

SCOPE

SOUTH CAROLINA OPPORTUNITIES FOR PROMOTING EXPORTS

South Carolina Opportunities for Promoting Exports (SCOPE) is a program funded through the state of South Carolina to assist small businesses entering new markets and/or increasing their exporting activities.

Is your company eligible?

- Employ fewer than 500 employees globally
- Operate as a business for at least two-years
- Operate profitably
- Be in S.C. and currently have an export and market ready product containing at least 51% USA and 25% South Carolina content
- Demonstrate an understanding of the costs associated with exporting and doing business with foreign purchasers including the cost of freight forwarding, customs brokers, packing and shipping
- Be in Good Standing with S.C. Department of Revenue or the Internal Revenue Service

What can you apply for?

Qualified companies can apply for one of the four packages and then choose from the add-ons.

Package 1

- U.S. Commercial Service Gold Key & Travel Stipend

Package 2

- Trade Show Booth Space Support & Travel Stipend

Package 3

- U.S. Commercial Service Gold Key, Trade Show Booth Space Support & Travel Stipend

Package 4

- International Partner Search

Add-ons: *Only a select number of spots are available for each.*

- Translation of marketing materials
- Translation of website to attract international buyers/distributors

All funds must be approved in advance and are distributed as reimbursements to the company.

What's the application process?

Eligible applicants may apply for one event from **October 1, 2014 through May 31, 2015**. Applications are processed and awarded on a rolling basis until all funds are expended. Applications should be completed and submitted at **least 60 days in advance** of the start of any intended activity and approved activities must be completed/paid for within **90 days of approval date**. An evaluation committee will review applications to determine the export potential of the candidate. Approved companies will be notified of the next steps and must agree to share their export results with the S.C. Department of Commerce and the U.S. Commercial Service. Information provided will be kept confidential.

Applications and additional information can be found at:

<http://sccommerce.com/sc-business-network/export-services>

**Please note partners and affiliated partners may not apply for state funds. Companies may not apply to both the SCOPE and STEP programs during the 2014-2015 period. Priority will be given to those who have not received export funding in the last three years from the S.C. Department of Commerce (includes the STEP program).*

For additional information or questions, please contact Anita Patel:

S.C. Department of Commerce

Anita Patel | International Trade Specialist | Email: apatel@SCcommerce.com



South Carolina
Department of Commerce

Just right for business.

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Application

In order for us to assist you in meeting your export goals, please complete this application. Please note this application will be shared with the S.C. Department of Commerce staff, approval committee and grant program partners so that we can better assist you. Please feel free to provide any supporting materials (company marketing materials, statistics/researched etc.)

A. CONTACT INFORMATION

Company Name:	(EIN #):
Street Address:	
City:	Zip Code:
County:	Web Site:
Primary Contact:	Title:
Contact Tel:	Contact E-mail:
Alternate Contact:	Title:
Alternate Contact E-mail:	Alternate Contact Tel:
Referred by (Mark all that apply) <input type="checkbox"/> SCDOC <input type="checkbox"/> SBA <input type="checkbox"/> SBDC <input type="checkbox"/> USDOC <input type="checkbox"/> Chamber of Commerce <input type="checkbox"/> Local Economic Development <input type="checkbox"/> Other (specify) _____	

