



# Louisiana STEP Program

## APPROVED TRADE SHOWS

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STEP is an SBA Program which provides financial awards to state and territory governments to assist small businesses with export development. This program's mission is to increase the number of U.S. small business exporters and increase their export sales.

LED's STEP program will offer travel expense reimbursements of up to 75 percent for new to export companies and up to 50 percent for market expansion companies for total assistance of up to \$2,500 per company for attending an approved show. Only the below trade shows are allowable for STEP reimbursements.

The following trade shows have been approved by SBA for the 2016-2017 Louisiana STEP Program Cycle.

### Oil/Gas/Energy:

#### **NATIONAL ETHANOL CONFERENCE**

Feb. 20-22, 2017

San Diego, California

The 2017 National Ethanol Conference: Building Partnerships, Growing Markets provides attendees with an exclusive opportunity to engage key decision makers and industry executives while networking and learning about the latest technologies and government policies. This program will feature government and industry partners working with us to grow the renewable fuels industry. Speakers will address our successes as well as what more we can do together to develop both domestic and foreign markets, including expanding infrastructure, blends above E10, high octane fuels and exports. More networking and business meetings are conducted at this conference than any other ethanol industry event.

#### **CHINA INTERNATIONAL OFFSHORE OIL AND GAS**

March 20-22, 2017

Beijing, China

China International Offshore Oil & Gas Exhibition (CIOOE), is a regular gathering in oil & gas industry, has been held simultaneously with China International Petroleum & Petrochemical Technology and Equipment Exhibition (CIPPE) successfully for fourteen sessions. CIOOE & CIPPE Beijing has successfully attracted 2,000 exhibitors from 65 nations and regions, 18 international pavilions and 80,000 professional visitors. CIOOE & CIPPE have become the largest petroleum exhibition in the world.

#### **PECOM MEXICO**

March 28-30, 2017

Villahermosa, Tabasco, Mexico

The Petroleum Exhibition Conference of Mexico (PECOM) is the premier event for the oil and gas industry since 1994, held annually in Villahermosa, Tabasco "The Oil Capital of Mexico."

For 22 years, PECOM has delivered the content, technology, trends, challenges, and opportunities vital to the global energy industry. Furthermore, it provides a meeting point for the national and international oil industry through a major exhibition as well as high-level technical conferences.

During 3 days, the event brings together numerous operators and service companies thereby providing the opportunity for professionals and technicians to network, learn and share ideas.

#### **OFFSHORE MEDITERRANEAN CONFERENCE**

March 29-31, 2017

Ravenna, Italy

OMC is the main Mediterranean meeting for the oil, gas and energy industry. Held every two years in Ravenna, Italy, since 1993, OMC focuses on providing a forum for information and technology exchange, to those people interested in the Mediterranean Offshore Industry. Over three days a wealth of industry professionals and decision makers will share ideas, new research and innovation, highlighting how the oil & gas industry can and must contribute to a sustainable future.

#### **OTC HOUSTON**

May 1-4, 2017  
Houston, Texas

The Offshore Technology Conference (OTC) is where energy professionals meet to exchange ideas and opinions to advance scientific and technical knowledge for offshore resources and environmental matters.

Founded in 1969, OTC's flagship conference is held annually at NRG Park (formerly Reliant Park) in Houston. OTC has expanded technically and globally with the Arctic Technology Conference, OTC Brazil, OTC Asia and d5.

#### **GLOBAL PETROLEUM SHOW CANADA**

June 13-15, 2017  
Calgary, Canada

Global Petroleum Show (GPS) is one of the world's largest oil and gas exhibitions and showcases new products, unique innovations and fresh ideas and generates key business leads for the world's energy sector. It attracts attendees from all sectors that have buying or influencing power. Global Petroleum Show includes technology demonstrations, the Global Petroleum Conference, networking events as well as numerous training seminars and courses to suit the oil and gas industry needs.

#### **OIL AND GAS THAILAND**

Sept. 5-7, 2017  
Bangkok, Thailand

The mega petroleum expo featuring: The 7th edition of Oil & Gas Thailand (OGET) 2017 and Petrochemical Asia 2017 is the only specialized oil & gas technology and petrochemical technology event in Thailand that brings together an international congregation of both upstream and downstream oil & gas and petrochemical companies and also its supporting industries gathered in the capital city of Bangkok, Thailand to showcase the latest developments in the oil and gas and petrochemical industry.

#### **OFFSHORE EUROPE**

Sept. 5-8, 2017  
Aberdeen, U.K.

Offshore Europe 2017 (OE 2017) will be held at the AECC (Aberdeen Exhibition and Conference Centre). Offshore Europe is organized by the SPE (Society of Petroleum Engineers) and attracts a global audience of engineers, technical specialists, industry leaders and experts to share ideas and debate the issues of the moment in the upstream oil and gas industry.

#### Food/Agriculture:

#### **SEAFOOD EXPO GLOBAL**

April 25-27, 2017  
Brussels, Belgium

Seafood Expo Global/Seafood Processing Global (formerly the European Seafood Exposition/Seafood Processing Europe) is the world's largest seafood trade event. More than 26,000 buyers, suppliers, media, and other seafood professionals from more than 140 countries visit the exposition. Attendees come to meet with existing suppliers, source new products and network with other industry professionals. It is the global place where the seafood industry meets.

