

SOUTH CAROLINA EXPORT INCENTIVES PROGRAM

The South Carolina Department of Commerce has developed an Export Incentives Program to help small and medium-sized businesses enter new markets and/or increase their exporting activities. The program reimburses eligible South Carolina companies for specific export-related expenses. Companies may only apply once a year.

ELIGIBILITY REQUIREMENTS

- » Meet the U.S. SBA's definition of a small business. (https://www.sba.gov/sites/default/files/files/Size_Standards_Table.pdf).
- » In business for at least two years.
- » Currently operating at a profit.
- » Headquartered in S.C. or manufacturing in S.C. with at least 51 percent U.S. content and 25 percent S.C. content.
- » Currently have an export/market-ready product.
- » Demonstrate an understanding of the costs associated with exporting and doing business with foreign purchasers.
- » In good standing with S.C. Department of Revenue or the Internal Revenue Service and able to certify eligibility for federal grants.
- » Companies that receive funding must be willing to report export sales data.

APPLY NOW—

ELIGIBLE APPLICANTS MAY APPLY FROM OCTOBER 1 THROUGH SEPTEMBER 1

- » Activities covered include:
 - Select trade missions
 - International trade shows
 - U.S. Commercial Services' programs
 - Translation of website and marketing materials
- » The S.C. Department of Commerce will notify applicants, on a rolling basis, if they have been approved for funding and the reimbursement amount.
- » To learn more visit:
<http://scommerce.com/export-incentives>



U.S. Small Business
Administration



South Carolina
Department of Commerce

Just right for business.

FOR ADDITIONAL INFORMATION OR QUESTIONS, PLEASE CONTACT S.C. DEPARTMENT OF COMMERCE:

ANITA PATEL | TRADE PROGRAM MANAGER | APATEL@SCCOMMERCE.COM | WWW.SCCOMMERCE.COM
NORRIS THIGPEN | INTERNATIONAL TRADE MANAGER | NTHIGPEN@SCCOMMERCE.COM

Funded in part through a Grant with the U.S. Small Business Administration.

South Carolina Export Incentives Program Application Form 2019-2021

The South Carolina Department of Commerce (SCDOC) has developed an Export Incentives Program to assist small and medium sized businesses enter new markets and/or increase their exporting activities. The program reimburses eligible South Carolina companies for specific export-related expenses through the State Trade Expansion Program (STEP) or the South Carolina Opportunities for Promoting Exports (SCOPE) program. Companies may only apply once during the 2019-2021 period. Eligible applicants may apply from October 1, 2019 through September 1, 2021. All approved export related activity must be completed and submitted before September 29, 2021. Companies should not apply if receiving funding from other sources for the same event.

This application may be shared with the U.S. Commercial Service. Please attach any supporting materials (company marketing materials, statistics/research, copy of your export business plan, etc.) * **One application per company per grant year.** Eligible activities include: foreign trade shows, foreign trade missions, subscription services of the U.S. Commercial Service and export training. **Activities completed before application approval will not be funded.** Please be advised that not all applications will qualify or be approved for funding.

A. COMPANY & APPLICANT INFORMATION

Company Name:	(EIN #):		
Street Address:			
City:	Zip Code:		
County:	Web Site:		
Primary Contact:	Title:		
Contact Tel:	Contact E-mail:		
Alternate Contact:	Title:		
Alternate Contact E-mail:	Alternate Contact Tel:		
How did you hear about this program: <i>(Please select all that apply)</i>			
SCMEP	Local Economic Development	SCDOC	SBA SBDC USDOC
Other <i>(please specify)</i> : _____			
Company Activity: <i>(Please select all that apply)</i>			
Manufacturer	Service Company	Distributor/Representative	
Export Management Company	Other <i>(please specify)</i> : _____		
Please indicate if your business is considered a Minority Business Enterprise (MBE):		Veteran Owned Business?	Women Owned ≥50%?
Yes No		Yes No	Yes No
African American Hispanic American		Primary SIC/NAICS Code:	
Native American Asian Pacific American			
Subcontinent Asian American			
Year Established:		Corporate Headquarters in S.C.: <input type="checkbox"/> Yes <input type="checkbox"/> No	
Number of Employees (FTE) in S.C.:		Number of (FTE) Employees Globally:	
If your company is foreign owned, please indicate the parent company and country. Yes No			
Parent Company: _____		Country: _____	
Of total employees, how many are engaged in the exporting aspect of the business:			
Please indicate the range of your company's annual sales:			
Less than \$250,000	\$250,000 to \$500,000	\$500,000 to \$1 Million	\$1 to \$5 Million
\$5 to \$10 Million	\$10 to \$25 Million	Over \$25 Million	

Is this business an affiliate or subsidiary of another company? _____

If yes, state name of the parent company and headquarters location. _____

Brief Company Description: *(please feel free to attach additional information)*

Have you requested funding before? Yes No If yes, when was the last request?

