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October 10, 2012

**FOR IMMEDIATE RELEASE**

## **Pennsylvania Receives \$2.35 million STEP Grant to Increase Small Business Exports**

PHILADELPHIA, PA – Last week the Pennsylvania Department of Community and Economic Development (DCED) [announced](#) it received a \$2.35 million State Trade and Export Promotion (STEP) grant from the U.S. Small Business Administration. The grant will increase export assistance that is available to Pennsylvania’s small businesses.

“We commend DCED on obtaining the largest STEP grant in the nation, and we look forward to working with them to continue increasing Pennsylvania’s presence in the global market,” said Pennsylvania SBDC State Director Christian Conroy. “This grant will provide additional resources that are critical to helping more small firms successfully enter new markets abroad,” he added.

The goal of the STEP Initiative is to increase the number of small businesses that are exporting and increase the value of exports for those small businesses that are currently exporting. The STEP funds will be awarded to qualifying Pennsylvania companies to participate in trade missions, shows and business development activities.

The Pennsylvania SBDC continues to work with state and federal trade partners to help hundreds of businesses successfully enter international markets. In 2011, the Pennsylvania SBDC network grew its clients’ international trade sales by \$23.8 million reporting a total of \$142.5 million in export sales. The network also logged 5,392 hours of consulting time on international trade issues in 2011. In addition, a total of 24 export-based educational events were attended by 352 individuals.

Through [18 SBDC locations](#) across Pennsylvania, small businesses and entrepreneurs are able to work with an international trade consultant to help them identify the best foreign markets for their company's products or services in addition to specific trade leads. Companies may also receive assistance with importing products to the U.S.

Read more about Pennsylvania SBDC [International Business Services](#) and [International Business Success Stories](#).

(MORE)

**SBDC Locations**

Bucknell University

Clarion University

Duquesne University

Gannon University

Indiana University  
of Pennsylvania

Kutztown University  
of Pennsylvania

Lehigh University

Lock Haven University

Penn State University

Saint Francis University

Saint Vincent College

Shippensburg University

Temple University

University of Pittsburgh

University of Scranton

The Wharton School,  
University of Pennsylvania

Widener University

Wilkes University

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**About Pennsylvania Small Business Development Centers (SBDC)**

*The Pennsylvania Small Business Development Centers (SBDC) supports the economic development of Pennsylvania by providing entrepreneurs and small businesses with individual consultation, comprehensive education and information necessary to help their businesses start, grow, and prosper. SBDCs deliver consulting services and educational programs through a network of [18 locations](#) across Pennsylvania. SBDC consultants work with entrepreneurs in confidential, one-to-one sessions to help them with issues including new business development, shaping a business plan, investigating funding opportunities, and much more. For more information on the Pennsylvania SBDC services and impact, please visit [www.pasbdc.org](http://www.pasbdc.org).*