



Gateway to Exporting: Your Key to International Markets

The New Mexico Small Business Development Centers Network has teamed up with the Small Business Administration to create the Gateway to Exporting Program, aimed at increasing the capabilities of New Mexican small businesses to export their products/services to the global market. A special focus will be placed on increasing New Mexico’s exports to Mexico and developing New Mexican suppliers to Mexico’s maquiladora industry. The international trade experts participating in the program will assist companies in:

- Becoming export ready
- Accessing international trade resources
- Promoting their products to selected target markets
- Identifying buyers for their product/services
- Facilitating meetings with potential buyers
- Conducting follow up with prospects

There is no cost to participate in this program. However, to participate, companies will have to sign an agreement accepting the following terms:

- 1) Company will commit to working with SBDC staff and associates to jointly create an international business plan. In order to complete this plan, the company personnel will need to dedicate the necessary time to work with the SBDC to complete the plan. Company also commits to providing the necessary company information that will be needed for completion of the plan.
- 2) Company will commit to supplying coordinators of the Gateway program with product samples and collateral material. Company also will be available to provide technical and follow up information on products and company operations.
- 3) Company commits to meeting with any qualified prospects that are identified. This may involve traveling to New Mexico’s border region to conduct face-to-face meetings with potential buyers or sales representatives. All travel, lodging and incidental costs are the responsibility of the company.
- 4) Company commits to providing the New Mexico SBDC Network with information on a quarterly basis pertaining to any successes that were achieved during the program including:
 - a. Signed export contracts
 - b. Jobs created due to the efforts of the Gateway program
 - c. Jobs saved or retained due to the efforts of the Gateway program
 - d. Any export working capital or other related loans obtained due to the efforts of the Gateway program.

Company-specific information will be maintained confidential. However, information provided by participating companies may be used in the aggregate for reporting purposes.

Company

Company Representative

Phone

Email

Date