



PASCO ECONOMIC DEVELOPMENT COUNCIL

TRADE SPONSORSHIPS FOR INTERNATIONAL TRADESHOWS & TRADE MISSIONS

APPLYING FOR A TRADE EVENT PARTICIPATION GRANT

In support of Pasco Economic Development Council's International Program, reimbursable trade sponsorships are now being offered to assist Pasco County small to medium-sized companies to generate or increase their export sales overseas.

Requirements for the program include:

- Companies must be legally registered in the state of Florida.
- The product must be produced in Pasco County or services must be provided from within Pasco County.
- Companies must be at least ONE of the following in order to qualify:
 - » New-to-export: A company that has never or rarely made an export transaction at the time that they received the sponsorship.
 - » New-to-Market: Not generated any business in the market in the last three years.
 - » Infrequent exporter to this market: A company who makes between one and 50 export shipments per year to this market.
- Qualified applicants will be reimbursed a maximum of \$250.
- Greater weight will be placed on applications from companies participating in their first international trade event.

TARGET SECTORS ELIGIBLE FOR TRADE SPONSORSHIPS

- Aviation & Aerospace
- Cleantech
- Defense / Homeland Security
- Information Technology
- Life Sciences
- Marine Industry
- Other Manufacturing
- Professional Services
 - » Healthcare
 - » Architecture / Engineering
 - » Software Development
 - » Research & Development

HOW DO I GET MORE INFORMATION?

Companies interested in a Pasco EDC Trade Sponsorship should contact Devon Barnett at dbarnett@pascoedc.com. Interested parties will be asked to complete an application to be reviewed by Pasco EDC.



ABOUT PASCO ECONOMIC DEVELOPMENT COUNCIL

Pasco Economic Development Council is a key resource for businesses considering Tampa Bay, Florida locations. It is a county-wide, business-driven organization providing help with business relocation. Pasco EDC can help you and your business with site and building selection, acquisition and permitting, employment recruitment, labor market analysis, training, and assistance with permits and regulations.



PASCO ECONOMIC DEVELOPMENT COUNCIL

TRADE SPONSORSHIPS APPLICATION

To apply for a reimbursable International Trade Sponsorship from the Pasco Economic Development Council, please submit a completed application to Devon Barnett at dbarnett@pascoedc.com

| CONTACT INFORMATION | |
|---------------------|------------------------|
| Company Name: | |
| Address: | |
| Website: | |
| Contact Person: | Title: |
| Contact Phone: | Federal Employer ID #: |
| Contact Email: | |

| COMPANY INFORMATION | | | | |
|--|---|--|---|---|
| Number of Employees | Year Established | Is the product produced in Pasco County or is the service provided from within Pasco County? <input type="checkbox"/> Yes <input type="checkbox"/> No | Company MUST BE ONE of the following: <input type="checkbox"/> Manufacturer <input type="checkbox"/> Professional Services Provider | |
| Industry Sector: | <input type="checkbox"/> Aviation/Aerospace <input type="checkbox"/> Defense/Homeland Security <input type="checkbox"/> Life Sciences <input type="checkbox"/> Professional Services <input type="checkbox"/> Cleantech <input type="checkbox"/> Information Technology <input type="checkbox"/> Other Manufacturing <i>Architectural/Engineering, Software Development, R & D</i> | | | |
| Please describe your company's specific products or services: | | | | |
| Applicants MUST BE AT LEAST ONE of the following to qualify (Please check all that apply): | | <input type="checkbox"/> New to Export <i>Never exported</i> | <input type="checkbox"/> New to Market <i>No business in 3 yrs</i> | <input type="checkbox"/> Infrequent exporter to this market <i>1-50 shipments per year</i> |

Signature of Company Representative

By signing this Sponsorship Application, you are affirming that all the information provided is accurate and true, and if awarded a sponsorship, you are aware of and agree to the Terms and Conditions listed on the following page that will part of your agreement.

Date

INTERNATIONAL TRADE SPONSORSHIP CRITERIA AND TERMS & CONDITIONS

Following are the criteria applicants must meet in order to be eligible for a reimbursable International Trade Sponsorship, along with the terms and conditions that Sponsorship recipients will be required to abide by.

Criteria—Qualified Applicant Criteria

1. Must be located in Pasco County and provide proof of registration with the Florida Division of Corporations (<http://sunbiz.org>).
2. Product(s) must be produced in Pasco County. Services must be provided from a Pasco County location.
3. Must be in business for a minimum of two (2) years.
4. Must be a small business (employing 1-500 employees).
5. Products or services must be within one of the following sectors: Aviation/Aerospace, Cleantech, Defense/Homeland Security, Information Technology, Life Sciences, Marine Industry, Other Manufacturing, or Professional Services (specifically Healthcare, Architecture/Engineering, Software Development, or Research and Development).
6. Applicant **MUST** be at least one of the following: (a) New to exporting, (b) New to this market, (c) An infrequent exporter to this market (1-50 export shipments per year).
7. Applicants may be awarded a total of one (1) sponsorship between October 1-September 30 each year, based on the dates of the events the Grants are awarded for.

Application Process

1. Applicants must submit a completed Trade Sponsorship Application.
2. Applicants must provide proof of company registration with Florida Division of Corporations from www.sunbiz.org (in .pdf format).
3. Applicants must provide confirmation of trade event registration.
4. Applicants must submit this completed Trade Sponsorship and all required documents electronically at least 60 days before the event takes place.

Terms & Conditions

1. Evaluation Process: Pasco EDC will review all applications and make a determination regarding the applicant's eligibility and recommend Trade Sponsorship awards within 30 days of receipt of application.
2. Funding: The Sponsorship is awarded in the form of a reimbursement for a maximum of \$250 for one single event.
3. Qualified Reimbursements: **ONLY** qualified participation costs for international trade shows, official trade missions, or Gold Key matchmaking services (e.g. in-country transportation, interpreter services, etc.) will be reimbursed. Shipping/freight, personnel, meals, etc. will not qualify for reimbursement.
4. Disbursement of Funds: Sponsorship recipients will be required to submit the following in order to receive reimbursement: (a) a current IRS W-9 Form in .pdf format, (b) a completed and signed "Record of Export Action" provided by Pasco EDC. Reimbursement will be made to the recipient in one payment following Pasco EDC's receipt of required documents.
5. Reporting of Export Sales: Each sponsorship recipient must submit an official Pasco EDC "Record of Export Action" form, which will be provided. The report collects information about actual sales made during the event and expected sales over the next twenty-four months.
6. Noncompliance: If the Sponsorship recipient does not submit the invoice with valid receipt(s) and Record of Export Action within thirty (30) calendar days after completion of the event, Pasco EDC reserves the right to cancel this agreement. If Pasco EDC learns that any of the information provided on this application is false, Pasco EDC has the right to cancel the award if not already paid or require repayment of fund if already disbursed.