

**261—72.3(78GA,ch197) Eligible applicants.** The export trade assistance program is available to Iowa firms either producing or adding value to products, or both, or providing services in the state of Iowa. To be eligible to receive trade assistance, applicants must meet all four of the following criteria:

1. Be an entity employing fewer than 500 individuals, 75 percent or more of whom are employed within the state of Iowa,
2. Exhibit products or services or samples of Iowa manufactured, processed or value-added products or agricultural commodities in conjunction with a foreign trade show or trade mission (catalog exhibits are permitted if they are used in conjunction with the exhibit of a product or service or in association with the firm's participation in a trade mission),
3. Have at least one full-time employee or sales representative attend the trade show or participate in the trade mission, and
4. Provide proof of deposit or payment of the trade show or trade mission participation fee.

<sup>1</sup> See Objection at end of this Chapter.