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**EMPIRE STATE DEVELOPMENT ANNOUNCES GLOBAL NY  
RECEIVES FEDERAL GRANT TO PROMOTE NEW YORK STATE  
EXPORTS AND SUPPORT SMALL BUSINESSES**

*U.S. SMALL BUSINESS ADMINISTRATION AWARDS NEW YORK  
STATE MORE THAN \$600,000*

Empire State Development (ESD) today announced that Global NY, the agency's international division, has been awarded a \$602,115 State Trade Expansion Program (STEP) grant from the U.S. Small Business Administration (SBA) to support the growth of New York exports to foreign markets around the globe. When combined with state matching funds, the STEP Program will invest more than \$920,000 in small businesses statewide through September 2017.

"Small businesses comprise more than 98 percent of the businesses in New York State and they're the backbone of our economy," said ESD President, CEO & Commissioner Howard Zemsky. "Thanks to the help of our federal partners at SBA, we will be able to utilize federal funding to enhance our successful Global NY program and continue to help New York State businesses expand to new markets around the world."

The purpose of the STEP Program is to increase the number of new small business exporters, to increase the value of exports by small businesses and to expand job creation and retention through export activity.

The STEP Program will assist New York small businesses in:

- Participation in foreign trade missions and trade shows;
- Foreign market sales trips;
- Gold Key services provided by the U.S. Department of Commerce;
- Website and/or marketing material translation services; and
- International trade workshops that align with the program objectives.

This is the fifth year in a row that the State has won this competitive award. Empire State Development's Global NY will administer the grant funding to help small businesses increase their export sales in international markets.

SBA Administrator Maria Contreras-Sweet said, "Exporting provides tremendous opportunities for America's small businesses and entrepreneurs. Two-thirds of the world's purchasing power

can be found outside of the United States, but only about one percent of America's 28 million small businesses are reaching customers beyond our borders. Exporting is an important growth opportunity for our small businesses that are ready to expand their reach into new and increasingly borderless global markets. These STEP awards, in addition to SBA's export loans and U.S. Export Assistance Centers, help small businesses across our nation have the tools, resources and relationships they need to take their businesses global."

In Round 1 of the STEP program, 68 small businesses received grants from the state; in Round 2, 18 businesses received grants; in Round 3, 91 businesses received grants to participate in 99 trade activities; and in Round 4, which concluded on September 29, 2016, more than 120 businesses have received grants for 155 trade activities.

Starting on September 30, 2016, funding for Round 5 will be awarded to small businesses on a first-come, first-serve basis until all program funds are committed. For events to be covered by the funding, they must be completed by September 29, 2017. Additionally, special consideration will be given to companies that are certified MWBE firms and to businesses that are classified among New York State's manufacturing strategic industries, which include, but are not limited to Aerospace; Agriculture; Beverages and Processed Foods; Biotech and Life Sciences; Cleantech and Renewable Energy; Nanoelectronics and Nanotechnology, among others.

In addition to STEP grants, the Global NY Fund disburses \$2 million in annual loans and grants to help small New York State businesses with exports. Loans of up to \$500,000 are available for companies to purchase equipment and inventory needed to deliver on export-related contracts and provide working capital to support foreign accounts receivable. Additionally, interest-free loans of up to \$50,000 are available for Distilled and Fermented Beverage industry businesses to promote New York State's thriving beverage industry on a global scale. The Fund also provides grants of up to \$25,000 to help companies start exporting or increase their global exports, and up to \$50,000 for nonprofits that provide export assistance and trade education to New York State companies.

For businesses interested in applying for STEP grants or other export assistance, please contact Empire State Development's Global NY Division via email ([GlobalNY@esd.ny.gov](mailto:GlobalNY@esd.ny.gov)) or call (212)803-2300. For more information about the Global NY initiative, please visit [www.global.ny.gov](http://www.global.ny.gov).

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