



**Global NY Grant Fund – For-Profit Business  
Pre-Qualification Checklist (Version 3)**

ARE YOU ELIGIBLE?	
<p><b><i>For-Profit small and medium sized businesses located in New York State (500 or fewer employees).</i></b>  <b><i>Please review the Global NY Grant Fund Guidelines before proceeding.</i></b></p> <p>1. New York State business that intends to export to or expand sales in foreign markets. <span style="float: right;"><input type="checkbox"/> Yes <input type="checkbox"/> No</span></p> <p>2. At least one of the following: <span style="float: right;"><input type="checkbox"/> Yes <input type="checkbox"/> No</span></p> <ul style="list-style-type: none"> <li>▪ 51% of the value of finished product or service originates in New York, the calculation of which includes the value of the raw materials and component parts, designs, labor, manufacturing process, advertising and promotion, distribution, warehousing, and intellectual property, or</li> <li>▪ A business that is certified as a local producer through a regional Chamber of Commerce or Economic Development Agency (e.g. Made in NY; Made in Brooklyn)</li> </ul> <p>3. Business is profitable and in existence for at least one year by the date of application for funding under the Global NY Grant Fund. <span style="float: right;"><input type="checkbox"/> Yes <input type="checkbox"/> No</span></p> <p>4. Demonstrated need for grant assistance. <span style="float: right;"><input type="checkbox"/> Yes <input type="checkbox"/> No</span></p> <p>5. Understanding of costs associated with exporting and doing business with foreign buyers, including costs of freight forwarding, customs brokers, packing and shipping, etc. Applicants may refer to “Export Readiness” by completing the U.S. Department of Commerce’s online <a href="#">Export Questionnaire</a>. Once you complete the questionnaire, you will receive feedback based on Company Commitment, Planning and Strategy, Product Readiness and Export Mechanics. This will help you assess your export readiness, as well as identify areas where you can strengthen and improve your business export activities by providing you with tools and resources. Once you complete the questionnaire, please export your results into a PDF file by clicking on the PDF image on the results page.</p> <p>Applicants may also refer to the <a href="#">Export Education Guide</a>, a comprehensive educational series on exporting made available by the International Trade Administration of the U.S. Department of Commerce for small business owners who are exploring exporting.</p> <p>6. Have you read the Guidelines? If you have not yet spoken with a Global NY representative, you should do so before proceeding. Please refer to the following Resource Directory page for the names of ESD Global NY representatives and their contact information. <span style="float: right;"><input type="checkbox"/> Yes <input type="checkbox"/> No</span></p> <p>If you answered “yes” to all questions above, proceed with the application.            If you answered “no” to any of the questions above, you do not meet the eligibility requirements.</p>	
<p><b>PLEASE NOTE:</b> GLOBAL NY GRANT FUNDS ARE DISBURSED ON A <u>REIMBURSEMENT BASIS ONLY</u>. NO COSTS SHALL BE INCURRED PRIOR TO ESD APPROVAL OF THE GRANT, WITH THE EXCEPTION OF TRADE SHOW BOOTH DEPOSITS.</p>	



## RESOURCE DIRECTORY

If you have additional questions, please contact the Global NY representative in your region below. General questions can also be directed to [globalny@esd.ny.gov](mailto:globalny@esd.ny.gov) or 212- 803-2300.

Region	Counties	International Trade Manager
<b>Capital District</b>	Albany, Columbia, Greene, Rensselaer, Saratoga, Schenectady, Warren and Washington	Kathryn Bamberger <a href="mailto:Kathryn.Bamberger@esd.ny.gov">Kathryn.Bamberger@esd.ny.gov</a> (518) 270-1133
<b>Central New York</b>	Cayuga, Cortland, Madison, Onondaga and Oswego	Omar Sanders <a href="mailto:Omar.Sanders@esd.ny.gov">Omar.Sanders@esd.ny.gov</a> 607-721-8610
<b>Finger Lakes</b>	Genesee, Livingston, Monroe, Ontario, Orleans, Seneca, Wayne, Wyoming and Yates	Carolyn Baker-Scott <a href="mailto:Carolyn.Baker-Scott@esd.ny.gov">Carolyn.Baker-Scott@esd.ny.gov</a> 585-399-7060
<b>Long Island</b>	Nassau and Suffolk	Brian Teubner <a href="mailto:Brian.Teubner@esd.ny.gov">Brian.Teubner@esd.ny.gov</a> 212-803-2346
<b>Mid-Hudson</b>	Dutchess, Orange, Putnam, Rockland, Sullivan, Ulster and Westchester	Kathryn Bamberger <a href="mailto:Kathryn.Bamberger@esd.ny.gov">Kathryn.Bamberger@esd.ny.gov</a> (518) 270-1133
<b>Mohawk Valley</b>	Fulton, Herkimer, Montgomery, Oneida, Otsego and Schoharie	Kathryn Bamberger <a href="mailto:Kathryn.Bamberger@esd.ny.gov">Kathryn.Bamberger@esd.ny.gov</a> (518) 270-1133
<b>New York City</b>	Bronx, Kings, New York, Queens and Richmond	Lennox Ruiz <a href="mailto:Lennox.Ruiz@esd.ny.gov">Lennox.Ruiz@esd.ny.gov</a> 212-803-2344
<b>North Country</b>	Clinton, Essex, Hamilton, Jefferson, Lewis, Franklin and Saint Lawrence	Kathryn Bamberger <a href="mailto:Kathryn.Bamberger@esd.ny.gov">Kathryn.Bamberger@esd.ny.gov</a> (518) 270-1133
<b>Southern Tier</b>	Broome, Chemung, Chenango, Delaware, Schuyler, Steuben, Tioga and Tompkins	Omar Sanders <a href="mailto:Omar.Sanders@esd.ny.gov">Omar.Sanders@esd.ny.gov</a> 607-721-8610
<b>Western New York</b>	Allegany, Cattaraugus, Chautauqua, Erie and Niagara	Richard Ball <a href="mailto:Richard.Ball@esd.ny.gov">Richard.Ball@esd.ny.gov</a> 716-846-8248