

Oregon STEP Program

(State Trade and Export Promotion)

Federal Grant Application

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Global Trade Can Drive Oregon Small Businesses

- More than 92,000 jobs in Oregon supported by international business
- Companies with international business pay their employees more
- More than 6,000 Oregon companies export
- 88% are small businesses
- Oregon exported \$21 billion last year, the most ever



METOLIUS 

Metolius Mountain Products

Deschutes County

Grant: \$5,000 STEP Year 2

Event: OutDoor 2013, Germany

Immediate Sales: \$2 million

1 Year Sales: \$1 million



RIVER HAWK BOATS

River Hawk Boats

Jackson County

Grant: \$5,000 STEP Year 2

Event: Vancouver International
Boat Show

Immediate Sales: \$250,000

Estimated Add'l Sales: \$1.5M



Power Hammer

Washington County

Grant: \$5,000 STEP Year 1

Event: Metal + Metallurgy 2012,

Beijing

Immediate Sales: \$120,000

6 month Sales: \$260,000

MODEL 215

POWER
HAMMER

STEP Grant Program

- **Grant reimburses up to \$5,000 at a rate of 50% of eligible expenses, including:**
 - Exhibition costs or trade mission fee
 - Per diem (on ground) expenses for one person
- **Also available for:**
 - Export training, distributor search services, market research, Website translation
- **Reimbursed after event and report completed and receipts submitted**
- <http://www.oregon4biz.com/Global-Connections/Export-Promotion/>

