

The Export Development Grant Program provides matching funds that can be used for a multitude of export-related purposes and may be combined with grants offered by the Wisconsin Economic Development Corporation (WEDC). Companies are asked to provide a narrative explaining how the funding will help grow exports. Any and all uses of the funds will be considered.

“Exports are an important way that businesses can grow and become resilient,” said Jim Popp, market leader for JPMorgan Chase in Wisconsin and Minnesota. “The more our local businesses make connections into international markets, the greater their opportunity and the stronger our economy becomes.”

The first wave of applications has been reviewed by the M7 Grant Committee and a total of 17 companies were approved for various projects. “The majority of the award winners will be travelling to international tradeshows for the first time,” explained Chad Hoffman, M7 export development manager. “In addition, several companies will also be utilizing the U.S. Commercial Service’s Gold Key matchmaking service in conjunction with the tradeshows to make the most of the trip abroad. Another popular resource that companies requested funding for was ExporTech™, a Wisconsin program that helps companies develop comprehensive export business plans.”

One of the companies that has been awarded funding exemplifies the spirit and intent of the program. Telkonet, Inc. is a leading provider of intelligent automation solutions throughout commercial markets in several industries. Telkonet has identified significant growth opportunities internationally and intends to devote significant resources to develop channel partners and build out sales by expanding internationally with customers in specific global markets. According to Jason Tienor, CEO of Telkonet, “This grant demonstrates the dedication of Milwaukee, and Wisconsin, towards growing the state’s revenue through all available channels, opening the door to numerous additional state funding opportunities and fueling a part of Telkonet’s overall international activities.”

There is plenty of room for growth for the region's exporters. Southeastern Wisconsin's economy produces just under \$100 billion in total economic output with only 16% resulting from exports. Furthermore, 40% of the region's exports are to Canada and Mexico, which represent just 4.2% of global GDP. Nationwide, according to the International Trade Administration, 58% of small- and medium-sized exporters only sold into a single international market in 2012. "Our goal is to identify companies who are not exporting to their full potential and help them enter new markets," explained Hoffman. "Navigating the available programs can be daunting, however, we are committed to providing companies with the most appropriate information for their current situation. The Export Development Grant Program is another tool to help grow the region's exports."

The 17 companies comprising the first wave come from a variety of industries and include manufacturers and service providers alike. Approximately 56% of the \$100,000 in grant funding provided by the JPMorgan Chase has been allocated to the companies thus far.

Second round applications are now being accepted through March 31, 2016 and funding is made available on a first-come, first-serve basis. To apply for the Export Development Grant Program or for additional information and eligibility requirements, companies can start the process by visiting the program website: <http://mke7.com/exporting>.

The Milwaukee 7, launched in September 2005, was formed to create a regional, cooperative economic development platform for the seven counties of southeastern Wisconsin: Kenosha, Milwaukee, Ozaukee, Racine, Walworth, Washington and Waukesha. The Milwaukee 7 continues to build the region's capacity and accelerate economic growth.

About JPMorgan Chase & Co. in Wisconsin

JPMorgan Chase & Co. (NYSE: JPM) is a leading global financial services firm with assets of \$2.4 trillion and operations worldwide. The Firm is a leader in investment banking, financial services for consumers and small businesses, commercial banking, financial transaction processing, and asset management. In Wisconsin, JPMorgan Chase serves many of the states' most prominent corporate,

institutional and government clients under its J.P. Morgan and Chase brands. It also serves over 1.1 million consumers and small businesses in the state through 79 branches and nearly 170 ATMs, while providing more than \$1.6 million annually to Wisconsin charities. The firm uses its global resources, expertise, insights and scale to address some of the most urgent challenges facing communities around the world including the need for increased economic opportunity. For more information about JPMorgan Chase in Wisconsin, call Christine Holevas, 312-732-6206.

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