

CATCH THE EXPORTING TIDE

CALIFORNIA EXPORTS KEEP ON GROWING

EXPAND YOUR BUSINESS • GAIN INTERNATIONAL GROWTH

Let ExporTech™ Show You the Way

ACCESS NEW
CUSTOMERS!

EXPAND
SALES!

INCREASE
PROFITS!



CALIFORNIA MANUFACTURING EXPORTING FACTS

1. Exporting companies tend to grow 22% faster than non-exporters
2. Small manufacturers comprised 96% of all California exports
3. In 2018, California manufacturers exported \$178.4 billion of goods
4. Top export markets for California are Mexico, Canada, China and Japan

“ ExporTech™ is an integral part of Mayor Garcetti’s export program. We chose to partner with the Department of Commerce and CMTc to deliver ExporTech™ in Los Angeles due to its great success in increasing manufacturers’ export sales. ”

— Eric Eide, former Director of International Trade
Office of Mayor Eric Garcetti



www.cmtc.com/exporting

Kimmella Collins at kcollins@cmtc.com 310-263-3052 or Elizabeth Glynn at eglynn@cmtc.com 310-984-0728

Required commitment fee: \$750 by credit card



THE ONLY NATIONAL PROGRAM THAT HELPS INDIVIDUAL COMPANIES DEVELOP AN EXPORT PLAN

How does ExporTech™ work?

- Execution driven, with a team of partners who make it easier to go-to-market and implement an export growth plan
- Group workshops are combined with an individual coach for each company, leading to an execution plan in 10-12 weeks
- Peer group model, limited to leaders from 6-8 companies, that maximizes impact and propels action
- Amplifies the impact of other export programs, helping companies get the most out of tradeshows, Gold Key services, country visits and trade missions
- Jointly offered nationwide by the National Institute of Standards and Technology's Manufacturing Extension Partnership program and the U.S. Export Assistance Centers of the U.S. Department of Commerce

EXPORTECH™ SUCCESS STORY



CMTC's exporting services enabled us to expand into new international markets and increase sales by more than \$500,000. Their strategic direction helped us accelerate our exporting efforts, and we project continuous growth for years to come.

Diamond Wipes International, Chino, CA

SESSION 1

Export Strategy & Best Practices
Exploring Strategic Options

Individual Coaching

SESSION 2

Mechanics of Exporting
Removing Knowledge Gaps,
Overcoming Obstacles

Individual Coaching

SESSION 3

Export Growth Plan Presentations
Obtaining Expert Feedback

**Plan Implementation
and Go-to-Market**

ExporTech™ Program

2 executives per company.
Commitment to attend all 3 sessions is required.

CMTC ExporTech™ Scholarship

"Pay it forward" model. \$750 due at registration.
See [Scholarship Application](#);
contact Elizabeth Glynn for scholarship details.

Los Angeles (San Fernando Valley):

(Tuesdays) September 10, October 15, November 19
7:30 am - 5:00 pm
The Entrepreneur Center, 13420 Van Nuys Blvd., Pacoima, CA 91331

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