

Trade Team PEI: Linking Island businesses to the world

www.tradeteampe.com

Incoming Buyers Program - International

About the Program

Trade Team Prince Edward Island (TTPEI) is a partnership of the Atlantic Canada Opportunities Agency (ACOA), Innovation PEI and other federal and provincial departments and agencies. We recognize the significant economic impact that exporters have on our economy and are committed to providing the tools and support they need to succeed.

The Incoming Buyers Program is one way that TTPEI fulfills that commitment. Under this program, active exporters and export ready companies on Prince Edward Island are eligible to receive support to bring potential buyers and business partners to the province in order to establish or strengthen business relationships and advance revenue generation opportunities.

The Incoming Buyers Program will provide a non-repayable contribution of up to 75% or \$2,250 of maximum allowable costs of \$3,000 associated with bringing a qualified buyer/partner to the province. The client will be responsible for paying the remaining 25% of total budgeted costs.

Eligibility Criteria

Prince Edward Island enterprises who can demonstrate active or emerging interests in international business development will be considered as eligible applicants under the Incoming Buyers Program. Enterprises taking part in Trade Team PEI's trade mission and trade show program can leverage this program as a key follow-up activity. Due to limited program resources, enterprises will normally be eligible for a maximum of two (2) approved projects on an annual basis.

Anticipated Goals & Outcomes

- Assist enterprises in meeting their international business development goals and to enhance revenue generation potential.
- Introduce new buyers and prospective business partners to the region.
- Seek out and expose new market opportunities.
- Leverage Trade Team PEI and other trade missions, trade shows and existing federal-provincial support programs.

How to Get Started

Submitted program application forms will be assessed by Trade Team PEI partners. Eligible costs can only be incurred after a decision on your application has been made. Upon approval, travel costs will then be incurred and paid by the applicant. Trade Team PEI assistance will be disbursed after project completion and upon completion of a post-project survey of the applicant.

Eligible costs will include economy class airfare, accommodations and a set per diem on meals and incidentals.

For more information and to make application for assistance under the Incoming Buyers Program, please contact our Trade Team PEI lead partners:

Lee Brammer at Innovation PEI
lwbramme@gov.pe.ca or (902) 368-5961

Jeff Burry at ACOA PEI
Jeff.Burry@acoa-apeca.gc.ca or (902) 368-0738

Note: This program is intended for international buyers and complements the Innovation PEI **Incoming Buyers Program - Domestic** (for buyers based in other provinces in Canada). Visit <http://www.innovationpei.com/trade> for more information on hosting Canadian Buyers.



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