



By Greater Seattle Partners

## Important Dates

1. Interested Export Businesses [Submit Online](#) Application by: September 8, 2025
2. Greater Seattle Export Accelerator Steering Committee Application Review & Notification Period: September 9 - 19, 2025
3. Program runs from September 22 – December 8, 2025

## Schedule

DATES	VENUE (In-person & Online)	PURPOSE
<b>September 22-26, 2025</b>  1-hour online meetings to be scheduled	Online Virtual meetings with Vern Jenkins, GSEA Program Adviser.	To gain an understanding of your company's products/services and current export goals.
<b>September 29 – October 3, 2025</b>  1-hour in-person meetings to be scheduled	In-person visits - onsite at participating Export Business Location with Vern Jenkins, GSEA Program Adviser.	To gain an understanding of your company's products/services and current export goals.
<b>October 6, 2025</b>  4:00-6:00PM (Location TBD)	In-person GSEA launch meeting and group orientation for all Business participating in the GSEA Program.	Introduction of the GSEA Program and Program Launch with Businesses and Greater Seattle Partners.

### ONLINE Export Module (1) of (6)

Tuesday, October 14<sup>th</sup> – Thursday, October 16<sup>th</sup>  
3:00 – 4:30 PM

Online MS TEAMS Session (60-90 mins each) Instruction by Vern Jenkins and invited experts

#### Review Your Export Market Readiness and Business Plan Elements

- Review company's Export Readiness Initiatives
- Evaluate your company's operational & financial capabilities
- Define your company's desired export outcomes as related to business plan
- Review selected products, production & shipping capabilities

Businesses to complete Webinar Module ONE Online.

### ONLINE Export Module (2) of (6)

Tuesday, October 21<sup>th</sup> – Thursday, October 23<sup>th</sup>  
3:00 – 4:30 PM

Online MS TEAMS Session (60-90 mins each) Instruction by Vern Jenkins and invited experts

#### Review Your Export Business Plan and Market Entry Strategies

- Review your export management team
- Identify and select helpful export assistance programs
- Discuss export market entry strategies and related export business plans
- Review SWOT homework assignment

Businesses to complete Webinar Module TWO Online.

### ONLINE Export Module (3) of (6)

Tuesday, October 28<sup>th</sup> – Thursday, October 30<sup>th</sup>  
3:00 – 4:30 PM

Online MS TEAMS Session (60-90 mins each) Instruction by Vern Jenkins and invited experts

#### Review Foreign Market Opportunities, Risks and Barriers

- Research your product demand in targeted foreign markets
- How to evaluate foreign market sales and distribution channels
- Evaluate risks and barriers for selected market(s) (SWOT)
- Review Landed Costs Formula

Businesses to complete Webinar Module THREE Online.

### ONLINE Export Module (4) of (6)

**Tuesday, November 4<sup>th</sup> – Thursday, November 6<sup>th</sup>**  
**3:00 – 4:30 PM**

Online MS TEAMS Session (60-90 mins each) Instruction by Vern Jenkins and invited experts

Review Shipping Terms and Calculating Landed Costs for target Export Products	<ul style="list-style-type: none"><li>• Calculate your product(s) landed costs for selected markets</li><li>• Best practices for qualifying your potential foreign buyers</li><li>• Guidelines for shipping products overseas (Incoterms)</li></ul>	Businesses to complete Webinar Module FOUR Online.
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### ONLINE Export Module (5) of (6)

**Tuesday, November 11<sup>th</sup> – Thursday, November 13<sup>th</sup>**  
**3:00 – 4:30 PM**

Online MS TEAMS Session (60-90 mins each) Instruction by Vern Jenkins and invited experts

Export Business Plan and Financing with EXIM and/or SBA International Trade Programs	<ul style="list-style-type: none"><li>• Review credit policies and foreign buyer payment terms</li><li>• Estimate timelines and cost for increased production capacity</li><li>• Evaluate Exim Bank and SBA Financing options for Exporters</li><li>• Review current business Module</li></ul>	Businesses to complete Webinar Module FIVE Online.
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### ONLINE Export Module (6) of (6)

**Tuesday, November 18<sup>th</sup> – Thursday, November 20<sup>th</sup>**  
**3:00 – 4:30 PM**

Online MS TEAMS Session (60-90 mins each) Instruction by Vern Jenkins and invited experts

Export Business Model Review and Export Compliance with Int'l Attorney	<ul style="list-style-type: none"><li>• Summarize current business model for exporting to foreign markets</li><li>• Review trademark and IP issues and other export compliance regulations</li><li>• Review key elements for export business plan presentation</li></ul>	Businesses to complete Webinar Module SIX Online.
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**Note: Participating Cohort Businesses will have Homework Assignments related to Each Online Module**

<b>Week of December 1<sup>st</sup> – 5<sup>th</sup>, 2025</b>  Vern Jenkins conduct Onsite Visits	Vern Jenkins conducts One-on-One Trade Advising Meetings with each Cohort Business to review their Export Business Plans and Market Entry Readiness.	Prepare Business for presenting their Export Business Plan based on selected products & target foreign markets.
<b>December 8<sup>th</sup>, 2025, Presentation &amp; Celebration Lunch</b>  10:00 AM – 1:00 PM (Location TBD)	Export Business Plan Presentation by Each Cohort Business: In-person meeting to share Export Business Plan and key strategies for entering selected foreign markets.	Businesses Present their Export Business plans based on selected product(s) and target foreign markets.