



Maryland

DEPARTMENT OF COMMERCE





Maryland Department of Commerce Export Services

- ExportMD Grant
- Export Counseling Services
- Trade Show Support
- Global Gateway Soft Landing Exchange Program
- USEAC / ExIm Service Reimbursement

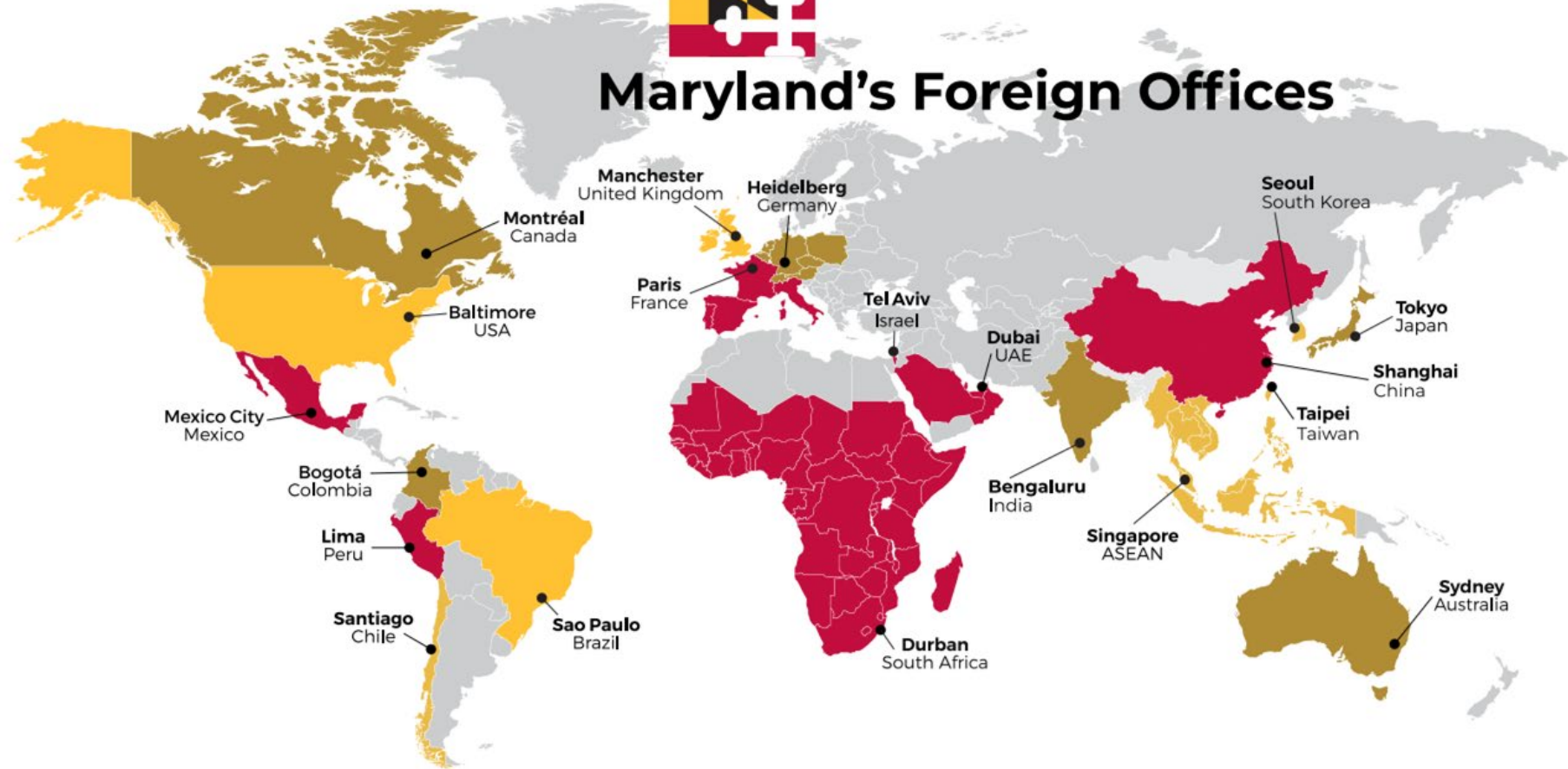
ExportMD Grant

- Reimburse 2/3 of up to \$7,500 expenses (a total reimbursed value of up to \$5,000)
- Eligible expenses:
 - Fees for shipping sample products
 - Cost of compliance testing an existing product for export market
 - Export research tool subscription for market research
 - Website development (design, with international focus; translation into foreign language; search engine optimization; localization services; international payment set-up)
 - Design of marketing media
 - Ecommerce platform hosting/maintenance fees
 - Online market listing fees
 - Registration costs for virtual trade shows and missions
 - Travel expenses
- Deadlines: First of every month before the month of use
- Validity: Six months upon receiving the award
- Managed through the ExportMD portal

Export Counseling Services



Maryland's Foreign Offices



Trade Shows

- Arab Health – Jan 2024 – Dubai
 - ArabHealth is one of the world's largest healthcare show and the largest in the Middle East. It annually features 4,000+ exhibitors from around the world, and in 2023 the show attracted 122,000 professionals from 142 countries.
- Singapore Air Show – Feb 2024 – Singapore
 - The Singapore Airshow is Asia's largest aerospace and defense show. It brings together high-level government and military delegations, as well as senior corporate executives from around the world to forge partnerships and seal deals in this region.
- IFAT Munich – May 2024 – Munich, Germany (ExportMD by April 1, 2024)
 - IFAT Munich is the largest trade show for water, sewage, waste and raw materials management. It attracts 119,000 visitors from 155 countries' government, private industry and academia. There are 3,000+ exhibitors from 60 countries. Currently recruiting 6 companies.
- InfoSycurity Europe – June 2024 – London (ExportMD by May 1, 2024)
 - Infosecurity Europe is the largest cybersecurity event in Europe. It features 400+ exhibitors and 15,000+ visitors representing over 20 countries. Currently recruiting 6-8 companies.
- MEDICA - November 2024 – Düsseldorf (ExportMD by October 1, 2024)
 - MEDICA is the world's leading medical trade fair and the leading international event for the medical technology supply sector. Currently recruiting 10 companies.
- China International Import Expo - November 2024 – Shanghai (ExportMD by October 1, 2024)
 - CIIE is a trade show dedicated to imports into China, attracting close to half a million visitors each year with ~3,000 exhibitors and US\$75 billion worth of deals in 2022. Currently recruiting life science and cleantech companies



Global Gateway Program

Maryland's Global Gateway program provides Maryland companies with the opportunity to test out expanding to new markets abroad at an affordable rate. The exchange program partners provide participating companies with access to facilities, resources, networking, advisors, and more.

Soft Landing Exchange Partners (growing list):

- Guinness Enterprise Centre (Ireland)
- KOSME's Global Youth Startup Academy (South Korea)
- Kanagawa Science Park (Japan)
- Shonan iPark (Japan)

USEAC / ExIm Service

- US Commercial Services
 - Reimburse 2/3 towards up to two US Department of Commerce export services
 - Country Commercial Guides
(<https://www.trade.gov/country-commercial-guides>)
- Export Import Bank Service
 - Reimburse 2/3 of up to \$5,000 towards ExIm premiums

Contact Information



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