



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
- Global Access Program (GAP) Grant
- 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, Center for Global Competitiveness; University of Pittsburgh SBDC
- U.S. Department of Commerce, U.S. Commercial Service
- U.S. Appalachian Regional Commission
- U.S. Small Business Administration

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

Pennsylvania Department of Community & Economic Development BusinessPA

Pennsylvania's Trade Assistance Program: 9 trade representatives, 23 countries

Australia: Australia, New Zealand

Canada: Canada

Europe: Austria, Germany, Italy, Switzerland

India: India

Mexico: Mexico

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

South Korea: South Korea

Taiwan: Taiwan

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



**For more information
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