



Export Development Program

The Southwestern Pennsylvania Commission (SPC) offers a wide range of services designed to help small and mid-sized businesses develop their international sales to compete successfully in the global economy.

The goal of SPC's Export Development Program is to provide assistance and create opportunities for Southwestern Pennsylvania companies to expand their business internationally, thereby increasing export sales and employment prospects in the region.

SPC's Export Development staff offers consultative services to small-and mid-sized businesses located throughout Southwestern Pennsylvania. SPC's Export Development Program also sponsors and co-sponsors educational seminars and training programs designed for exporters and potential exporters in the region.

Our Services Include:

- Export-readiness assessment
- Market identification and access strategies
- International market and industry research
- Trade show and event preparation
- Business etiquette and negotiation tactics
- Export documentation and other technical assistance

Studies indicate that increased exports contribute significantly to economic growth, yet most small-and mid-sized firms don't consider international business opportunities because they lack trained personnel or have limited access to international marketing resources. Publicly funded export programs — like SPC's Export Development Program — provide assistance and afford these companies the opportunity to be internationally successful while contributing to our region's economic growth.

As the region's Local Development District, SPC partners with various state and federally funded organizations related to international business development including:

- Department of Community and Economic Development, Commonwealth of Pennsylvania
- Saint Vincent College SBDC
- University of Pittsburgh, SBDC
- U.S. Department of Commerce, U.S. Commercial Service
- U.S. Appalachian Regional Commission

In addition, SPC works with a global network of Overseas Trade Representatives representing the Commonwealth of Pennsylvania.

Pennsylvania Department of Community & Economic Development Office of International Business Development

Pennsylvania's Export Assistance Program: 11 offices, 44 countries

Australia: Australia, New Zealand

Canada: Canada

Czech Republic (Central & Eastern Europe):

Belarus, Bulgaria, Croatia, Czech Republic, Estonia, Hungary, Latvia, Lithuania, Poland, Romania, Russia, Serbia, Slovak Republic, Slovenia, Ukraine

Germany: Austria, Germany, Italy, Switzerland

India: India

Israel (Middle East region): Egypt, Greece, Israel, Jordan, Turkey

Mexico: Mexico

Netherlands: Belgium, Netherlands

Singapore (ASEAN): Indonesia, Malaysia, Philippines, Singapore, Thailand, Vietnam

South Korea: South Korea

United Kingdom: Denmark, Finland, Ireland, Norway, Sweden, United Kingdom



**For more information
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