

FREQUENTLY ASKED QUESTIONS
U.S. SMALL BUSINESS ADMINISTRATION
OFFICE OF INTERNATIONAL TRADE
STATE TRADE AND EXPORT PROMOTION GRANT PROGRAM
Program Announcement No. OIT-STEP-2014-01

Who can apply for a grant under the STEP Program?

A State agency that has been officially designated as the sole entity responsible for conducting the State's trade and export activities may apply. The designation must have been made before the application is submitted. The organizational structure of the applicant must reflect an official agency relationship with State government, and the State must provide financial backing and show support for grant activities. The application must include the written endorsement of the Governor or his/her designee. Only one proposal will be considered per state.

What does the term 'State,' mean in the STEP Program?

In the STEP Program the term 'State,' means each of the several States, the District of Columbia, the Commonwealth of Puerto Rico, the Virgin Islands, Guam, American Samoa, and the Commonwealth of Northern Mariana Islands.

Can Small Business Development Centers (SBDC) apply for grants under the STEP Program?

SBDC's do not meet the criteria of 'eligible applicants,' under the STEP Program, and for this reason, cannot apply. However, applicants can propose efforts that include collaborative relationships and sub-contractual relationships with SBDC's, and that provide for payment of stipends or tuition for, or reimbursements to, STEP Clients for services provided to them by SBDC's.

How do states rank in terms of the number of small business exporters?

The following table reflects the number of 'small and medium sized exporters,' for 2011, the most recent year for which data is available. Note that 'small and medium sized exporters' is the closest surrogate to 'small business exporters' for which data is captured by the Bureau of the Census, U.S. Department of Commerce.

| State/Territory | Rank | 2011 No. of SME Exporters | State/Territory | Rank | 2011 No. of SME Exporters |
|-----------------|------|---------------------------|----------------------|------|---------------------------|
| California | 1 | 64,164 | Alabama | 27 | 2,973 |
| Florida | 2 | 41,392 | Utah | 28 | 2,914 |
| Texas | 3 | 29,112 | Louisiana | 29 | 2,913 |
| New York | 4 | 28,889 | Iowa | 30 | 2,680 |
| Illinois | 5 | 17,213 | Nevada | 31 | 2,664 |
| New Jersey | 6 | 16,887 | Oklahoma | 32 | 2,642 |
| Ohio | 7 | 13,466 | Kansas | 33 | 2,626 |
| Pennsylvania | 8 | 13,375 | New Hampshire | 34 | 2,313 |
| Michigan | 9 | 12,491 | Arkansas | 35 | 1,694 |
| Georgia | 10 | 10,673 | Rhode Island | 36 | 1,515 |
| Massachusetts | 11 | 9,248 | Puerto Rico | 37 | 1,477 |
| North Carolina | 12 | 8,961 | Maine | 38 | 1,430 |
| Washington | 13 | 8,915 | Mississippi | 39 | 1,404 |
| Wisconsin | 14 | 7,161 | Idaho | 40 | 1,385 |
| Minnesota | 15 | 6,979 | Nebraska | 41 | 1,360 |
| Indiana | 16 | 6,778 | Delaware | 42 | 1,087 |
| Arizona | 17 | 5,887 | New Mexico | 43 | 1,082 |
| Virginia | 18 | 5,759 | Vermont | 44 | 992 |
| Tennessee | 19 | 5,326 | North Dakota | 45 | 938 |
| Oregon | 20 | 5,293 | Montana | 46 | 915 |
| Connecticut | 21 | 5,187 | West Virginia | 47 | 879 |
| Colorado | 22 | 5,040 | Hawaii | 48 | 734 |
| Maryland | 23 | 4,828 | South Dakota | 49 | 659 |
| Missouri | 24 | 4,824 | District Of Columbia | 50 | 483 |
| South Carolina | 25 | 4,046 | Alaska | 51 | 378 |
| Kentucky | 26 | 3,485 | Wyoming | 52 | 373 |
| | | | Virgin Islands | 53 | 66 |

How do States rank in exports?

The following table reflects the value of exports, by state, for 2011. The data was prepared by the Bureau of the Census, U.S. Department of Commerce.

| State/Territory | Rank | 2013 Total Export (M) | State/Territory | Rank | 2013 Total Export (M) |
|-----------------|------|-----------------------|-----------------|------|-----------------------|
| California | 1 | \$380,908 | Alabama | 27 | \$18,940 |
| Texas | 2 | \$311,619 | Missouri | 28 | \$18,315 |

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|----------------|----|-----------|----------------------|----|----------|
| New York | 3 | \$129,833 | Oregon | 29 | \$14,367 |
| Illinois | 4 | \$124,875 | Colorado | 30 | \$12,808 |
| New Jersey | 5 | \$119,181 | Oklahoma | 31 | \$12,244 |
| Michigan | 6 | \$118,119 | New Hampshire | 32 | \$11,872 |
| Pennsylvania | 7 | \$84,798 | Kansas | 33 | \$10,753 |
| Georgia | 8 | \$75,072 | Utah | 34 | \$10,644 |
| Florida | 9 | \$72,119 | Delaware | 35 | \$10,124 |
| Ohio | 10 | \$66,454 | Rhode Island | 36 | \$9,752 |
| Louisiana | 11 | \$66,088 | Iowa | 37 | \$9,488 |
| Tennessee | 12 | \$64,960 | Nevada | 38 | \$8,591 |
| Washington | 13 | \$49,911 | Arkansas | 39 | \$7,607 |
| North Carolina | 14 | \$49,671 | Hawaii | 40 | \$6,065 |
| Indiana | 15 | \$45,710 | Montana | 41 | \$5,746 |
| Kentucky | 16 | \$37,839 | Idaho | 42 | \$5,555 |
| Massachusetts | 17 | \$34,309 | Vermont | 43 | \$4,950 |
| Minnesota | 18 | \$33,011 | West Virginia | 44 | \$3,722 |
| South Carolina | 19 | \$32,878 | Nebraska | 45 | \$3,702 |
| Maryland | 20 | \$26,557 | North Dakota | 46 | \$3,599 |
| Puerto Rico | 21 | \$24,136 | Maine | 47 | \$3,569 |
| Virginia | 22 | \$22,373 | Wyoming | 48 | \$2,161 |
| Wisconsin | 23 | \$22,223 | New Mexico | 49 | \$2,020 |
| Connecticut | 24 | \$21,521 | Alaska | 50 | \$1,480 |
| Mississippi | 25 | \$19,983 | South Dakota | 51 | \$1,001 |
| Arizona | 26 | \$18,989 | District of Columbia | 52 | \$612 |
| | | | US Virgin Islands | 53 | \$461 |