



ExporTech Maine 2021

Unlock Your Global Growth Potential through ExporTech!

- Participate in 4 half-day virtual sessions
- Obtain individualized coaching to develop an actionable export growth plan
- Present your export growth plan to experienced international business people for feedback

ExporTech™ is a national export assistance program that applies a structured export strategy development process to help companies enter or expand in global markets. Since 2006, 233 ExporTech™ programs have been delivered in 36 states and Puerto Rico with over 1,180 participating companies.



U.S. Small Business Administration

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

Who is a Good Fit for ExporTech?

ExporTech™ is intended for forward-looking small and mid-market manufacturers that want to expand global sales. Most participants already export. The process is designed for executive leadership, such as the CEO or VP of International Sales, Marketing, or Business Development. Companies that involve multiple staff will get the most out of the process.



Results

- On average, participating companies generate **\$500,000 – \$700,000 in new export sales.**
- Many companies **generate export sales within 6 months** of completing the program.
- The average participant reported **cost and investment savings of \$91,000.**
- The average company created **5 new jobs.**

Schedule

Four half-day (am) virtual sessions:
February 23 and 25, March 25, and May 6
Plus 8 hours of individual coaching to be scheduled between March 1 and May 14

Registration Fee

SBA eligible company: \$1,000

Additional SBA funds provide special reduced fee in 2021

Non-SBA-eligible company: \$4,000

Note: Each company is encouraged to register up to 4 people to participate in the export strategy development process.

"ExporTech is a great opportunity to access knowledgeable experts, and especially for smaller companies it provides an excellent structure for developing a plan and staying on task during the process. It's easy to focus on the urgent rather than the important. The process, coaching, and cadence of the program really helped us get this done. This has been a great experience, and the process really helped with both our domestic and international marketing plans."

- Ed Gervais, President, Cascon Inc. (Yarmouth, ME)

On completion, SBA-eligible Maine companies may receive financial reimbursements to cover costs associated with implementing your export plan.

Ask us about STEP Financial Assistance Awards.



Maine International Trade Center

REGISTER ONLINE AT MITC.COM TODAY!