

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

Pay it forward model. \$750 due at registration.

(View [Scholarship Flyer](#) and/or call Elizabeth Glynn for scholarship details.)

Dates/Time:

Tuesdays: July 17, August 21, September 25, 2018
7:30 a.m. - 5:00 p.m.

Location:

Los Angeles Harbor College
Tech Building, Tech 110, 1111 Figueroa Place
Wilmington, CA 90744
(Parking: Kiosk Lot 6 Cost: \$2.00)



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™ Successes

"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



To Register: Contact Elizabeth Glynn at 310-984-0728 or eglynn@cmtc.com

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