



U.S. Small Business Administration

FY 2015 Fact Sheet

State Trade and Export Promotion (STEP) Program

The State Trade and Export Promotion (STEP) Program is a pilot export development program authorized by the Small Business Jobs Act of 2010. Funded by federal cooperative agreement awards and matching funds from the states, the purpose of the STEP Program is to increase the number of U.S. small businesses that are exporting and increase the dollar value of exports by those small businesses that are currently exporting. The STEP Program is executed by the Office of International Trade (OIT), U.S. Small Business Administration (SBA).

HOW STEP AWARDS HELP SMALL BUSINESSES:

STEP Program awards provide financial assistance to eligible small businesses for the following purposes:

- Participation in foreign trade missions and foreign market sales trips
- Subscription services from the U.S. Department of Commerce
- Website translation fees
- Design of international marketing media
- Export tradeshow exhibitions
- Participation in export training
- Other export initiatives determined to be appropriate by the OIT.

COMPETITIVE PROCESS

The 56 eligible applicants were invited to apply for STEP awards this year, which include all 50 States, plus the District of Columbia, Commonwealth of Puerto Rico, Commonwealth of the Northern Mariana Islands, Guam, American Samoa, and the U.S. Virgin Islands.

Applications were processed using a pre-established merit-based review process, consisting of three phases. The first phase was the Threshold Review during which applications were reviewed for completeness and adherence to application requirements. Next, the Tier I review phase was an evaluation process conducted by a panel of experts from the Federal international trade community and the SBA. Finally, the Tier II review phase was comprised of technical and budgetary analyses conducted by OIT program staff. In FY 2015, 40 states earned a STEP award during this competitive process (all awardees and award amounts are listed in the following table).



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**FY 2015 STEP PROGRAM
FEDERAL AWARDS**

State	Federal Award	State	Federal Award
Alabama	\$115,251	Nebraska	\$300,570
Arkansas	\$207,535	Nevada	\$300,000
California	\$747,781	New Hampshire	\$199,878
Colorado	\$195,938	New Jersey	\$498,000
Connecticut	\$350,000	New Mexico	\$193,700
Delaware	\$276,741	New York	\$663,893
Hawaii	\$750,000	North Carolina	\$746,800
Idaho	\$346,708	North Dakota	\$287,694
Illinois	\$685,855	Ohio	\$700,000
Iowa	\$190,000	Oregon	\$450,000
Kansas	\$296,533	Pennsylvania	\$698,613
Kentucky	\$400,000	Puerto Rico	\$288,650
Maine	\$161,048	Rhode Island	\$373,000
Maryland	\$518,413	South Carolina	\$349,218
Massachusetts	\$500,000	Utah	\$395,000
Michigan	\$750,000	Vermont	\$174,461
Minnesota	\$564,132	Virginia	\$578,500
Mississippi	\$540,100	Washington	\$747,300
Missouri	\$599,000	West Virginia	\$200,000
Montana	\$347,688	Wisconsin	\$712,000

Awardees were determined using a competitive process, as required by the Small Business Jobs Act of 2010 and the Consolidated and Further Continuing Appropriations Act of 2015.