

# BUSINESS OPPORTUNITY

Dutchess County Economic Development Corporation



## DCEDC offers Trade Show Grant to Dutchess County Manufacturers

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**Do you need help reaching potential customers?  
Is your company planning to exhibit at a trade show this year?  
Would you like some help covering your costs?**

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DCEDC's Trade Show Grant program is available to Dutchess County manufacturers with plans to exhibit at a trade show during 2011.

Created in 1999 to promote sales and business development for Dutchess companies, DCEDC's Trade Show Assistance Program reimburses qualified manufacturing companies for up to 50% of the direct costs associated with exhibiting in an industry trade show of their choice.

Funds for the program are made available through the generosity of the Dutchess County Industrial Development Agency (DCIDA). Taxpayer dollars do not fund the Trade Show Grants.

To be eligible to apply, a company has to set up an actual booth displaying the business's goods or services. Sending a company representative to merely visit a tradeshow is not considered a reimbursable expense, and does not qualify for assistance under this grant program.

Eligible program costs include booth costs, freight costs, airfare, lodging, meals, and marketing related to business development at the show. Direct transportation costs are also eligible; please plan to provide receipts for gas, tolls & parking. Mileage reimbursement will not be considered. Ineligible costs include cost of salaried staff time, cost of long-term booth leases, cost of product samples distributed at the show, cost of booth raffles/prizes and other indirect expenses.

Grants, made on an economic development derived basis, are capped at \$4,000 for national shows and \$5,000 for international shows, and are limited to one grant per company or affiliate and one trade show every two years. Multiple shows in one year will not be reimbursed.

To apply for 2011 shows, please click here to [download an application](#). Please also review the [guidelines](#) before applying.

Applications should be returned to: Catherine Maloney, DCEDC, 3 Neptune Road, Poughkeepsie, NY 12601, no later than March 6, 2011.

Successful applicants will be notified in writing, expected to participate in a press event, and asked to complete a follow-up questionnaire to ascertain the economic development benefits derived from the trade show attendance.

If you have any questions, please feel free to contact me directly.

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