

**FREQUENTLY ASKED QUESTIONS**  
**U.S. SMALL BUSINESS ADMINISTRATION**  
**OFFICE OF INTERNATIONAL TRADE**  
**STATE TRADE AND EXPORT PROMOTION GRANT PROGRAM**  
**Program Announcement No. OIT-STEP-2012-01**

**Who can apply for a grant under the STEP Program?**

A State agency that has been officially designated as the sole entity responsible for conducting the State's trade and export activities may apply. The designation must have been made before the application is submitted. The organizational structure of the applicant must reflect an official agency relationship with State government, and the State must provide financial backing and show support for grant activities. The application must include the written endorsement of the Governor or his/her designee. Only one proposal will be considered per state.

**What does the term 'State,' mean in the STEP Program?**

In the STEP Program the term 'State,' means each of the several States, the District of Columbia, the Commonwealth of Puerto Rico, the Virgin Islands, Guam, and American Samoa.

**Can Small Business Development Centers apply for grants under the STEP Program?**

SBDC's do not meet the criteria of 'eligible applicants,' under the STEP Program, and for this reason, cannot apply. But, applicants can propose efforts that include collaborative relationships and sub-contractual relationships with SBDC's, and that provide for payment of stipends or tuition for, or reimbursements to, STEP Clients for services provided to them by SBDC's.

**How do states rank in terms of the number of small business exporters?**

The following table reflects the number of 'small and medium sized exporters,' for 2009, the most recent year for which data is available. Note that 'small and medium sized exporters,' is the closest surrogate to 'small business exporters,' for which data is captured by the Bureau of the Census, U.S. Department of Commerce.

States/Territories	Rank	2009 No. SME Exporters	States/Territories	Rank	2009 No. SME Exporters

California	1	55,530	Alabama	28	2,214
Florida	2	36,109	Louisiana	29	2,209
New York	3	25,422	Utah	30	2,200
Texas	4	23,792	Oklahoma	31	2,044
New Jersey	5	14,406	Nevada	32	2,034
Illinois	6	14,239	Iowa	33	2,008
Ohio	7	11,102	Kansas	34	1,957
Pennsylvania	8	11,013	New Hampshire	35	1,852
Michigan	9	10,169	Puerto Rico	36	1,352
Georgia	10	8,365	Rhode Island	37	1,284
Massachusetts	11	7,937	Arkansas	38	1,164
Washington	12	7,193	Maine	39	1,158
North Carolina	13	7,067	Nebraska	40	1,033
Wisconsin	14	5,677	Idaho	41	984
Minnesota	15	5,635	Mississippi	42	930
Indiana	16	5,400	Vermont	43	807
Arizona	17	4,772	New Mexico	44	777
Unknown	18	4,562	Delaware	45	773
Virginia	19	4,414	North Dakota	46	751
Connecticut	20	4,383	Montana	47	656
Oregon	21	4,198	Hawaii	48	601
Colorado	22	3,974	West Virginia	49	576
Tennessee	23	3,906	South Dakota	50	483
Missouri	24	3,753	Dist. Columbia	51	351
Maryland	25	3,661	Alaska	52	225
South Carolina	26	3,056	Wyoming	53	219
Kentucky	27	2,437	Virgin Islands	54	64

### How do States rank in exports?

The following table reflects the value of exports, by state, for 2011. The data was prepared by the Bureau of the Census, U.S. Department of Commerce.

States/Territories	Rank	2011 Total Exports (M)	States/Territories	Rank	2011 Total Exports (M)
Texas	1	\$ 49,860	Missouri	28	\$ 14,145
California	2	\$ 159,354	Iowa	29	\$ 13,283
New York	3	\$ 82,894	Kansas	30	\$ 11,572
Florida	4	\$ 64,756	Mississippi	31	\$ 10,926
Washington	5	\$ 64,632	Maryland	32	\$ 10,879

Illinois	6	\$ 64,565	West Virginia	33	\$ 9,002
Louisiana	7	\$ 55,124	Nevada	34	\$ 7,978
Michigan	8	\$ 50,802	Nebraska	35	\$ 7,578
Ohio	9	\$ 46,408	Colorado	36	\$ 7,334
Pennsylvania	10	\$ 41,030	Oklahoma	37	\$ 6,218
New Jersey	11	\$ 38,241	Idaho	38	\$ 5,899
Georgia	12	\$ 34,713	Arkansas	39	\$ 5,559
Indiana	13	\$ 32,200	Delaware	40	\$ 5,509
Tennessee	14	\$ 29,973	Alaska	41	\$ 5,238
Massachusetts	15	\$ 27,711	Vermont	42	\$ 4,328
North Carolina	16	\$ 26,964	New Hampshire	43	\$ 4,294
South Carolina	17	\$ 24,680	Maine	44	\$ 3,461
Wisconsin	18	\$ 22,049	North Dakota	45	\$ 3,379
Minnesota	19	\$ 20,276	Rhode Island	46	\$ 2,300
Kentucky	20	\$ 20,066	US Virgin Islands	47	\$ 2,293
Utah	21	\$ 18,929	New Mexico	48	\$ 2,090
Puerto Rico	22	\$ 18,653	Montana	49	\$ 1,581
Oregon	23	\$ 18,292	South Dakota	50	\$ 1,455
Virginia	24	\$ 18,105	Wyoming	51	\$ 1,222
Alabama	25	\$ 17,893	Dist. of Columbia	52	\$ 1,055
Arizona	26	\$ 17,501	Hawaii	53	\$ 909