



OKLAHOMA
Commerce



STEP Fund - Small Business Grant for Exporting

Promoting your company at trade shows can be an effective way to gain recognition in your industry and to enter into the global market or expand your international trade capabilities. But not every small business is in the position to coordinate trade show logistics or design and operate their own trade booth. The Oklahoma Department of Commerce makes it possible for Oklahoma companies to partner with the state at trade shows across the globe. With the help of the Oklahoma STEP Fund, qualified companies can get reimbursed for 75% of the participation cost.

Funded Services

The STEP Fund is a matching grant reimbursing 75% of costs for three different designated services: participation costs and travel expenses to exhibit at international trade shows, cost of Export Compliance Training, and Export Solutions through US Commercial Services.

For all shows, matching grant reimbursement for exhibitor passes and travel costs (airfare and hotel) is capped at two people per company per show.

Eligibility Requirements

To be eligible, an applicant must own a small Oklahoma-based business which: (1) is organized or incorporated in the United States; (2) is operating in the United States; (3) has been in business for not less than 1 year, as of the date on which assistance is provided using this grant; (4) Has access to sufficient resources to bear the costs associated with trade, including the costs of packing, shipping, freight forwarding, and customs brokers; (5) in good business standing; and (6) complies with SBA size standards 13 C.F.R. Part 121.

Use of Funds & Grant Requirements

The recipient must use the grant specifically for exhibition at designated export trade shows and the travel costs associated with the show.

Travel reimbursement will cover airfare and lodging only. Oklahoma STEP Fund will reimburse 75% of the cost. The maximum varies for each show.

Application Process

Companies can apply for funds for one or more these services. Events each have their own application deadlines.

Companies must meet certain eligibility requirements in order to secure funding for trade shows. Grants are funded through a reimbursement process. To apply, visit okcommerce.gov/stepfund.

Partners

The Oklahoma Department of Commerce works with the U.S. Commercial Service – Oklahoma Export Assistance Center, U.S. Small Business Administration, SBA Oklahoma District Office, Oklahoma International Trade Center, Oklahoma Manufacturing Alliance, Oklahoma Department of Agriculture, Oklahoma Sorghum Commission and Export-Import Bank of the United States to support Oklahoma companies in exporting to new markets to generate wealth and increase employment in the state.



U.S. Small Business
Administration

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LEARN MORE AT: OKcommerce.gov/step

Export Solutions

Through a partnership with U.S. Commercial Services, (part of the U.S. Department of Commerce's International Trade Administration), we are offering companies a full range of expertise in international trade. Learn how to export, connect with foreign buyers, handle trade challenges and expand operations in new markets. Commerce's Trade Team has identified the following 3 services as qualifying STEP grant activities:

Gold Key Services

Provides U.S. companies with matchmaking appointments with up to five interested partners in a foreign market. The full service includes identification and outreach to potential matching firms, sending client's information to identified matching firms, preparing a profile of interested firms, attending the appointments and providing a report with the profile and contact information for interested firms.

International Partner Search

Provides U.S. companies with a list of up to five partners/distributors that have expressed an interest in the client's goods/services. The service includes identification and outreach to potential matching firms, sending client's information to identified matching firms, preparing a profile of interested firms, and providing a report with the profile and contact information for interested firms.

Due Diligence on Foreign Parties

The International Company Profile provides U.S. companies with in-depth background check information on a specific foreign company to help determine its suitability as a potential business partner. The service includes interviews with principals/references, a comprehensive background report on a specific foreign company and analysis of information collected.

Trade Shows

MRO Americas Show

September 1-3, 2020
Dallas, TX

MRO Americas is the premier U.S. event for the commercial air transport maintenance, repair and overhaul industry, offering an extensive conference agenda and where real business leads are generated.

Hannover Messe USA

September 14-19, 2020
Chicago, IL

Hannover Messe USA 2020 gathers more qualified manufacturing experts and leaders than any other trade-show in America and provides opportunities to network and develop valuable win-win relationships.

Mexico Petroleum Congress 2020

September 26 – October 3, 2020
Monterrey, Mexico

The Mexican Petroleum Congress is the industry's biggest event, with all of Mexico's leading oil and gas players exhibiting and/or attending this show.

Black Sea Defense

Aerospace, and Security International Exhibition
October 14-16, 2020
Bucharest, Romania

Black Sea Defense & Aerospace is the international tri-service Defense, Aerospace and Security exhibition, bringing together exhibitors, specialized visitors and official military delegations from around the world.

MRO Europe Show

October 27-29, 2020
Barcelona Spain

MRO Europe is the premier event for Europe's commercial air transport maintenance, repair and overhaul industry.

Export Compliance Training Event

August 13, 1-5pm, Embassy Suites, Norman, OK

This specialized training will give Oklahoma companies the opportunity to learn first-hand from experienced U.S. Government officials about export control policies, regulations and procedures. Specialized training will be offered in four areas:

- ITAR Export Compliance Training
- US Commercial Services Overview and Offerings
- Export Research Tool Subscription Training
- Food export training

FOR STEP GRANT QUESTIONS CONTACT:

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