



EXPORT DEVELOPMENT PROGRAM

The Southwestern Pennsylvania Commission (SPC) offers a wide range of services designed to help small and mid-sized businesses develop their international sales to compete successfully in the global economy.

Southwestern Pennsylvania Commission

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The goal of SPC's Export Development Program is to provide assistance and create opportunities for Southwestern Pennsylvania companies to expand their business internationally, thereby increasing export sales and employment prospects in the region.

SPC's Export Development staff offers consultative services to small-and mid-sized businesses located throughout Southwestern Pennsylvania. SPC's Export Development Program also sponsors and co-sponsors educational seminars and training programs designed for exporters and potential exporters in the region.



OUR SERVICES INCLUDE:

- Export-readiness assessment
- Market identification and access strategies
- International market and industry research
- Trade show and event preparation
- Business etiquette and negotiation tactics
- Export documentation and other technical assistance

Studies indicate that increased exports contribute significantly to economic growth, yet most small-and mid-sized firms don't consider international business opportunities because they lack trained personnel or have limited access to international marketing resources. Publicly funded export programs — like SPC's Export Development Program — provide assistance and afford these companies the opportunity to be internationally successful while contributing to our region's economic growth.

As the region's Local Development District, SPC partners with various state and federally funded organizations related to international business development including:

- Duquesne University SBDC, Chrysler Corporation
- Department of Community and Economic Development, Commonwealth of Pennsylvania
- Saint Vincent College SBDC, Center for Global Competitiveness
- U.S. Department of Commerce, U.S. Commercial Service
- U.S. Appalachian Regional Commission

In addition, SPC works with a global network of Overseas Trade Representatives representing the Commonwealth of Pennsylvania. These representatives provide market research and other services from countries in Europe, Asia, Africa, Australia, the Middle East, and North and South America.

