



## **Global Delaware helps local companies compete on an international stage**

*Delaware companies that share their export goals can win lunch with Governor Markell.*

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Wilmington, DE – Delaware companies grow and succeed when they compete in the global marketplace. Governor Markell couldn't agree more. And, to show his support, he's offered to have lunch with a current or future exporter!

Over the last year, Global Delaware revamped the State's export program to help even more Delaware companies find and grow markets overseas, and secured a Federal STEP grant to provide financial support for companies seeking to export.

Now, Global Delaware is looking ahead to next year to tap additional federal funding to support local export efforts. To do this, Global Delaware [needs input from the local business community](#), and is offering a chance to win lunch with Governor Markell as thanks for participating.

"We have resources and financial assistance waiting for companies that want to take their business abroad," explained Global Delaware Director Andrea Tinianow. "Our local businesses can help by telling us which countries hold the most export potential for their products and services. We'll use that information to seek additional funding and grow our calendar of events and activities."

Delaware businesses that share information about their export interests will be entered to win lunch with Governor Markell. Tinianow noted that international commerce has been a priority of Gov. Markell's administration. "Participation in the global marketplace is critical to drive more jobs and increased revenue in the State, and the Governor fully supports Global Delaware's export program.

Company responses will be used to plan new events and activities, as well as provide vital information for the State's application for additional STEP grants, Tinianow explained.

A link to the survey can be found [here](#).

## **Global Delaware supports exports**

Global Delaware has organized a packed trade mission calendar for 2016. Trade missions offer Delaware businesses the opportunity to travel to meet with buyers, distributors and customers. Plus, local companies can also learn about opportunities in global markets from the agency's network of



experienced foreign-trade representatives in Canada, Mexico, Germany, South Korea, and Israel, who can assist with market research and competitive intelligence, as well as help identify distributors, agents, and customers.

Global Delaware's powerful online platform, [global.delaware.gov/expand](http://global.delaware.gov/expand), provides businesses with news, information, links and resources to explore options abroad, and information about capital resources available for exporting.

STEP grant funding is still available this year for export activity to defray the costs of joining a trade mission, meeting with distributors, translating marketing materials, attending or exhibiting at a trade show, among other activities, for qualifying companies.

"We understand that getting started on an export strategy can be a daunting task, and we are here to help," said Andrea Tinianow. "There are so many local companies with outstanding products and services that would thrive in the international marketplace. We look forward to working with those companies to uncover opportunities and take action."

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