#### **FOOD TAIPEI**

June 21-24, 2017  
Taipei, Taiwan

The 27th Taipei International Food Show will be held from June 21 to 24 of 2017 in Nangang Exhibition Hall and TWTC Hall 1. The show is set to take place with Foodtech & Pharmatech Taipei, Taipei Pack, Taiwan HORECA and Halal Taiwan. This joint expo created an outstanding record of 1,642 exhibitors and 3,920 booths in 2015. (Food Taipei had 1,088 exhibitors and 2,140 booths)

Fresh Fruits & Vegetables, Preserved Fruits & Vegetables, Poultry, Seafood, Meat & Processed Meat Products, Edible Oils, Dairy Products, Organic and Vegetarian Food, Frozen Prepared Food, Canned Food, Baked Food, Biscuits, Wine & Liquor, Coffee & Tea, Juice & Soft Drinks, Condiments & Confectionery, Ice Cream.

#### **FARM PROGRESS SHOW**

Aug. 29-31, 2017  
Decatur, Illinois

The nation's largest outdoor farm event, annually hosts nearly 600 exhibitors displaying new farm equipment, tractors, combines and farm implements; seed and crop protection products; and many additional farm supplies and services.

#### Bio:

#### **BIO TAIWAN**

June 28-July 2, 2017  
Taipei, Taiwan

BioTaiwan 2017 is 5 events in 1, including the BioBusiness Asia Conferences, Greater China Opportunities Conference, BioTaiwan Exhibition, Company Presentation, One-on-one Partnering and a full Seminar and Workshop program. The event takes an in-depth look at issues regarding bio-investing and future trends in biomedical and life sciences within the Asia region. In 2015, the BioTaiwan exhibition had a record number of participants, reaching a total of 670 exhibitors, 1200 booths, and 95,000 plus visitors representing Taiwan, Japan, Korea, China, India, North America and countries from the European Union.

Aerospace/Aeronautics/Defense:

**FAMEX 2017**

April 26-28, 2017

Santa Lucia, Zumpango, Mexico

FAMEX 2017 is a commercial activity in the field of civil and military, aerospace, aeronautics, defense and security as well as in education, which will be held from 26 to 29 April 2017, in the Base Aérea Militar No. 1, in Santa Lucía, Zumpango, México. Base Aérea Militar No. 1 has a platform of aeronautical services approximately 169 thousand square meters, which allows to receive large aircraft for display and demonstration in flight; in addition, it has five pavilions that will have islands and stands to display items and services of the participating companies.

Outdoor/Recreation:

**OUTDOOR RETAILER SUMMER MARKET**

July 26-29, 2017

Salt Lake City, Utah

Outdoor Retailer brings together retailers, manufacturers, industry advocates and media to conduct business of outdoor recreation through tradeshows, product demo events, and web-based business solutions. The Summer Market is the largest outdoor sports show of its kind.

Past Shows:

**GREEN EXPO SHOW**

Oct. 26-28, 2016

Mexico City, Mexico

The Green Expo Mexico is a 3 day event being held from 26th October to the 28th October 2016 at the World Trade Center Mexico in Mexico City, Mexico. This event showcases products like has become indispensable for building business networks, investment and training space etc. In the Business Services, Environment & Waste Management industries etc. in the Business Services, Environment & Waste Management industries.

**ABU DHABI INTERNATIONAL PETROLEUM EXHIBITION AND CONFERENCE (ADIPEC)**

Nov. 7-10, 2016

Abu Dhabi, UAE

The Abu Dhabi International Petroleum Exhibition and Conference (ADIPEC) provides an unrivalled global platform for oil & gas professionals to do business. The world-renowned conference program further educates and provides knowledge transfer and unparalleled network working opportunities.

Since its inception in 1984, ADIPEC has provided an unrivalled platform for industry experts to come together and share knowledge and meet with peers. ADIPEC remains in the top 3 oil and gas events in the world welcoming delegates, visitors and exhibitors from across the globe. The multi-disciplinary conference is intended for international and regional oil and gas professionals, who are involved in both the technical and non-technical functions within the industry.

**ELIGIBLE TRAVEL EXPENSE INCLUDE:**

Reimbursement of coach class airfare that adheres to the Fly America Act

Lodging up to the federal per diem rate

Ground transportation fees

Meals up to the federal per diem rates

Registration fees and booth fees

**TO BE ELIGIBLE COMPANIES MUST:**

Have been in business for at least one year

Operating profitably

Be based in Louisiana

Have a plan for exporting (strategy)

Understand the costs associated with exporting (costs such as freight forwarders, customs brokers, shipping...)

Meet the SBA definition of a small business (generally defined as less than 500 employees)

Not be debarred from doing business with the Federal Government

The company can either be new to export or seeking market expansion

Funded in part through a Cooperative Agreement with the U.S. Small Business Administration.



For additional information, contact Sheba Person Whitley at [sheba.person@la.gov](mailto:sheba.person@la.gov) or visit [OpportunityLouisiana.com](http://OpportunityLouisiana.com).

