

# GRANT PROGRAM FAQs

## What is the Milwaukee 7 Export Development Grant Program?

The M7 Export Development Grant Program will provide approximately 30 companies with monetary awards up to \$4,000 that will support the company's next steps to going global. Qualifying expenses will be reimbursed at 50%.

## Are there any restrictions?

Airfare, hotel, meals, refreshments, beverages, entertainment expenses or gifts are not eligible under the program.

## How is the program funded?

Company funding is provided via the Wisconsin Economic Development Corporation's Collaborative Market Access Grant (CMAG).

## How many awards will be distributed?

The Milwaukee 7 Grant Committee will award funding to between 20 and 35 companies, depending on the availability of funds and the individual company disbursements.

## What can the grant be used for?

Export Development Grant Program funds can be utilized for services and programs including, but not limited to, the following:

### **BUSINESS DEVELOPMENT**

- U.S. Commercial Service Standardized Services
  - Gold Key
  - International Company Profile
  - International Partner Search
  - Featured U.S. Exporter
- Interpreter services in foreign markets
- Trade shows
- Trade missions

### **CONSULTING**

- One-on-one export counseling
- Export/international business plan development
- Export readiness assessments
- Customized market research and analysis

### **COMPLIANCE**

- Product compliance certifications/foreign approvals
- Export compliance audits

### **EDUCATION**

- ExporTech™
- Executive training programs/certifications to aid in international growth

### **FINANCING**

- International credit reports

### **MARKETING**

- Web presence/E-commerce
- International marketing campaign
- Professional translation of marketing collateral and website

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## What are the eligibility requirements?

In order to be considered for grant funding, an authorized representative of the company must certify that the applicant meets all of the following requirements:

- Be registered to do business in one of the following seven counties: Kenosha, Milwaukee, Ozaukee, Racine, Walworth, Washington or Waukesha with a valid W-9 form listing company address
- Current export revenue of less than 10% of total company revenue
- Has been in business for at least one year on the date on which application is submitted
- Has at least 3 employees
- Is operating profitably, based on domestic operations
- Sells a product/service manufactured in metro Milwaukee or, if made outside the region, metro Milwaukee will derive a significant benefit from increased international sales or investment
- No legal liabilities which inhibit performance of the grant/exporting

## How does my company apply for the grant?

Companies are required to complete Part 1 of the Grant Application. After reviewing the form and confirming eligibility, firms will be invited to complete Part 2 of the Grant Application.

## What is expected of each company selected to receive the grant?

Submission of an application does not obligate a company to accept export assistance services, but submission does obligate a company to the terms and conditions outlined in the application if a company chooses to accept the award. If a company decides not to move forward with the services or activities outlined in the application, the company must inform the Milwaukee 7 of its decision promptly so that funds may be appropriated to another firm.

The company may not use funds from this Grant Program for past projects or expenses. Once the application has been submitted, a company may then move forward with the project, however, submission of an application does not guarantee that the company will receive an award. Therefore, it is recommended that companies wait for an award notification prior to incurring any expenses related to the project. Companies must agree to share data about direct sales, signed partner agreements and other company evidence of export success resulting from the Export Development Grant Program and respond to all subsequent Milwaukee 7 program surveys on a timely basis. Company information will be shared with the Wisconsin Economic Development Corporation. The company's name will not be shared in publicity materials without the firm's written permission.

## How long is the grant application period open?

The application will consist of a minimum of three waves:

**WAVE 14:** Application deadline March 31, 2019  
Award notifications by April 30, 2019

**WAVE 15:** Application deadline June 30, 2019  
Award notification by July 31, 2019

**WAVE 16:** Application deadline September 30, 2019  
Award notification by October 31, 2019

**WAVE 17:** Application deadline December 31, 2019  
Award notification by January 30, 2020

## How will winning companies be determined?

Company applications will be reviewed for completeness and receive initial scores from the Export Development Manager. Final awards will be determined by the Grant Committee. In the event that the amount of funding requested by the companies at the application deadline exceeds the funding available, the Grant Committee will award funding to those companies that it believes will have the greatest impact on the regional economy.

## When will my company receive the grant funds if selected?

After participating in the eligible service or activity, companies will need to submit relevant receipts and proof of payment within 30 days of the conclusion of the service or activity. Companies will then receive a check within 30 days of submission.