

Catch the Exporting Tide California Exports Keep on Growing



Expand your business through exporting

Access New Customers!

Expand Sales!

Increase Profits!



California Manufacturing Exporting Facts

- Exporting companies tend to grow 22% faster than non-exporters
- Small manufacturers comprised 96% of all California exports
- In 2015, California manufacturers exported \$165.4 billion of goods
- Top export markets for California are Mexico, Canada, China and Japan

Let ExporTech Show You the Way



"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, Director of International Trade
Office of Mayor Eric Garcetti



For additional information on the ExporTech program, contact Elizabeth Glynn at
(310) 984-0728 or eglynn@cmtc.com
www.cmtc.com/exporting

EXPORTECH™

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 the plan
- Group workshops are combined with an individual coach for each company, leading to an export plan in 9 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™ Program Cost

\$5,000 per company (for 2 executives per company)

CMTC ExporTech Scholarship

Initial commitment is only \$750 (refunded after Team completes Session 1).

After one year of having implemented your export growth plan, if your company has generated a minimum of \$100K in additional export sales, we ask that you provide a \$5,000 ExporTech scholarship to another manufacturer to assist them with their export efforts.

Dates

May 16, June 13, July 18, 2017
7:30 a.m. – 5:00 p.m.

Location

Los Angeles Cleantech Incubator (LACI)
La Kretz Innovation Campus
525 S. Hewitt Street
Los Angeles, CA 90013
(213) 358-6500



ExporTech™ Successes

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

Diamond Wipes International
Chino, CA

"CMTC's exporting services were critical to helping us increase sales. Our company experienced a 46% increase in sales and more than 25% of our gross revenue now comes from international business."

Louroe Electronics, Inc.
Van Nuys, CA



To Register: Contact Elizabeth Glynn at 310-263-3052 or eglynn@cmtc.com

For additional information on exporting visit: www.cmtc.com/exporting