



# STATE TRADE EXPANSION PROGRAM (STEP) ELIGIBILITY REQUIREMENTS

Qualified Colorado company participants must meet the following eligibility requirements:

- Company must be “new to export” or “new to market” - that is, the event/activity must help the company to enter a new market, where they do not already have significant export sales.
- Is organized or incorporated and operating in the United States.
- Company must be registered and in “Good Standing” with the Colorado Secretary of State.
- Meet:
  - The applicable industry-based small business size standard established under section 3 of the Small Business Act; or
  - The alternate size standard applicable to the program under section 7(a) of the Small Business Act and the loan programs under title V of the Small Business Investment Act of 1958 (15 U.S.C. 695 et seq.); The U.S. Small Business Administration (SBA) size standards are found at 13 C.F.R. Part 121. Click [here](#) for the [sba.gov](http://sba.gov) link which identifies information on size standards for your business based on your NAICS code.
- Has been in business for not less than one year, as of the date on which assistance using STEP grant funds commences; and
- Has access to sufficient resources to bear the costs associated with trade, including the costs of packing, shipping, freight forwarding, and customs brokers.
- Company is export ready and has a commercialized product or service that is to be exported. Export readiness is evaluated by OEDIT based on the company’s ability to meet new customer demand, provide any necessary customer service to foreign buyers and meet any applicable export regulations and/or certifications that may be required to sell the product or service in the target market.
- Company must be a U.S. company seeking to export goods or services of U.S. origin or have at least 51% U.S. content
- Company must apply directly to grant program. No third party consultants, agents, or representatives may apply on behalf of a client company or their own consultant firm.
- A participant is defined as a company, not an individual employee of a company.
- Company must agree to provide information on export sales data resulting from STEP funding, and respond to all STEP surveys administered by OEDIT on a timely basis. OEDIT will send surveys every six months, for up to three years. By applying for STEP, you are agreeing to respond to these surveys with information on export sales data.

These terms and conditions are subject to change without notice based on funding availability and changes in federal and state procedures and laws.



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