

# 2019 TEXAS EXPORT ASSISTANCE PROGRAMS

ASSISTING TEXAS BUSINESSES TO CREATE AND EXPAND EXPORT CAPACITY



Economic Development & Tourism | Office of Texas Governor Greg Abbott

## State Coordinated Export Events

The Office of the Governor will coordinate the participation of Texas small businesses in several export-oriented trade shows and missions. Eligible small businesses will receive free, turnkey, shared booth space, pre-event and on-site assistance from experienced staff at:

▶ **Hannover Messe | Hannover, Germany | April 1-5, 2019**

**Cluster:** Industrial Technology

Hannover Messe is the world's largest and most influential trade fair for industrial technology. From individual components to the complete intelligent factory, as well as topical trends such as energy efficiency, lightweight construction and additive manufacturing. Hannover Messe features a complete picture of the industrial value-adding chain under one roof.

▶ **AEROMART Montreal | Montreal, Canada | April 16-18, 2019**

**Cluster:** Aviation and Aerospace

Aeromart Montreal is a supplier forum for the aeronautic and space industry. Aeromart Montréal is not a traditional show. It is a B2B platform to connect major aerospace industry players with potential supply chain partners.

▶ **Offshore Technology Conference | Houston, Texas | May 6-9, 2019**

**Clusters:** Oil & Gas, Energy

The Offshore Technology Conference is where energy professionals meet to exchange ideas and opinions to advance scientific and technical knowledge for offshore resources and environmental matters. OTC brings together industry leaders, investors, buyers, and entrepreneurs to develop markets and business partnerships.

▶ **BIO International Convention | Philadelphia, Pennsylvania | June 3-6, 2019**

**Cluster:** Biotechnology & Life Sciences

The BIO International Convention (BIO) attracts 16,000+ biotechnology and pharma leaders who come together for one week of intensive networking to discover new opportunities and promising partnerships. The event brings together a wide spectrum of life science and application areas including drug discovery, biomanufacturing, genomics, biofuels, nanotechnology and cell therapy.

▶ **Trade Mission to Israel | Tel Aviv/Haifa, Israel | Date: TBD**

**Cluster(s):** Oil and Gas, Energy, Petrochemicals

Israel's energy sector is going through momentous changes due to the development of its vast offshore natural gas reserve. The country's first offshore gas field in the Mediterranean Sea, Yam Thetis, came online in 2004, followed by the much larger Tamar field in 2013. Another significant gas discovery, Leviathan, began development in 2017. Israel's nascent gas industry is a great opportunity to Texas oil and gas field technology and service providers.

▶ **MEDICA | Dusseldorf, Germany | November 18-21, 2019**

**Cluster:** Medical Technology, Healthcare

MEDICA is the world's largest event for the medical sector. For more than 40 years it has been firmly established on every expert's calendar. In addition to the professional trade fair our "MEDICA Conferences and Forums" have become an integral part of the trade fair.

▶ **POWER-GEN International | New Orleans, Louisiana | November 19-21, 2019**

**Cluster:** Energy

POWER-GEN International is the WORLD'S largest power generation Event. The show is the industry leader in providing comprehensive coverage of the trends, technologies and issues facing the generation sector. More than 1,400 companies from all sectors of the industry exhibit each year to benefit from the exposure to more than 20,000 attendees. Displaying a wide variety of products and services, POWER-GEN International represents a horizontal look at the industry with key emphasis on new solutions and innovations for the future.

To apply for free, shared space in the Texas Pavilion at an upcoming trade show, visit [gov.texas.gov/business/events](http://gov.texas.gov/business/events).

## State Trade Expansion Program (STEP)

Texas Governor's Office partnered with the Texas Department of Agriculture and the U.S. Department of Commerce to administer the State Trade Expansion Programs (STEP) grant. Texas STEP program includes:

### Financial Assistance for Eligible Export Activities

To encourage Texas companies to enter new international markets and provide the customized assistance needed, the Program will provide post-completion reimbursement of up to 75% of eligible, pre-approved, export-related activities (up to \$10,000 per year), which may include, but not limited to:

- Customized U.S. Department of Commerce services, include Discover Global Markets Conferences, Initial Market Check/Gold Key Matching Services, and International Partner Search
- Marketing materials, instructional manuals, website translation and localization services
- Foreign market sales trips and trade shows participation
- Sample products shipping fees

### Eligibility

- Texas-registered, independent, established (at least one year), for-profit company
- Meet SBA "Small Business Concern" size guidelines
- Have a product/service manufactured, produced, processed or value-added in USA (at least 51%);
- Understand the costs associated with exporting
- Not disbarred from receiving state or federal funding

The STEP program funds are awarded on the first come, first served basis. To learn more, visit: [gov.texas.gov/business/page/trade-and-export](http://gov.texas.gov/business/page/trade-and-export)

## State of Texas Mexico Office (STMO)

The State of Texas Mexico Office provides comprehensive trade and market research assistance to Texas companies, communities, agencies, and educational institutions. Serving as the link between Mexico's business community and the State, the Office assists Texas companies interested in exporting products and services to Mexico. STMO services include, but not limited to:

- Business partner identification/B2B matchmaking
- Customized in-country appointments/key industry contact reports
- Market assessment, research and accelerator advisory services
- Business, contracts, compliance, regulatory, sales strategy and cultural consultancy

The State of Texas Mexico Office also organizes participation of Texas companies in several major in-country trade shows under the Texas Pavilion umbrella, covering a wide variety of industry sectors. For a complete line-up of confirmed State and STMO-organized trade shows, please visit [gov.texas.gov/business/events](http://gov.texas.gov/business/events).

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Revised: 11/20/2018