

## ***Small or New-to-Exporting Companies***

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***More opportunities  
for a wider range of  
companies***

The new PEMD recognizes that a significant number of Canadian businesses lack a consistent capability to export. This is generally a result of an insufficient corporate knowledge of exporting or a lack of in-house resources.

This element of the new program will assist those small or new-to-exporting companies as well as others in Canada that may have only cyclical export needs. It provides a vehicle for those companies to seek out individual export opportunities, either through a market identification visit or through participation in an international trade fair.

**CONTRIBUTION  
LIMITS**

The PEMD contribution per application will be a maximum of \$7,500.

**COMPANY  
ELIGIBILITY**

Eligible companies must:

- be incorporated (federally or provincially) and currently established and operating in Canada;
- be registered in WIN-EXPORTS or BOSS;
- be up-to-date in their commitments to the Canadian Government.

The Canadian content of the product destined for export by the company should be 60%.

Preference will be given to companies with annual sales exceeding \$250,000.

**INELIGIBLE  
APPLICANTS**

Ineligible applicants include public funded institutions, Crown Corporations, Crown owned companies (50% or more) and their affiliates and subsidiaries and non-profit organizations.