Catch the Exporting Tide California Exports Keep on Growing



Expand your business through exporting

Access New Customers!



California Manufacturing Exporting Facts

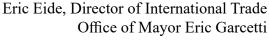
- Exporting companies tend to grow 22% faster than non-exporters
- Small manufacturers comprised 96% of all California exports
- In 2015, California manufacturers exported \$165.4 billion of goods
- Top export markets for California are Mexico, Canada, China and Japan

Let ExporTechTM Show You the Way



An Export Acceleration System for Achieving Profitable Growth

"ExporTechTM is an integral part of Mayor Garcetti's export program. We chose to partner with the Department of Commerce and CMTC to deliver ExporTechTM in Los Angeles due to its great success in increasing manufacturers' export sales."

























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-tomarket 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)







An Export Acceleration System for Achieving Profitable Growth

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









