

GOGLOBAL GRANT

Presented by Indy Chamber and JPMorgan Chase & Co.

GOGLOBAL GRANT EXPORT ACCELERATION PROGRAM FAQs

What is the GoGlobal Grant?

The GoGlobal Grant is presented by Indy Chamber and JPMorgan Chase & Co. to assist companies in activities to support export acceleration.

The GoGlobal Grant Export Acceleration Program will provide selected companies up to \$5,000 in matching funds that will cover 50% of costs associated with strategies to export the company's goods or services.

Examples of approved export activities:

- Export plan development
- Product modification research
- One-on-one export counseling
- Customized market research
- Supply chain analysis and assistance
- Partners search (distributor, agent, joint venture, etc.)
- Business to business matchmaking
- Gold Key services from U.S. Commercial Service
- Participation in trade show or trade mission
- Pricing assistance

Companies can, and are encouraged to, include multiple services and activities in their application, and they are expected to explain how each service or activity will catalyze or support their efforts to go global. Specific, measurable goals/outcomes should be outlined in the grant proposal.

How is funded?

JPMorgan Chase awarded the Indy Chamber with a grant to develop its export resources and launch this grant program. The Indy Chamber serves as the grant administrator.

Are there any eligibility requirements?

In order to be considered for grant funding, an authorized representative of the company must certify that the applicant is eligible to receive GoGlobal funds under all of the following elements of SME eligibility:

- Convincing evidence that grant assistance will make a measurable difference in a company's ability to sell successfully in international markets within two years of receipt of grant assistance
- Can attribute projected export activity to employment or income growth for the company
- Must be in business a minimum of 2 years
- Must have primary operations based in the nine-county Indy metro (Boone, Hamilton, Hancock, Hendricks, Johnson, Madison, Marion, Morgan, and Shelby counties)

- Preference will be given to companies with less than 250 employees and have annual revenues less than \$20 million
- A one-on-one business coaching session is required as part of the application process. Upon submitting application, arrangements for coaching session will be coordinated.

How does my company apply for the GoGlobal Grant Export Acceleration Program?

The application and program information can be found at IndyChamber.com/GoGlobalGrant.

What is expected of each company selected for a GoGlobal Grant award?

The information collected in the application will be used to determine your company's eligibility to receive a grant through the GoGlobal Grant. Submission of the application does not obligate your company to accept export assistance services. However, your submission of an application does obligate your company to the terms and conditions contained within if your company accepts an offer of a GoGlobal Grant. If a company decides to not move forward with the services and activities outlined in the application, the company is expected to return funds to the Indy Chamber.

Selected companies will be required to share stories and information related to your company's export success. The company agrees to share research conducted by your selected service provider with the grant administrators. The company also agrees to share data about direct sales, new investors, signed partner agreements, fraud avoidance and other evidence of success that resulted from GoGlobal Grant support. The company will share data for up to three years following the receipt of grant funds to assist with reporting as well as process improvement. The company's name will not be shared in publicity materials without your permission.

Are there deadlines?

The GoGlobal Grant applications are reviewed and awarded on a rolling basis.

How will winning companies be determined?

The Indy Chamber Export Advisory Council, consisting of representatives from the regional business community will review completed applications submitted by eligible companies. Advisory council members will use the following criteria in determining the companies selected for awards:

1. Current or future exportability of company's products or services
2. Realistic one-year and three-year exporting plans
3. Convincing evidence that grant assistance will make a measurable difference in a company's ability to sell successfully in international markets within two years of receipt of grant assistance
4. Can attribute projected export activity to employment or income growth for the company
5. Must be in business a minimum of 2 years
6. Must have primary operations based in the nine-county Indy metro (Boone, Hamilton, Hancock, Hendricks, Johnson, Madison, Marion, Morgan, and Shelby counties)
7. Preference will be given to companies with less than 250 employees and have annual revenues less than \$20 million
8. Completion of a one-on-one business coaching session to assess viability of exporting activity and proposed plan.

When will my company receive GoGlobal Grant funds if selected for an award?

Upon notification of selection, companies will receive 50% of their award. The remaining 50% will be awarded upon successful submission of a case study with:

- A brief description of the company
- Why going global is important to their business
- The ways in which the GoGlobal Grant assisted the company in its efforts to go global, including the impact to date and what is expected to occur because of granted activity in the next six to twelve months

- The company's next steps to continue increasing its global engagement

When can my company use the funds awarded through GoGlobal?

Companies may apply grant awards to an event or activity to which they applied or committed prior to grant approval if activity is after the award date. However, grant funds may not be used to pay for an event that took place prior to the company's approval for grant funds.