



A Company Application must be Submitted and Approved

# Specialty Crop Export Program Trade Trip Application

Company Name: \_\_\_\_\_ Phone: \_\_\_\_\_

Contact Name: \_\_\_\_\_ Email: \_\_\_\_\_

**Trip Information** (Complete all that apply):

Show / Trip Name:	Show / Trip Website:
Location:	Industry:
Itinerary (include all dates and locations):	
What is the target market area?	Number of Appointments Set:
Number of Exhibitors:	Number of Buyers:
Name of Person(s) Traveling:	Title:

<b>Which activity are you applying for?</b>
<input type="checkbox"/> Foreign Trade Mission
<input type="checkbox"/> Foreign Trade Show
<input type="checkbox"/> Foreign Market Sales Trip
<input type="checkbox"/> Reverse Trade Mission

<b>How did you hear about this show / trip?</b>		
<b>Have you exhibited at this show before?</b>	<input type="checkbox"/> Yes	<input type="checkbox"/> No
<b>Have you exhibited at other international trade shows before?</b>	<input type="checkbox"/> Yes	<input type="checkbox"/> No
If yes, what, when and where was the last show?		
<b>Are you using U.S. Department of Agriculture market access programs in conjunction with this show / trip?</b>	<input type="checkbox"/> Yes	<input type="checkbox"/> No
If yes, please describe:		

**Goals for the Trade Trip** (Must be measureable):

<b>Goal 1 - Sales estimate (in USD) through September 2020 as a result of this trip:</b>
<b>Goal 2:</b>
<b>Goal 3:</b>

Please see reverse side to complete worksheet

**Export Plan** (If you already have an Export Plan in place you can attach relevant pages in lieu of answering these questions):

Why do you want to enter into the export market or expand your current export markets?

Describe your short-term goals:

**Products:**

What product(s) / service(s) will you promote?

How do you intend to fill orders for increased sales resulting from your export activities?

Will any of your product(s) / service(s) need to be adapted for export (i.e. labeling requirements)? Why or why not?

**Target Markets and Customers:**

What kind of contact(s) are you seeking?

Buyers for Immediate Sales

Finding Agent / Distributor / Rep(s) for Market(s)

Other:

Market Research / New Business Contacts

Meet with Current Distributors

**Budget**

List estimated expenses below: (Mark N/A for services/items that do not apply)

Estimated Expense	Estimated Company Funds	Estimated Specialty Crop Funds	For Official Use Only
Airfare			
Trade Show / Booth			
Hotel Lodging Rates (State Department Rate - <a href="http://aoprals.state.gov/web920/per_diem.asp">http://aoprals.state.gov/web920/per_diem.asp</a> )			
Per Diem (State Department Rate - see link above)			
Other (Describe):			
Other (Describe):			
Other (Describe):			
<i>Total Estimated Amount of Funds</i>			

I certify that this trip is to solely enhance the competitiveness of specialty crops for human consumption.

Signature (required)

Name (printed)

Title

Date

**(FOR OFFICIAL USE ONLY)**

Total Award

\$

Award Signature

Date