



By Greater Seattle Partners

Important Dates

1. Interested Export Businesses [Submit Online](#) Application by: August 28, 2026
2. Greater Seattle Export Accelerator Steering Committee Application Review & Notification Period: August 31 - September 4, 2026
3. Program runs from September 7 – November 16, 2026

Schedule

DATES	VENUE (In-person & Online)	PURPOSE
September 7-11, 2026 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.
September 14-18, 2026 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.
September 22, 2026 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, September 29th – Thursday, October 1st

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 6th – Thursday, October 8th

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 13th – Thursday, October 15th

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, October 20th – Thursday, October 22nd
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">• Calculate your product(s) landed costs for selected markets• Best practices for qualifying your potential foreign buyers• Guidelines for shipping products overseas (Incoterms)	Businesses to complete Webinar Module FOUR Online.
--	---	--

ONLINE Export Module (5) of (6)

Tuesday, October 27th – Thursday, October 29th
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">• Review credit policies and foreign buyer payment terms• Estimate timelines and cost for increased production capacity• Evaluate Exim Bank and SBA Financing options for Exporters• Review current business Module	Businesses to complete Webinar Module FIVE Online.
---	--	--

ONLINE Export Module (6) of (6)

Tuesday, November 3rd – Thursday, November 5th
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">• Summarize current business model for exporting to foreign markets• Review trademark and IP issues and other export compliance regulations• Review key elements for export business plan presentation	Businesses to complete Webinar Module SIX Online.
---	--	---

Note: Participating Cohort Businesses will have Homework Assignments related to Each Online Module

<p>Week of November 9-13, 2026</p> <p>Vern Jenkins conduct Onsite Visits</p>	<p>Vern Jenkins conducts One-on-One Trade Advising Meetings with each Cohort Business to review their Export Business Plans and Market Entry Readiness.</p>	<p>Prepare Business for presenting their Export Business Plan based on selected products & target foreign markets.</p>
---	---	--

<p>November 16th, 2026, Presentation & Celebration Lunch</p> <p>10:00 AM – 1:00 PM (Location TBD)</p>	<p>Export Business Plan Presentation by Each Cohort Business: In-person meeting to share Export Business Plan and key strategies for entering selected foreign markets.</p>	<p>Businesses Present their Export Business plans based on selected product(s) and target foreign markets.</p>
---	---	--