Are you seeking or plan to seek funding from any other state or federal organization (such as SUSTA, ARC, STEP funding from another state) for the same activity? Yes No

If yes, please indicate below for what activity and how much funding you have or will request:

The US Small Business Administration (SBA) would like to give eligible small business concerns the opportunity to expand your knowledge and resources of other programs that are offered by the agency. Please check the appropriate box if you would like for your company's name and contact information to be shared with other SBA programs. Your choice to participate or not, will not change the status of your participation with STEP. SBA's aim is strictly to share information about other opportunities with you. Yes No

B. EXPORT INFORMATION

Approximate percentage of export sales: 0% 1-5% 5-10% 11-25% 26-50% >50%

What is your export experience? New to Export (0 to 2 markets) Experienced Exporter (>2 markets)

Please explain your export goals for 2018-2020: *(please feel free to attach additional information)* Companies must have an export plan in place in order to participate in S.C.'s export incentive program.

Do your employees have the skills/experience to support and implement the above export plan?	Yes	No
To what countries do you currently export?		
What countries do you feel are your top five export opportunities?		

C. PRODUCT/SERVICE INFORMATION

HS Code(s):
Does your product contain at least 51% U.S. content? Yes No
Does your product contain at least 25% S.C. content? Yes No
<i>Products must have a content consisting of 51% or more of U.S. and at least 25% S.C. produced or manufactured parts, labor and or value-added content or any combination thereof.</i>
Describe the product/service(s) you seek to export, including its competitive advantages and unique selling proposition. Include its applications and unique features that differentiate your product from that of the competition.
Who are your major competitors abroad?
Explain how your product is distributed and marketed in other countries (and in the U.S. if applicable)?
What type of licensing or registration does your product require in the U.S. (and in other countries if applicable)?

D. SELECTION OF TRADE ACTIVITY

As part of the Export Incentive program, qualified businesses may apply for **reimbursement for package 1 OR 2** below and then choose from the training and add-ons. All services/activities have set reimbursement amounts and may not cover the full cost. Travel will only be provided for one activity per grant year (mission, trade show or US Commercial Service program).

Package 1: Trade Missions/U.S. Commercial Service Programs (pick 1) *Reimbursement will include mission/service fee and a travel stipend for hotel and airfare when applicable.*

Australia and Taiwan, March 2020
 South Africa and Tanzania, September 2020
 Asia, April 2020
 Canada, July 2020; Spring 2021
 Mexico, August 2020
 U.S. Commercial Service Programs _____

Package 2: Trade Shows (pick 1) *Reimbursement will include booth space and a travel stipend for hotel and airfare.*

Marine Equipment Trade Show (METS), Netherlands, November 2019 - The South Carolina Department of Commerce will recruit 4 eligible small business to have an exhibition booth space at the world's largest trade exhibition of marine equipment, materials and systems.

MEDICA, Germany, November 2020 - The South Carolina Department of Commerce will recruit 4 eligible small business to have an exhibition booth space with Team South Carolina at the leading medical international trade show.

Farnborough Airshow, UK, July 2020 - The South Carolina Department of Commerce will recruit 4 eligible small business to have an exhibition booth space with Team South Carolina. Companies must be a manufacturer or service provider in the aerospace, aviation industry.

IBEX, United States, October 2020 - The South Carolina Department of Commerce will recruit 4 eligible small business to have an exhibition booth space at North America's leading technical boat-building showcase.

