



GEORGIA EXPORT GRANT APPLICATION GUIDELINES

WHAT IS GEORGIA EXPORT GRANT?

Georgia Export Grant, launched in partnership with the U.S. Small Business Administration, provides reimbursement funding to eligible Georgia exporters for pre-approved export activities. This competitive grant program is intended to increase the number of small businesses that export, assist small firms with export development and expand international sales.

- Approved small businesses are eligible for 75% reimbursement of approved export activities. Companies may apply for two activities during the grant cycle.

WHO IS ELIGIBLE TO APPLY?

Georgia businesses that meet all of the following criteria can apply:

1. Company is a for-profit business that meets SBA size standards as listed in 13 C.F.R. Part 121
2. Company is incorporated in the U.S. and operating in the State of Georgia*
3. Active registration with the Georgia Secretary of State
4. Company has been in business on or before September 30, 2023
5. Products or services must contain at least 51% U.S. content, based on cost of goods sold
6. Company must have access to sufficient resources to bear the costs associated with trade, including costs of packing, shipping, freight forwarding and customs brokers
7. Companies must certify that they are in good standing with the U.S. government (are not a debarred party), and meet all of the eligibility requirements established by SBA in order to apply

WHAT ACTIVITIES ARE ELIGIBLE FOR REIMBURSEMENT?

- Export training courses enrollment fees
- International trade show booth costs

** Foreign-owned companies are ineligible for Georgia Export Grant, per SBA Guidelines. **Only economy class airfare is reimbursable, and must comply with Fly America guidelines.*

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ACTIVITIES THAT ARE NOT ELIGIBLE FOR REIMBURSEMENT

- Economy Comfort or First Class airfare
- Meals
- Entertainment costs
- Other non-allowable items
- Design of international marketing materials
- International travel costs for trade shows, missions and foreign buyer trips including airfare and lodging.**
- Participation in U.S. Commercial Service programs and services
- Website globalization costs and other fees associated with growing online business opportunities
- Export credit insurance premiums
- Printing costs
- Legal services (For contract review or IP protection)
- International certifications (CE Mark, SFDA, Health Canada, etc.)

DOES YOUR BUSINESS REPRESENT A DESIGNATED SMALL BUSINESS COMMUNITY?

Approved companies that are certified as a women's business enterprise (WBE), minority business enterprise (MBE), a veteran-owned business, or service-disabled veteran-owned business are eligible for 90% reimbursement of approved activities.

MINORITY
OWNED
BUSINESS

WOMAN
OWNED

VETERAN
OWNED

SERVICE-DISABLE

VETERAN
OWNED

RURAL
BUSINESS
LOCATED IN:

Appling, Atkinson, Bacon, Baldwin, Banks, Ben Hill, Berrien, Bleckley, Bulloch, Calhoun, Camden, Candler, Charlton, Chattooga, Clay, Clinch, Coffee, Colquitt, Cook, Crisp, Decatur, Dodge, Dooly, Early, Elbert, Emanuel, Evans, Fannin, Franklin, Gilmer, Glascock, Gordon, Grady, Greene, Habersham, Hancock, Hart, Irwin, Jackson, Jeff Davis, Jefferson, Jenkins, Johnson, Laurens, Lumpkin, Macon, Miller, Mitchell, Montgomery, Pierce, Polk, Putnam, Quitman, Rabun, Randolph, Schley, Screven, Seminole, Stephens, Stewart, Sumter, Talbot, Taliaferro, Tattnall, Taylor, Telfair, Thomas, Tift, Toombs, Towns, Treutlen, Troup, Turner, Union, Upson, Ware, Warren, Washington, Wayne, Webster, Wheeler, White, Wilcox, Wilkes or Wilkinson.

If your business represents one of the above, you are eligible for reimbursement of 90%, up to the maximum activity amount.

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HOW TO DETERMINE IF YOUR PRODUCT/SERVICE HAS AT LEAST 51% U.S. CONTENT

SBA requires that eligible companies certify that their products or services are of U.S. origin or contain at least 51% U.S. content, based on cost of goods sold.

Products

Ex-factory price of good		\$100
Aggregate value contributed by non-U.S. or foreign sources	Manufacturing costs (payment to foreign contract manufacturer)	\$25
	Value of all foreign-supplied parts/inputs/materials	\$20
	Foreign administrative costs	\$2
	Foreign transportation and logistics costs (up to factory door)	\$2
	Licenses, royalties, and fees paid for foreign intellectual property	\$0
U.S. content		\$51

Definition of U.S. content for services: the contract value of the service (whether delivered in the U.S. or overseas), minus the aggregate value contributed by non-U.S. or foreign sources (e.g., costs or payments to foreign suppliers/providers/employees not resident in the United States).

Services

Contract value of the service		\$100
Aggregate value contributed by non-U.S. or foreign sources	Staffing costs of foreign subcontractor	\$25
	Value of foreign inputs/materials used to execute contract	\$15
	Foreign based legal and administrative costs	\$9
U.S. content		\$51

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APPLICATION REVIEW CRITERIA

Georgia Export Grant is a competitive grant program; each application is thoroughly vetted and eligible companies are evaluated by a formal review committee. Companies are strongly encouraged to submit detailed applications outlining their international strategy, current export capacity, on-going export efforts and goals for international expansion. The Review Committee will consider the following factors when scoring applications.

- Company's export goals for the next 12-18 months?
- Steps a company has undertaken to prepare for global markets.
- Is the product/service described export-ready?
- How will the activity support company's stated export goals?
- Company's commitment to growing export sales/expanding international market presence.
- Company's ability to translate the requested export activities into measurable export success and global sales.

WHAT'S NEXT

- Companies will receive an automatic reply once a completed application has been received.
- Companies are notified within 45 days of the receipt of a completed application.
- Approved applicants will need to register their vendor profile and upload their vendor forms into the State Accounting Office's Vendor management system.

APPLICATION CHECKLIST

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| ☒ Completed Application | ☒ SBA Debarment Certification form |
| ☒ SBA Self-Representation form | ☒ Submit your application electronically at Georgia.org/georgia-export-grant |

QUESTIONS?

Contact: Alice Carson, Trade Division Director, global@georgia.org