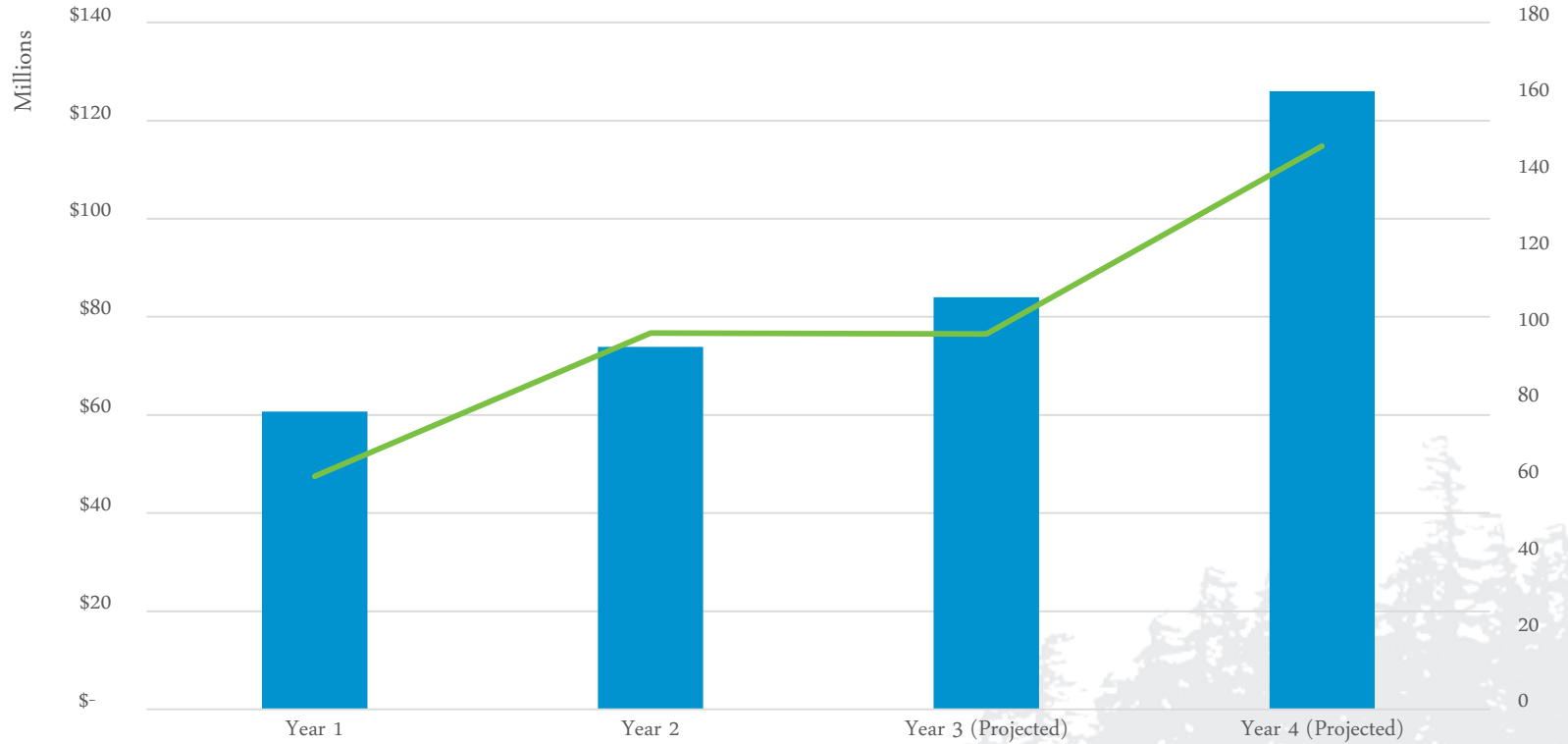
STEP Grant Process

- 1:1 counseling with our Global Trade team on export strategy
- Determine if additional export strategy development is needed, or ready to move forward with grant program
- Identify right foreign event opportunity, apply for grant

STEP Grant Eligibility

- **Small business:**
 - U.S. SBA requirement of under 500 employees
 - not a subsidiary of a large company
- **Oregon business:**
 - at least 75% of firm's total employees in Oregon
- **Activity must be international**
 - Outside the United States
 - U.S. events approved on an exceptional basis
- **Agree to report results**

