



EXPORT ASSISTANCE



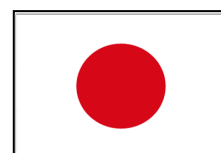
THE WASHINGTON STATE DEPARTMENT OF AGRICULTURE INTERNATIONAL MARKETING PROGRAM IS OFFERING ASSISTANCE TO WASHINGTON’S SMALL BUSINESSES!

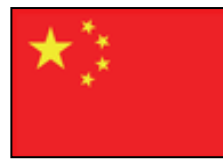
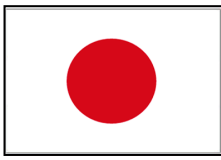
If you are a small agricultural or food processing company that would like to start or increase your exports to the Chinese, Mexican, Taiwanese or Japanese market, WSDA’s International Marketing Program has an exciting opportunity for you. In April and August of 2012, there will be market advising clinics and buyer’s missions from each of these markets in Washington State.

PROGRAM HIGHLIGHTS:

WHAT?	WHERE?	WHEN?
Market Advising Clinics	Tri-Cities	April 2, 2012
	Yakima	April 3, 2012
	Seattle	April 4-5, 2012
Buyers Meetings	Tri-Cities	August 13, 2012
	Yakima	August 14, 2012
	Seattle	August 15-16, 2012

THERE IS NO COST TO PARTICIPATE IN THIS PROGRAM.





PROGRAM SPECIFICS:

The federally funded State Trade and Export Promotion (STEP)* program has awarded the Washington State Department of Agriculture's International Marketing program (IM) grant monies to help small and mid-sized agricultural and food processing businesses start and/or expand their export activities. IM will be conducting the following programs that we invite Washington companies to participate in:

1. Market Advising Clinics – Overseas representatives from Japan, Taiwan, Mexico and China will be holding advising clinics in the Tri-Cities, Yakima and Seattle. These clinics will be 90-minute individual advising sessions with companies interested in developing their export plan for one of the four target markets. Clinics will be held in April 2012.
2. Market Buying Missions – Following the intensive advising clinics, overseas representatives will bring buyers to Washington from each of these markets for one-on-one meetings with participating companies. The buyers will be selected based on their interests in the products of the suppliers who participated in the advising clinics. These missions will be held in August 2012.

CONTACT:

If your company has questions please contact us. If your company is interested in participating in this exciting two-part program please send a completed application form to the WSDA's International Marketing Program by February 17, 2012:

Cameron Crump (360) 902-1940 ccrump@agr.wa.gov Olympia, WA

<http://agr.wa.gov/Marketing/International/>

Participating companies must be willing to sign a self representation form affirming that they are a qualified small business concern:

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 operations in the United States;*
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 and shipping; and,*
5. *Has in effect a strategic plan for exporting.*

*STEP is made possible by the Small Business Administration

