



# Global Market Access Program

## MISSOURI DEPARTMENT OF ECONOMIC DEVELOPMENT

### PURPOSE

Global Market Access Program (GMAP) is a cost-share program that allows eligible Missouri companies to participate in specific events designed to create export sales. Increased export sales create a public benefit through their positive effect on Missouri's economy including job creation and increased wealth for Missouri's families.

### AUTHORIZATION

The program is funded by State General Revenue. The State Fiscal Year 14 Conference Committee Substitute for Senate Committee Substitute for House Committee Substitute for House Bill No. 7 provides an appropriation of Program Specific Distribution funds directed to the program. The bill was Truly Agreed and Finally Passed and signed into law by the Governor, effective July 1, 2013.

### ELIGIBLE APPLICANTS

The target audience for this program is Missouri small businesses, primarily manufacturers, with 500 employees or less and with annual sales of \$25 million or less. DED will focus

assistance to these small firms to new markets in order to ensure increased sales opportunities.

Must strive to export "Made in Missouri" products. "Made in Missouri" products must have a content consisting of 51% or more of instate produced or manufactured parts, labor or value-added content or any combination thereof.

The program will cost-share a minimum of 40 new-to-market exporters and a minimum of 90 export activities and trade promotion projects as per the following eligibility company criteria:

- Must currently export to at least one market – including Canada
- A minimum of 50% of the eligible firms must be rural small business concerns (as per county of location)
- A minimum of 10% of the eligible firms must be women owned and controlled; minority owned and controlled; veteran owned and controlled; and/or socially and economically disadvantaged small business concerns
- A minimum of 10% of the eligible firms must be directly or indirectly affected by supply chain exports

### FUNDING LIMITS

Activity/Expense Category	COST TO BE REIMBURSED				
	Trade Show	Trade Mission/ FMS Trip	DED/MDA Matchmaker/ USDOC/USDA Matchmaker	Company Match Required	Maximum Funding Per Company, Annually
Shipping Registration/ Participation Fee/ Booth Construction	Max \$5000 50% + 10% for Target Industry in a General Market, OR + 20% for Target Industry in a Key Market	Max \$3000, 50% + 10% for Target Industry in a General Market, OR + 20% for Target Industry in a Key Market	Max \$1500, 50%	50% match	
Market Media/ Website Translation	90%, Max \$500 \$	90%, Max \$500 \$	90%, Max \$500 \$	10% match \$	
Interpreter Service	90%, Max \$500 \$	90%, Max \$500 \$	90%, Max \$500 \$	10% match \$	
US Department of Commerce GKS	90%, Max \$500 \$	90%, Max \$500 \$	90%, Max \$500 \$	10% match \$	
<b>TOTAL</b>					<b>\$12,000.00</b>

Key Markets	
Brazil	India
Canada	Japan
China	Mexico
Europe	Singapore
Germany	South Korea
Hong Kong	Taiwan

Target Industries	
Advanced Manufacturing	Transportation/Logistics
BioSciences	
Energy Solutions	
Financial & Professional Services	
Health Sciences & Services	
Information Technology	

## **PROGRAM BENEFITS/ELIGIBLE USES**

- International or domestic trade show, DED/MDA trade mission, DED/MDA foreign market sales trip or US DOC/USDA matchmaker trade delegation participation fees;
- Costs associated with shipping displays, samples, catalogs, or advertising materials;
- Costs incurred at a trade show event for utilities, booth construction, or necessary modification, repairs or other reasonable expenses associated with displays;
- Costs associated with first time foreign language translation of brochures and product literature or the use of translation services and interpreters at a trade show, DED/MDA trade mission, DED/MDA foreign market sales trip or US DOC/USDA matchmaker trade delegation event.

The following expenses may not be reimbursed:

- travel costs
- lodging
- employee salaries
- meals and entertainment

APPLICATION PERIOD OPEN

## **APPLICATION/APPROVAL PROCEDURE**

Eligible applicants must submit a complete application in order to be considered. Only applicants applying for approved cost-share activities will be reviewed for approval. Application review will consider activity, market opportunity, impact, likelihood of success and availability of funds. Approval of the application is required in advance of the event. Once completed, all receipts and source documentation evidencing the cost and the cost share must be submitted to DED for reimbursement, within 90 days. Reimbursement is the lesser of the authorized amount in the approval letter or the actual eligible costs. A Tax Clearance letter from the Missouri Department of Revenue indicating that the applicant/company has no outstanding taxes due must accompany the request for reimbursement.

## **REPORTING REQUIREMENTS**

Each participant shall complete a Client Impact Statement that provides the outcomes of participation in the trade show event or other approved GMAP activity. The Statements will be aggregated by DED and reported annually, in order to represent the return on investment to the program as a whole.



## **CONTACT**

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