International Trade Show: Exhibit at an international trade show that best fit your industry. Trade shows must be a foreign trade show or an International Buyer Program (IBP) domestic show. A list of eligible IBP shows can be found here: <http://2016.export.gov/ibp/> Trade Show Name and Date: _____

Add-ons (pick up to 4)

Website localization and/or SEO work	Design or translation of marketing materials
Participation in S.C. District Export Council's general export seminars	International Compliance Testing on Existing Products (testing must be completed within the grant year)

E. BUDGET

Activity Category	Estimated Expenses	Description/Name of Activity (from list of approved activities)
Trade Mission Fees		
U.S. Commercial Service Programs		
Trade Show (booth space only)		
Travel (airfare and hotel) <i>Hotel reimbursement based on per diem rate and airfare on economy class flights.</i>		
In-country transportation (excludes airfare from the U.S.)		
Interpreter fees		
Marketing Materials <i>Design and/or translation</i>		
Website <i>Localization and/or SEO work</i>		
Shipping <i>Products/booth items for trade shows</i>		
Total Estimated Expenses		

F. TRADE ACTIVITY DETAILS

For applicants that will participate in events that include international travel and lodging please respond to the following.			
If international travel is involved, please name the travelers here*:			
Is any traveler an elected official?	Yes	No	
What date will you be leaving South Carolina?			
What is the city and country of the destination?			
What date will you depart the location of the trade events?			
Has your company undertaken this event or activity in the past?	Yes	No	If yes, when?
What type of business contacts are you seeking on this trip?			
Distributor	Agent/Sales Representative	Direct Sales	
Other _____			
*Name of Traveling Employees. Limit of 2 (Travel expenses only cover <u>employees</u> of the company. Distributors, consultants, etc. are not covered). Travel information must be submitted 30 days prior to the start of travel. All funds under this program are reimbursed to the company not individuals. Please note: if a company has an outstanding tax lien with the South Carolina Department of Revenue or the Internal Revenue Services, in lieu of reimbursement to the company, payments will be remitted to these entities on behalf of the company.			

G. CERTIFICATION OF FEDERAL FORMS & REPORTING

Applications are processed and awarded on a rolling basis until all funds are expended. **Applications should be completed and submitted at least 60 days in advance of the start of any intended activity.** Applications will be reviewed and approved by an evaluation committee to determine the export potential of the candidate. Awards will be based on funds available, the number of applications submitted, and the strength and completeness of the applications. Late or incomplete applications will be deemed ineligible. Applications will be disqualified if a company has received an award for the same previously funded activity or if receiving funding from other source for the same activity.

SCDOC will notify applicants as to whether they have been approved for funding, and the dollar amount for which they may be reimbursed. In order to receive reimbursement, successful applicants must: respond to this notification confirming that they accept the amount awarded; follow-up on other paperwork needed for reimbursement—SBA self-representation form, DUNS number, statewide vendor number, etc.; execute proposed event/activity; submit completed reimbursement form along with receipts and required post-event survey to the SCDOC.

An officer of the applying company must sign applications. In addition, he/she certifies by signing below that they meet all the requirements under the S.C. Export Incentive Program to submit an application and that all information provided in this document, as well as any accompanying documents is true and complete. Applicant agrees to complete reporting requirements including disclosure of export sales and leads generated. Applicant must submit an IRS W-9 “Request for Taxpayer ID and Certification” if awarded grant funds. All funds must be approved in advance and are distributed as reimbursements to the company.

Signature of Authorized Company Official	Date
_____	_____
Printed Name	Printed Title
_____	_____

Please Submit Application by Either Fax, Mail or Email to:
 Anita Patel | Trade Program Manager | apatel@SCcommerce.com
 Norris Thigpen | International Trade Manager | nthigpen@SCcommerce.com
 1201 Main St., Suite 1600, | Columbia SC 29201
 Fax: (803)737-0538 | Website: www.SCcommerce.com

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Official SCDOC Use Only

Funded Yes or No Grant Year: _____ Date: _____



U.S. Small Business
Administration

SELF-REPRESENTATION AS AN 'ELIGIBLE SMALL BUSINESS CONCERN

The undersigned seeks services from a State grant recipient under the Trade Facilitation and Trade Enforcement Act of 2015 (HR 644) which authorized the State Trade Expansion Program (STEP).

Section 503 of the Trade Facilitation and Trade Enforcement Act of 2015 defines the term 'eligible small business concern,' as a business concern that:

1. Is organized or incorporated in the United States;
2. Is operating in the United States,
3. Meets
 - a. The applicable industry-based small business size standard established under section 3 of the Small Business Act; or
 - b. 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.);

The U.S. Small Business Administration (SBA) size standards are found at 13 C.F.R. Part 121. Use the following [sba.gov](https://www.sba.gov/category/navigation-structure/contracting/contracting-officials//small-business-size-standards) link for information on size standards for your business

(<https://www.sba.gov/category/navigation-structure/contracting/contracting-officials//small-business-size-standards>)

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.

