



STATE OF WASHINGTON
DEPARTMENT OF COMMERCE

2001 Sixth Avenue Suite 2600 • Seattle, Washington 98121-2895 • (206) 256-6100 • Fax (206) 256-6158

www.commerce.wa.gov

China Accelerator Program Will Grow Your Sales in China

For Washington State companies considering expanding their sales in China, there has never been a more cost-effective opportunity than the ***China Accelerator*** program, offered through the Washington State Department of Commerce. The program is funded in part by a Small Business Administration export promotion grant, one of the largest awarded to a state under the federal Small Business Jobs Act.

Low-Risk Market Entry

Through the ***China Accelerator***, Washington State will pay up to 25% of the cost for qualified Washington companies to participate in the *Business Incubator™* program. The program was developed by Washington's long-time representative in Asia, Tractus Asia (www.tractus-asia.com).

Based in Shanghai, the *Business Incubator* gives businesses an affordable way to grow in China without an expensive commitment to set up an office or create a wholly foreign-owned operation. Most importantly, it allows Washington companies to put people on the ground in China, the most effective way to understand and access this complex and lucrative market.

The *Business Incubator* offers the following high-value services:

- Market Development (Sales and Sourcing)
- Shared Office Space and Infrastructure
- Back Office Administration, Human Resources and Bookkeeping Support, and most importantly...
- Experienced Management Oversight, face-to-face access available every day

Here's what one Washington company said about their recent ***China Accelerator*** experience:

*"Our experience with the Washington Commerce Department programs to help small business export have exceeded our expectations in generating business for the company. We are very excited to participate in the **China Accelerator** program and see this as a perfect stepping stone to getting properly established in the Chinese market. To date we have been very impressed with the knowledge of the team in helping us understand the best way to operate in this key foreign market."*

Richard Counihan, CEO, Enprecis, Inc., Seattle, Washington

To find out if the ***China Accelerator*** program is the right fit for your company, please contact one of the International Trade specialists listed on our website:

<http://www.choosewashington.com/pages/contact.aspx#itd>.