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## OEA 2018-2019 Grant Guidelines

The U.S. Department of Defense, Office of Economic Adjustment (OEA) grant initiative provides funding to states and U.S. territories to diversify U.S. defense dependent companies. Administered by the Maine Department of Community and Economic Development (DECD) and Maine International Trade Center (MITC), the objective of the **OEA Grant** is to support Maine companies to diversify and grow both within and outside of defense industry. Eligible defense companies seeking to diversify may receive financial support for:



- Market Research and Diversification Assistance
- Compliance and Certification Assistance
- Trainings and Industry Events

Eligible businesses may receive reimbursements totaling up to \$14,000 per year through this program for costs of outside services associated with these activities.

Airfare, lodging, meals, printing, search engine optimization, personnel costs, marketing or entertainment expenses, and the purchase of capital assets are NOT eligible for reimbursement under this program.

### *Market Research and Diversification Assistance*

Market Research and Diversification Assistance will support defense dependent companies in obtaining market research – both domestic and international – to plan and develop new business opportunities, as well as customized individual research or technical assistance to help qualified companies identify and evaluate new product and market opportunities.

These research projects will help companies better understand their potential within a specific market or product line, as well as identify potential partners. This research could apply to domestic or global markets.

### *Compliance and Certification Assistance*

Compliance and Certification Assistance will provide training and individualized consultation services regarding international and domestic compliance issues (including ITAR and EAR for international markets), as well as help qualifying companies obtain certifications that are necessary for them to diversify into new markets (such as ISO 9000 or CE Mark).



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## **OEA 2018-2019 Grant Guidelines (cont.)**

### *Trainings and Industry Events*

Trainings and Industry Events will financially assist individual companies attending industry conferences and trainings (not organized by DIME/ MITC) that will enhance their knowledge and capabilities, as well as help them explore new market opportunities. This task will reimburse up to \$1,000 per company, per event. This task is focused on education and networking and does not include reimbursement for trade show display costs.

### **Application Deadline**

Applications must be received by May 1, 2019. Funded activities must be completed before May 31, 2019.

### **Eligibility**

To apply, companies or firms must meet the DIME definition of an eligible defense company and meet any other DOD or OEA guidelines for receiving federal grants.

### **Required for Application**

Companies must apply for the **OEA Grant Award** in advance. Funds may not be used to pay for activities or costs incurred prior to the approval of the activity. The typical processing time for applications is two weeks from date of submission to notification.

If applying for the first time, a company must complete and submit a Self-Certification as an "Eligible Defense Company" form.

### **Required for Reimbursement**

Notice of application approval, paid invoices for reimbursable activity, and completion of the post-activity survey. DIME/ MITC may conduct confidential interviews/ surveys both before and following the completion of the supported activity.

For more information, please contact Defense Industry Maine Director Tom Conley at [conley@mitc.com](mailto:conley@mitc.com) or (207) 553-7708.