



Export Trade Assistance Partnership

SMALL BUSINESS ADMINISTRATION - BALTIMORE DISTRICT OFFICE
OCTOBER 2011



ETAP Pre-Screening Application

Please complete the application and send it to ubmdsbdc@ubalt.edu or fax to 410-837-5012

Company Name

Address

Contact Name and Title

Telephone Number

Fax Number

E-mail

Webpage

Have you ever exported before? [] yes [] no

If yes, what percentage of annual sales are you currently exporting? _____

Company's Product or Service Information

Product or Service Description

Primary Product Uses:

Is your company's product or service comprised of at least 51% U.S. content? _____

What industry are you involved in?

High Tech Manufacturing Food/Agriculture Service Other

When was your company established? _____

Market Information

Countries that you are currently exporting to: _____

Countries that you are currently importing from: _____

Countries that you would like to export/import: _____

Number of Employees: _____

Gross Annual Sales: _____

Immediate International Objectives: _____

Do you have an export promotion budget or are you willing to create one? _____

What are your expectations of the Export Trade Assistance Partnership (ETAP) program?

Please select the sessions you would like to sign-up for:

___ All Sessions

___ Session 1: October 5, 2011 - Global Business Opportunities for Small Business

___ Session 2: October 12, 2011 - Exploring Market Entry Strategies

___ Session 3: October 19, 2011 - International Shipping / Legal Aspects of International Trade

___ Session 4: October 26, 2011 - International Finance & Methods of Payment