B. COMPANY INFORMATION

Company Activity: (Please select all that apply)	
<input type="checkbox"/> Manufacturer	<input type="checkbox"/> Service Company
<input type="checkbox"/> Distributor/Representative	<input type="checkbox"/> Franchiser
<input type="checkbox"/> Export Management Company	<input type="checkbox"/> Other (please specify): _____
Year Established:	Corporate Headquarters in SC: <input type="checkbox"/> Yes <input type="checkbox"/> No
Number of S.C. Employees:	Number of Employees Globally:
Of total employees, how many are engaged in the exporting aspect of the business:	
Amount of your gross revenues/sales <input type="checkbox"/> Less than \$250,000 <input type="checkbox"/> \$250,000 to \$500,000 <input type="checkbox"/> \$500,000 to \$1 Million <input type="checkbox"/> \$1 to \$5 Million <input type="checkbox"/> \$5 to \$10 Million <input type="checkbox"/> More than \$10 Million	
Approximate percentage of export sales: <input type="checkbox"/> 0% <input type="checkbox"/> 1-5% <input type="checkbox"/> 5-10% <input type="checkbox"/> 11-25% <input type="checkbox"/> 26-50% <input type="checkbox"/> >50%	
What is your export experience? <input type="checkbox"/> New to Export <input type="checkbox"/> Some Export Experience (exports to 1 or 2 markets) <input type="checkbox"/> Experienced Exporter	
Brief Company Description: (please feel free to attached additional information)	

C. PRODUCT/SERVICE INFORMATION

HS Code:	SIC/NAICS Code:
Does your product contain at least 51% U.S. content? <input type="checkbox"/> Yes <input type="checkbox"/> No	
Does your product contain at least 25% S.C. content? <input type="checkbox"/> Yes <input type="checkbox"/> No	
Describe the product/service(s) you seek to export, including its competitive advantages and unique selling proposition. Include its applications and unique features that differentiate your product from that of the competition.	
Who are your major competitors at home and abroad?	
Explain how your product is distributed and marketed in the United States (and in other countries if applicable)?	
What type of licensing or registration does your product require in the United States (and in other countries if applicable)?	

D. EXPORT INFORMATION

Have you set any export goals for your company? <input type="checkbox"/> Yes <input type="checkbox"/> No Please explain your export goals for 2014-2015(<i>please feel free to attach additional information</i>):
What countries do you feel are your top three export opportunities? Please explain:
To what countries do you currently export?

Do your employees have the skills/experience to support and implement an export plan? Yes No

As part of the SCOPE program, small businesses may qualify for reimbursement for the approved list of services/activities below. Companies may pick from one of the four packages and then choose from the add-ons. All services/activities have set fees. Once picking a package companies will be notified of the amount reimbursed.

Package 1

U.S. Commercial Service Gold Key Service (individual company meetings or for an approved trade mission), travel to meetings (airfare and hotel stipend)

Package 2

Trade show booth space support & travel to trade show (airfare and hotel stipend)

Package 3

U.S. Commercial Service Gold Key Service (individual company meetings or for an approved trade mission), trade show booth space support & travel to meetings (airfare and hotel stipend) Gold Key and Trade Show needs to be in the same market and the same timeframe.

Package 4

International Partner Search

Add-ons: Only a select number of spots are available for each.

Translation of marketing materials

Translation of website to attract international buyers/distributors

Describe any preferences, technical qualifications, servicing capabilities, requirements, or pre-qualifications that ideal prospects must have, such as English language ability, size, coverage, investment, etc.

Client signature _____ **Date** _____

Applicant agrees to reporting sales and leads-generated. Applicant may be requested to submit an IRS W-9 "Request for Taxpayer ID and Certification" All funds must be approved in advance and are distributed as reimbursements to the company. If a company has an outstanding tax lien with the S.C. Department of Revenue or the Internal Revenue Services, in lieu of reimbursement to the company, payments will be remitted to these entities on behalf of the company.

Applications are processed and awarded on a rolling basis until all funds are expended. Applications should be completed and submitted at least **60 days in advance** of the start of any intended activity and approved **activities must be completed within 90 days of approval date.**

Applications will be reviewed and approved by an evaluation committee to determine the export potential of the candidate. Approved companies will be notified of the next steps and must agree to share their export results with the S.C. Department of Commerce.

Please Submit Application Either by Fax or Email to:

SC Department of Commerce

Anita Patel | International Trade Specialist

Fax: (803)737-0538 | Email: apatel@SCcommerce.com

Website: www.SCcommerce.com



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Qualifies under the program Yes No _____

Partner that Provided Service: _____ Type(s) of Service Provided _____

Date: _____