The undersigned certifies that this is an export ready U.S. company seeking to export goods or services of U.S. origin or have at least 51% U.S. content.

Submitting false information in order to obtain services from a STEP grant recipient is a violation of Federal law. If you submit false information the Government may seek criminal, civil, and/or administrative remedies against you, pursuant to 18 U.S.C. §§ 1001, 1040; and 31 U.S.C. §§ 3729-3733. The Government may elect to exclude you from further participation in certain Federal programs and contracts if you submit false information in connection with receiving services from a STEP grant recipient.

I hereby certify that the business I represent is seeking services from a STEP grant recipient and is an eligible small business concern,* pursuant to the above definition.

SIGNATURE

DATE

TITLE

COMPANY NAME

All SBA programs and services are extended to the public on a nondiscriminatory basis.



**Certification Regarding
Debarment, Suspension, Ineligibility and Voluntary Exclusion
Lower Tier Covered Transactions**

This certification is required by the regulations implementing Executive Order 12549, Debarment and Suspension, 13 CFR Part 145. The regulations were published as Part VII of the May 26, 1988 *Federal Register* (pages 19160-19211). Copies of the regulations may be obtained by contacting the person to which this proposal is submitted.

(BEFORE COMPLETING CERTIFICATION, READ INSTRUCTIONS ON REVERSE)

- (1) The prospective lower tier participant certifies, by submission of this proposal, that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation in this transaction by any Federal department or agency.

- (2) Where the prospective lower tier participant is unable to certify to any of the statements in this certification, such prospective participant shall attach an explanation to this proposal.

Business Name _____

Date _____

By _____
Name and Title of Authorized Representative

Signature of Authorized Representative

INSTRUCTIONS FOR CERTIFICATION

1. By signing and submitting this proposal, the prospective lower tier participant is providing the certification set out below.

2. The certification in this clause is a material representation of fact upon which reliance was placed when this transaction was entered into. If it is later determined that the prospective lower tier participant knowingly rendered an erroneous certification, in addition to other remedies available to the Federal Government, the department or agency with which this transaction originated may pursue available remedies, including suspension and/or debarment.

3. The prospective lower tier participant shall provide immediate written notice to the person to which this proposal is submitted if at any time the prospective lower tier participant learns that its certification was erroneous when submitted or has become erroneous by reason of changed circumstances.

4. The terms "covered transaction," "debarred," "suspended," "ineligible," "lower tier covered transaction," "participant," "person," "primary covered transaction," "principal," "proposal," and "voluntarily excluded," as used in this clause, have the meanings set out in the Definitions and Coverage sections of the rules implementing Executive Order 12549. You may contact the person to which this proposal is submitted for assistance in obtaining a copy of those regulations (13CFR Part 145).

5. The prospective lower tier participant agrees by submitting this proposal that, should the proposed covered transaction be entered into, it shall not knowingly enter into any lower tier covered transaction with a person who is debarred, suspended, declared ineligible, or voluntarily excluded from participation in this covered transaction, unless authorized by the department or agency with which this transaction originated.

6. The prospective lower tier participant further agrees by submitting this proposal that it will include the clause titled "Certification Regarding Debarment, Suspension, Ineligibility and Voluntary Exclusion--Lower Tier Covered Transactions," without modification, in all lower tier covered transactions and in all solicitations for lower tier covered transactions.

7. A participant in a covered transaction may rely upon a certification of a prospective participant in a lower tier covered transaction that it is not debarred, suspended, ineligible, or voluntarily excluded from the covered transaction, unless it knows that the certification is erroneous. A participant may decide the method and frequency by which it determines the eligibility of its principals. Each participant may, but is not required to, check the Nonprocurement List.

8. Nothing contained in the foregoing shall be construed to require establishment of a system of records in order to render in good faith the certification required by this clause. The knowledge and information of a participant is not required to exceed that which is normally possessed by a prudent person in the ordinary course of business dealings.

9. Except for transactions authorized under paragraph 5 of these instructions, if a participant in a covered transaction knowingly enters into a lower tier covered transaction with a person who is suspended, debarred, ineligible, or voluntarily excluded from participation in this transaction, in addition to other remedies available to the Federal Government, the department or agency with which this transaction originated may pursue available remedies, including suspension and/or debarment.