Oregon's STEP Performance





Grant \$ Awarded: **\$257k**

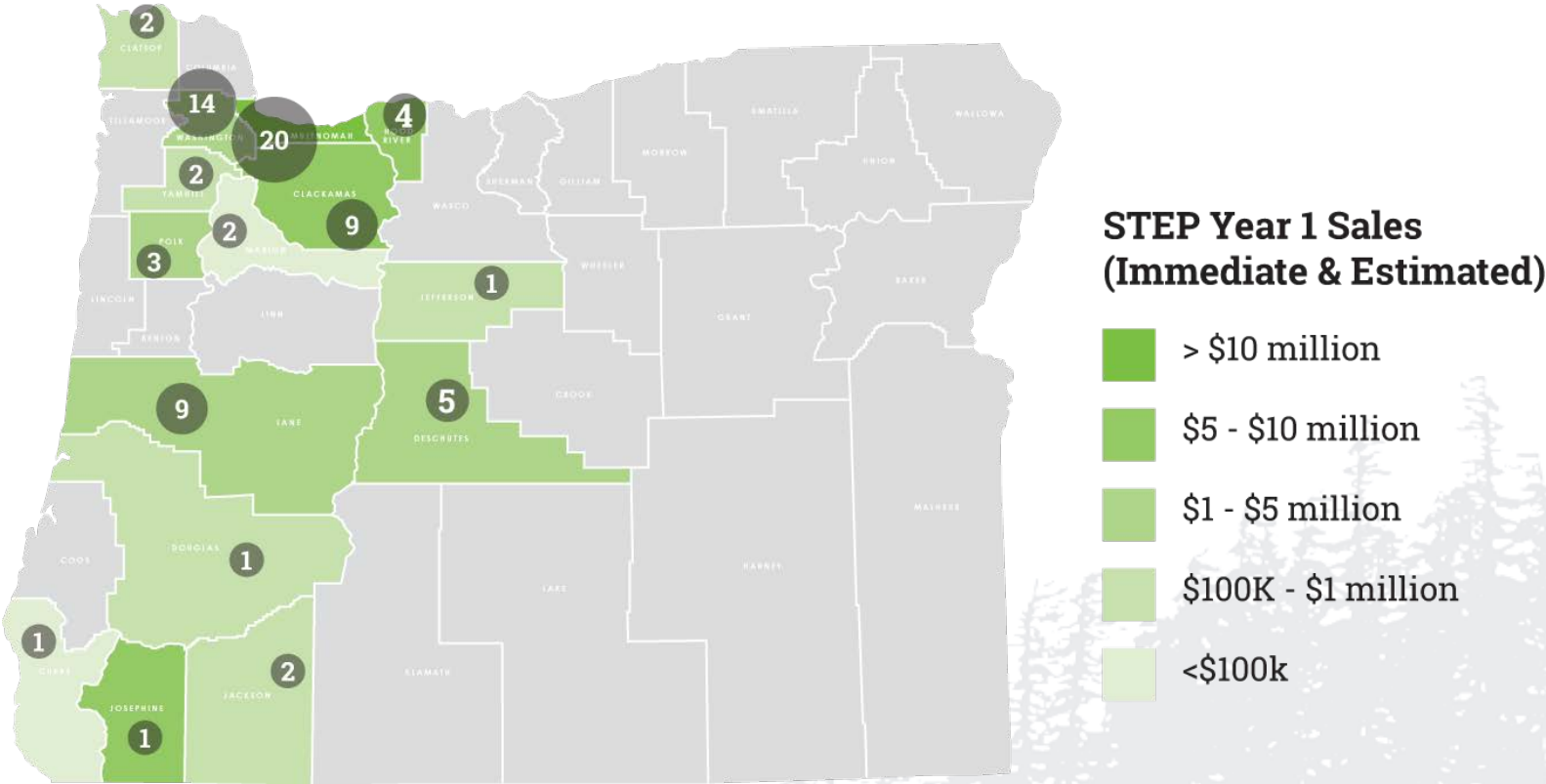
\$343k

\$400k

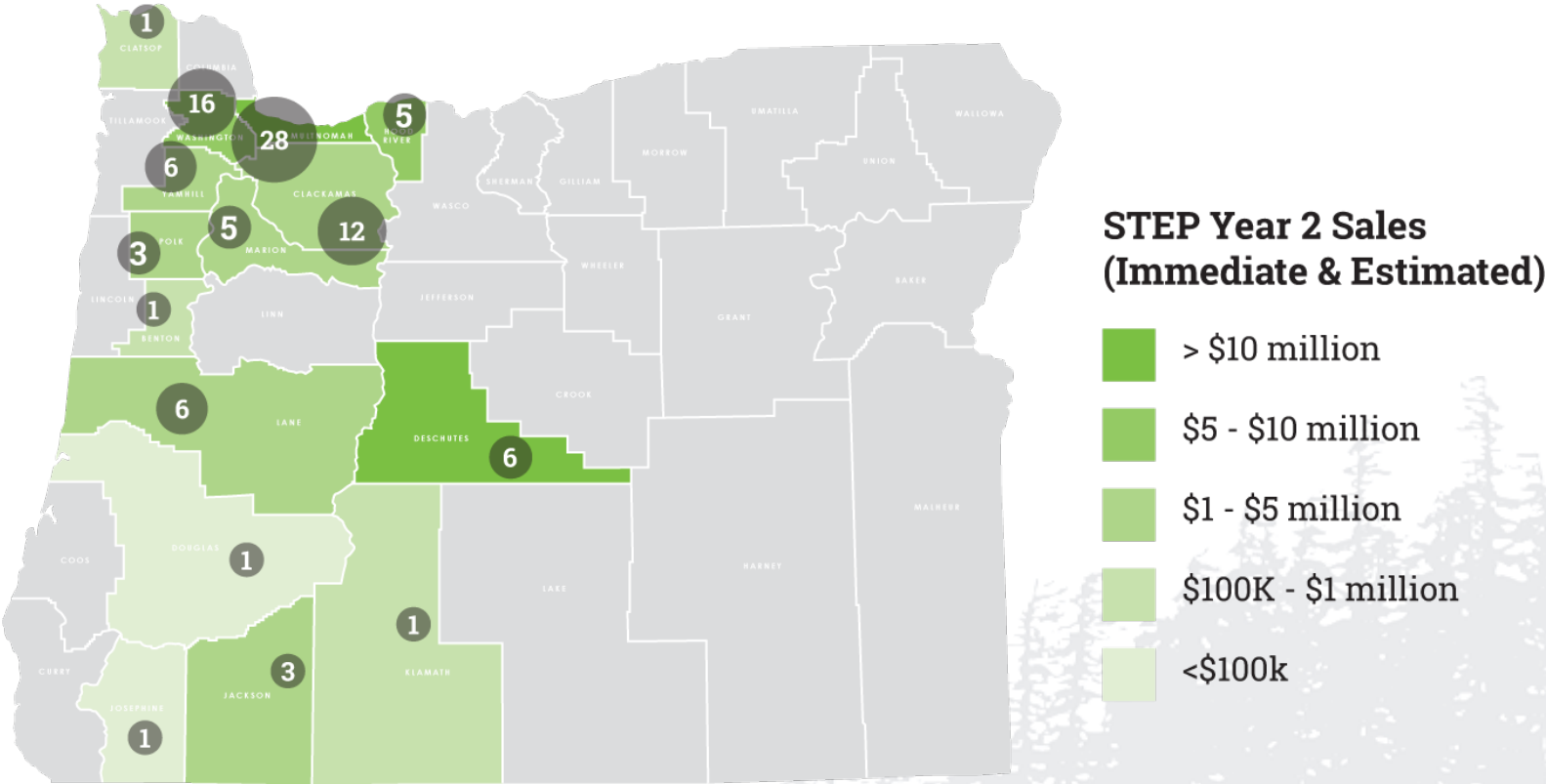
\$600k

 # of Grants  \$ Sales

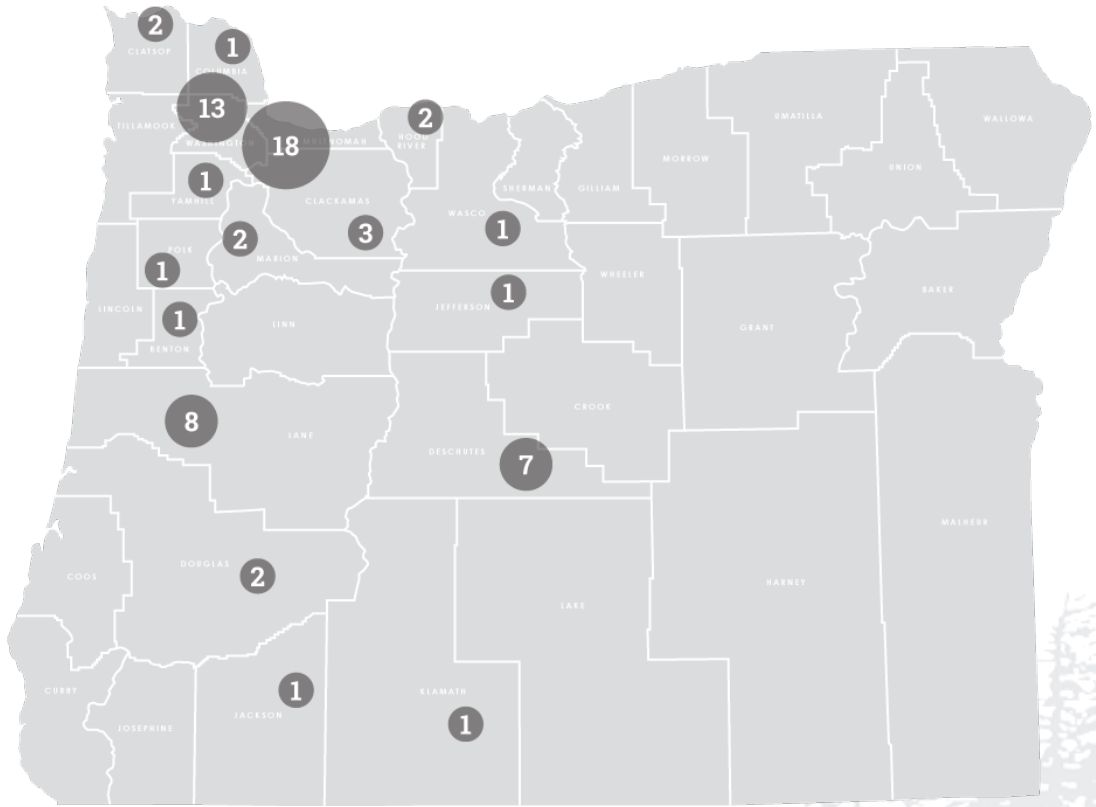
STEP Year 1 Participating Firms and Reported Export Sales



STEP Year 2 Participating Firms and Reported Export Sales



STEP Year 3 Participating Firms



Too early for **sales numbers** to come in for Year 3. Sales should be consistent with previous years based on # of companies and trade events.

Q & A

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