

SBA OFFICE OF INTERNATIONAL TRADE
STATE TRADE & EXPORT PROMOTION PILOT GRANT PROGRAM

Eligible Applicant

The Small Business Jobs Act clearly states that the State Trade and Export Promotion (STEP) Pilot Grant funds must be awarded to States. Therefore, an eligible applicant is a State entity.

In accordance with 2 CFR Part 225 (OMB Circular A-87), Cost Principles for State, Local and Indian Tribal Governments, **“State” means any of the several States of the United States, the District of Columbia, the Commonwealth of Puerto Rico, any territory or possession of the United States, or any agency or instrumentality of a State exclusive of local governments (i.e., subject to the unilateral control of the State).”**

Also, an eligible applicant is any agency that has been officially designated by a State as being the sole entity responsible for conducting the State’s trade and export activities prior to the date of application submission for a STEP grant. The organizational structure of the State’s designated international trade agency must show an official agency relationship with the State Government, and the State must provide financial backing and show support for grant activities.

Only those proposals bearing the written endorsement of the state Governor or his/her designee for which the effort is proposed may be submitted for evaluation and funding consideration. Only one proposal will be considered per state. In a situation where the Governor or equivalent (e.g., Mayor of the District of Columbia) assigns the signatory responsibility of the endorsement letter to the designee, the letter must include an acknowledgement that the Governor/equivalent has authorized him/her to sign the letter on his behalf.

NOTE: The equivalent of the Governor in the U.S. territories is an appropriate signatory.