

Global Access Program (GAP)

> ready > set > succeed

Program Purpose

The Pennsylvania Global Access Program (GAP) is designed to enhance the capability of small to mid-sized Pennsylvania companies to increase export sales. GAP is a valuable tool available to qualifying companies seeking financial assistance and foreign market entry support. GAP will provide up to \$5,000.00 in 1:1 matching funds per year to qualifying Pennsylvania companies to offset a portion of the qualifying expenses associated with export promotion activities. This program is funded in part through a grant award from the U.S. Small Business Administration.

Qualification

Assistance is limited to Pennsylvania companies that satisfy the following criteria:

- > Operate a licensed business in Pennsylvania to manufacture, assemble and/or distribute a product, or provide an exportable service;
- > Be in good standing with the Pennsylvania Department of Revenue and the IRS;
- > Identify one or more qualifying, achievable export initiatives requiring financial support (see Activities);
- > 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;
- > Commit company funds to match the GAP award amount on a 1:1 basis and provide DCED with receipts for all qualifying expenditures associated with the activity, as noted in the "Filing Procedures" below.
- > Meet the U.S. Small Business Administration's (SBA) definition of Small and Medium-Sized Enterprise (SME). SBA Program defines this as an entity that:
 1. Complies with SBA size standards found at 13 C.F.R. Part 121;
 2. Has been in business for not less than the 1-year period ending on the date on which assistance is provided under a STEP grant;
 3. Is operating profitably, based on its operations in the US;
 4. Has demonstrated understanding of the costs associated with exporting and doing business with foreign purchasers, including the costs of freight forwarding, customs brokers, packing & shipping; and,
 5. Has in effect a strategic plan for exporting.



Activities

GAP is designed to provide flexibility and encourage innovative use of funds to meet the specific international needs of the Pennsylvania company. Qualifying activities include:

- > Overseas Trade Mission Participation
- > Overseas Trade Show Participation
- > Domestic Trade Show Participation (must have significant international focus)
- > Foreign Market Sales Trip
- > Subscription to USDOC services
- > Independent Consultant Assistance (CE MARK, CSA, ISO, REACH, CITRA, etc.)
- > Export Training Workshops
- > Product Certification (CE MARK, CSA, ISO, etc.)
- > International Marketing Media Design
- > Website Internationalization
- > Marketing Literature Translation Fees

Filing Procedures

- > All GAP applications must be obtained and submitted through a Regional Export Network (REN) Partner
- > No more than three (3) applications per company
- > Applicants may receive no more than \$5,000.00 per fiscal year. All funds must be matched on a 1:1 basis.

For more information or to obtain an application; please contact the Regional Export Network (REN) Partner in your area.

LEHIGH, NORTHAMPTON COUNTIES

Lehigh Export Network

Small Business Development Center
Lehigh University Stabler Complex
125 Goodman Drive
Bethlehem, PA 18015-3715
Cora Landis, LEXNET Coordinator
Tel: 610-758-4350 / Fax: 610-758-5205

**CARBON, LACKAWANNA, LUZERNE, MONROE, PIKE,
SCHUYLKILL, WAYNE COUNTIES**

Northeastern Pennsylvania Alliance

1151 Oak Street
Pittston, PA 18640
Michael Horvath, Director, International Development
Tel: 570-655-5581 x247 / Fax: 570-654-5137

**CAMERON, CLEARFIELD, ELK, JEFFERSON, MCKEAN,
POTTER COUNTIES**

**North-Central Pennsylvania Regional
Planning & Development Commission**

651 Montmorenci Avenue
Ridgway, PA 15853
Christine Perneski, Export Marketing Director
Tel: 814-773-3162 ext. 3051 / Fax: 814-772-7045

**BRADFORD, SULLIVAN, SUSQUEHANNA, TIOGA,
WYOMING COUNTIES**

**Northern Tier Regional Planning
& Development Commission**

312 Main Street
Towanda, PA 18848
Cynthia Krise, Export Development Program Director
Tel: 570-265-9103 / Fax: 570-265-7585

**CLARION, CRAWFORD, ERIE, FOREST, LAWRENCE,
MERCER, VENANGO, WARREN COUNTIES**

**Northwest Pennsylvania Regional
Planning & Development Commission**

395 Seneca Street
PO Box 1127
Oil City, PA 16301
Dorte Heffernan, Manager, International Trade
Tel: 814-677-4800 x110 / Fax: 814-677-7663

**CENTRE, CLINTON, COLUMBIA, JUNIATA, LYCOMING,
MIFFLIN, MONTOUR, NORTHUMBERLAND, PERRY,
SNYDER, UNION COUNTIES**

SEDA – Council of Governments

201 Furnace Road
Lewisburg, PA 17837
Noelle Long, Director
Tel: 570-524-4491 x330 / Fax: 570-524-9190

**BEDFORD, BLAIR, CAMBRIA, FULTON, HUNTINGDON,
SOMERSET COUNTIES**

Southern Alleghenies

Planning & Development Commission

3 Sheraton Drive
Altoona, PA 16601-9343
Tina Taylor, International Trade Program Manager
Tel: 814-949-6517 / Fax: 814-949-6516

**ALLEGHENY, ARMSTRONG, BEAVER, BUTLER, FAYETTE,
GREENE, INDIANA, WASHINGTON & WESTMORELAND
COUNTIES**

Southwestern Pennsylvania Commission

425 Sixth Ave., Suite 2500
Pittsburgh, PA 15219-1852
Rena Liu-Belshe Manager, International Trade
Tel 412-391-5590 x320

**ADAMS, BERKS, CUMBERLAND, DAUPHIN, FRANKLIN,
LANCASTER, LEBANON, YORK COUNTIES**

World Trade Center of Central PA

600 North Hartley Street, Suite 110
York, PA 17404
Tina Weyant, Executive Director
Tel: 717-843-1090 / Fax: 717-854-0087

**BUCKS, CHESTER, DELAWARE, MONTGOMERY,
PHILADELPHIA COUNTIES**

World Trade Center of Greater Philadelphia

Two Penn Center
1500 JFK Boulevard, Suite 305
Philadelphia, PA 19102-1733
Ron Drozd, Manager Export Services
Tel: 215-586-4240 x122 / Fax: 215-636-9026
Counties: Chester, Delaware & Montgomery
J. Dale Foote, International Trade Specialist
Tel: 215-586-4240 x117 / Fax: 215-636-9026
Counties: Bucks & Philadelphia

For more information, contact:

Department of Community and Economic Development
Office of International Business Development
Commonwealth Keystone Building
400 North Street, 4th Floor
Harrisburg, PA 17120-0225
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