligible to participate in the program, **applicants must consult with the International Trade specialist at the Small Business Development Center to insure they meet the following criteria:**

- Comply with SBA size standards (available through the SBA at www.sba.gov/content/small-business-size-standards);
- Operate as a business for not less than the one-year period ending on the date on which assistance is provided under a STEP grant;
- Operate profitably, based on operations in the United States;
- Demonstrate understanding of the costs associated with exporting and doing business with foreign purchasers, including the costs of freight forwarding, customs brokers, packing and shipping;
- Have in effect a strategic plan for exporting; and
- Certify eligibility for Federal grants by attesting with a Debarment Certification

Additional qualifying requirements:

Overall funds are limited. To qualify for the scholarship program, eligible applicants must also:

- Demonstrate overall export success potential and strategy.
- Qualify for inclusion in Business Oregon’s five traded-sector key industry categories or other categories identified for export promotion assistance (see www.oregon4biz.com/Grow-Your-Business/Export-assistance/STEP-Program/).
- Employ at least 75% of total number of employees within Oregon.

Get Started

Register as a client of the Small Business Development Center at PCC’s CLIMB Center:

1. Go to www.bizcenter.org
2. On the Homepage in the left-side navigation area, click “Find Location”.
3. Choose the Portland location.
4. Click Online Request for Counseling (below the Facebook icon)
5. Follow the prompts to complete your online client registration, starting with your email address
6. Enter “STEP” in the “Briefly describe the specific assistance you are requesting” field.

For more information

Email the Small Business Development Center at sbdc@pcc.edu or scan the QR Code below to go to the Small Business Development Center’s website and get started.



The Small Business Development Center is funded in part by the U. S. Small Business Administration and Business Oregon.

